

Study for information Issues for Small and Medium-sized Enterprises and Government Support System in Technology Commercialization Processes

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Abstract. It is found that the three most frequently employed sources are customers and suppliers, internet, and specialized publications for both SMEs and large firms. And it is reported that there is a positive relationship between firm size and the frequency of assessing certain information sources such as sector legislation, annual reports, and external consulting. Large companies often rely on specialized information sources such as external consulting. This study shows some possible solutions to information issues of SME and what governments can support SMEs with for their successful technology commercialization or globalization in terms of information, with case studies in the US.

Keywords: Technology Commercialization Information; Technology Commercialization, Technology Commercialization Ecosystem

1 Introduction: Information Sources and Acquisition Methods

There is a growing appreciation, amongst academics as well as policy makers, of the critical role small- and medium-sized enterprises play in the economy; [1]. Haase and Franco (2011) perform a cross-sectional empirical study of 1,200 Portugal firms to test the effect of firm size and industry sector on the use of external information scanning sources: [2]. They find that the three most frequently employed sources are customers and suppliers, internet, and specialized publications for both SMEs and large firms. Nonetheless, they report a positive relationship between firm size and the frequency of assessing certain information sources such as sector legislation, annual reports, and external consulting. Furthermore, medium-sized firms depend more on universities and technological centers than large-sized firms.

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Service of the USDA has 101 offices in 81 countries, and the U.S. Commercial Service a part of the USDOC, has 126 offices in more than 80 countries. In addition, the U.S. Department of State personnel provide in-country services at approximately 100 embassies overseas where either the USDA or the USDOC lacks a presence. Key institutions involved in providing financial support for exporting activities include the Export-Import Bank of the United States, the Overseas Private Investment Insurance Corporation, and the U.S. SBA.

4 Concluding Remarks

The difference of information acquisition capability between SMEs and large firms is partially attributable to SMEs' limited resources such as financial constraints, and lack of employees available for gathering information and analyzing them. Large companies frequently rely on specialized information sources such as external consulting, and this information often plays as a key to recognizing and overcoming a firm's weaknesses. To break the vicious circle, policymakers for SMEs are encouraged to develop appropriate schemes to enable SMEs to use external consulting or make useful information for SMEs more available in the public domain.

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