



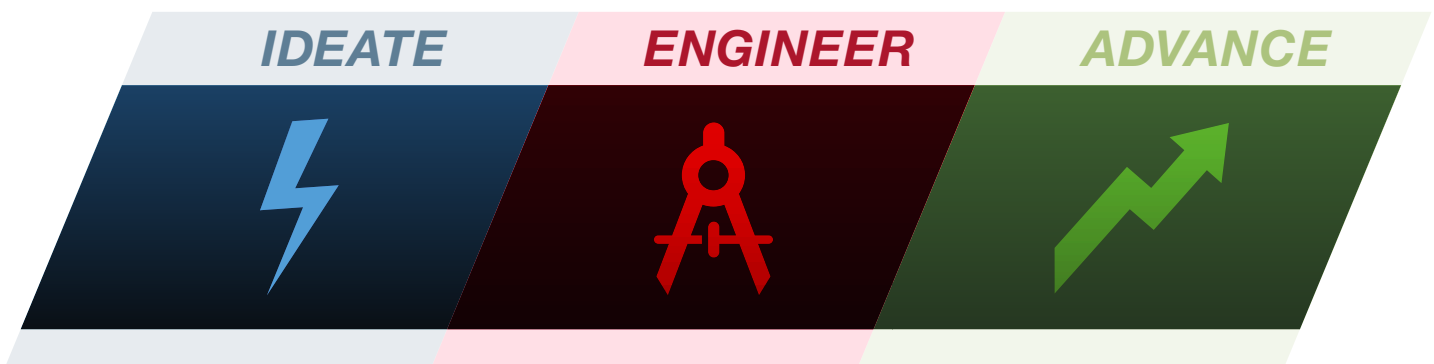
# Technology Transfer and Commercialization Specialists

For 25 Years, Boston Engineering has been transitioning R&D concepts into commercialized technologies that improve the way people work and live. Our clients include: academic institutions, entrepreneurs and corporations, federal and state agencies (civilian and defense/homeland security), and research organizations.

We can drive the entire product development process or address specific challenges including proof-of-principle validation, prototyping, and manufacturer selection and management. Benefits include:

1. **Product Optimization:** Enhance product features and performance while reducing production costs and potential risks.
2. **Product Lifecycle Management:** Apply a modular design approach to provide flexibility and scalability for product enhancements.
3. **Process Improvement:** Increase manufacturing speed and quality by examining areas including product design, cost of goods sold (COGS), and manufacturing and assembly processes.
4. **'Smart' Capabilities:** Design, deploy, and manage IoT/connected products that unlock new levels of business performance, efficiency, and customer insights.

## Product Innovation from Concept to Commercialization



## Two Partnership Models

1. **Consulting:** We provide product development expertise. Clients retain all intellectual property (IP).
2. **Research & Development (R&D) Sponsorships:** We identify and develop IP, and we typically retain IP development rights. We form partnerships and product licensing agreements with innovation partners.

## Commercialization Examples

### The Department of Homeland Security (DHS) Science and Technology Directorate (S&T)

DHS S&T requires improved security in shallow and constricted underwater areas. Impact:

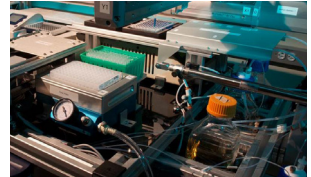
- Developed the BIOSwimmer™, an UUV modeled after the biology of a tuna fish, for enhanced maneuverability, performance, and endurance
- Provides mission flexibility for homeland security and commercial operations



### University Research Center

Scientists charged with accelerating genomic discovery. Impact:

- Developed automated robotic system that generates billions of mutant genomes daily
- Created a sample variation in three days that would have taken months or years to complete manually



### MassDevelopment/Dynamo Micropower

Turbine engine entrepreneur required control systems expertise. Impact:

- Cut control system manufacturing costs 50% and the system footprint 300%
- Enabled the client to secure its first sale and to position itself for growth



### MassMEP/Interscope

A doctor required the capability to develop a gastrointestinal endoscopy device.

Impact:

- Secured FDA Clearance and European Union CE Mark approval
- Protected client IP with 12 U.S. patents to date



## About Boston Engineering

Boston Engineering provides product design and engineering consulting from concept development through connected product capabilities. The company specializes in solving complex challenges in defense & security, medical devices, robotics, and commercial industries. Boston Engineering is also a PTC Platinum Partner, a ThingWorx internet of things (IoT) partner, and an Ansys reseller. Founded in 1995, Boston Engineering is certified to ISO 9001:2015 and ISO 13485:2016 standards, and is headquartered in Waltham, Mass.



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