

Sponsor progress and Consortium matters

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1997 ANSA sponsors

1 BT	✓	1 TINA-C members
1 Bellcore	✓	1 NTT
1 CNET	✓	1 AT&T
1 Eurocontrol	✗	1 Intel
1 Fujitsu Laboratories	✓	1 Oracle
1 GEC	✓	1 Dow Jones Telerate
1 GPT	✓	1 UK Post Office
1 ICL	✓	
1 MoD / DRA	✓	
1 Nortel	?	
1 Telefonica	✗	



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..... joining ANSA

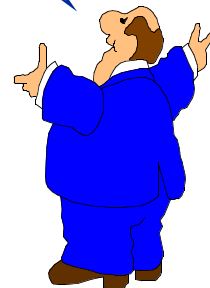
- 1 Chance to take part in leading edge development
- 1 Exciting technical programme
- 1 Steer the work
- 1 Advance warning of major technical perturbations
- 1 Find out first hand if it works
- 1 Channel to standards
- 1 Industry forum



..... joining ANSA

- 1 Consortium Agreement
- 1 Project Management and Execution Agreement
- 1 Management Committee Policies and Procedures
- 1 Substantial legal documents

Lawyers' paradise !



Risks

- 1 Consortium model seen as old fashioned
- 1 Lead time to new sponsor too long
- 1 Loss of critical mass in project
- 1 High management overheads



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Simplify the Deal



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What can we do?

- 1 Keep the current model sell better?
 - n but can we?
 - n USP is technology, contract is barrier !
- 1 New structure for new sponsors only
 - n creates inequalities
 - n legal complications
- 1 Revise the model for all contracts
 - n must safeguard important issues
 - n do away with bureaucracy



Important issues

- | | |
|--|---|
| <ul style="list-style-type: none">1 Consortium Agreement<ul style="list-style-type: none">n Control membershipn Control publication of resultsn Confidentiality and IPRn Cost and Feesn Sponsor benefitsn Disputes & arbitration | <ul style="list-style-type: none">1 Project Management and Execution Agreement<ul style="list-style-type: none">n Duties and responsibilities (PD, CA)n Payment modeln Reporting and accountsn Property and equipmentn Confidentiality and IPR |
| <ul style="list-style-type: none">1 Policies and Procedures<ul style="list-style-type: none">n IPR, classification of results, exploitation, licensing, standards, technology transfer, secondment, etc.. | |



Standard terms and conditions



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What next ?

- 1 Today:
 - n agree this is an issue
 - n agree a timescale in which to address it
 - n proposal to MC in 3 months
 - n retain important principles
 - n publish checklist for ranking in 1 month
 - n what form?
 - n a working party
 - n chaired by



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