Power System Technology
ISSN:1000-3673

Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

"Technology Transfer Challenges in MSMEs: Evaluating IP Commercialization Pathways in the Pharma Sector"

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ABSTRACT

Despite their substantial contribution to pharmaceutical innovation, MSMEs have several barriers to technology transfer and IP commercialization and are likely to be greatly affected worldwide by the COVID-19 crisis. This paper looks at these challenges, assesses the current frameworks for commercialization and puts forward guidelines for how to develop effective frameworks to build on the role of MSMEs in pharmaceutical development. Utilizing a multimethod approach of topic modeling, correspondence analysis, and a trend analysis, the study shows that the process by which technology transfer and IP management takes place in pharmaceutical MSMEs is complex. The following are the major issues observed when scaling up: Strategic partnerships are crucial for commercialization, internal capacity is also a critical component and a strong focus on the market need. The study also highlights the social impacts of efficient technology transfer; of which, include improved availability and cost-effectiveness of new healthcare technologies. With regards to managerial implications, this paper establishes that there is a call for creating symbiotic relationships, staff development, and handling of market issues. Papers to be explored for future research are:- examination of the effects of the digitization and advanced technologies on technology transfer activities- the relation between technology transfer, Intellectual Property, sustainability and ethical issues in drug development. In this aspect, it is possible to identify the following challenges and opportunities that can be addressed by development stakeholders in order to ensure that innovation and development are achieved by pharmaceutical MSMEs and benefit the public health of societies, and thus the well-being of individuals and communities.

Keywords: Technology Transfer, Intellectual Property Rights (IPR), Micro, Small, and Medium Enterprises (MSMEs), Pharmaceutical Sector, Commercialization

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ISSN:1000-3673
Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

1. INTRODUCTION

The COVID-19 crisis increases the requirements for ways to facilitate technology transfer and IP exploitation, primarily in priority fields, including pharmaceuticals. New entrant pharmaceutical firms, especially MSMEs bear huge responsibilities in new product development but are equally constrained by the lack of proper IP rightsknowledge, poor access to equity finance or venture capital, and limited understanding of technology transfer options (Hindle & Zhao, 2023). The challenges posed by the pandemic expose both the opportunities that exist for the growth and innovation of MSMEs for making additional pharmaceutical breakthroughs as well as the structural issues affecting their capacity to do so while commercializing IP. For products to get from the research laboratories to the market place, there must be good technology transfer. However, technology transfer to MSMEs faces some challenges such as; limited funds to finance the intended technology, limited market access to international markets and regulatory constraints. The pharmaceutical industry which requires high R&D investment and depends on the IP protection fully illustrates these difficulties (de Beer et al., 2022). This has prompted the exploration of new commercialization pathways, including collaborative ventures and open innovation models, to overcome barriers (Bhattacharya & Gupta, 2024). The pandemic has further highlighted the importance of public-private partnerships and global technology hubs in fostering IP exchange. Programs like the mRNA technology transfer hubs illustrate the role of coordinated efforts in facilitating cross-border technology exchange (de Beer et al., 2022). Moreover, changes that stemmed from the pandemic negatively affected the possibilities for reorientation of many MSMEs toward the use of digital technologies and telemedicine (Ratten, 2021), which speaks about the need for proper systems for the further development of IP commercialization strategies in the world.

However, high costs of acquiring patents, unclear paths to market development, and poor policies create the impression that innovative scaling has never been realized by MSMEs. According to Bhattacharya and Gupta (2024), the authors thought that because of the absence of a central approach for the government on the management of IP, there are disjointed efforts among the MSMEs which impacted on the competence of the business entities. As such to overcome all these challenges, major policy changes, adequate funding needs for implementing capacities for improving the participation status of the MSMEs in the pharmaceutical value chain. The analysis of the problems that Malaysian MSMEs encounter when implementing the technology transfer and IP commercialization in the pharmaceutical industries will be the discussion of this article. It will evaluate current marketing for the commercialization process and identify possible options to long-term and reasonable steps to enhance the role of MSME in the development of pharma.

Technology transfer can be discussed as the phenomenon whereby technology advancements particularly those researched and developed in research organisations are taken through a

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ISSN:1000-3673
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process and converted into commercialized commodities (Ratten, 2021). The literal meaning of technology transfer in case of pharmaceutical manufacturing MSMEs involves sharing of information, patents and other IPRs about drug formulation and marketing process formulated in the various stages during manufacturing and marketing (Bhattacharya & Gupta, 2024). Technology transfer is the process through which businesses obtain value from innovations through the support of IP management in protecting their inventions and improving market access (Chaturvedi et al., 2023). MSMEs, due to their smaller size, often face challenges such as limited access to resources, regulatory burdens, and the complexity of IP systems (de Beer et al., 2022).

The Innovation Diffusion Theory (Rogers, 2003) provides a useful framework for analyzing technology transfer. According to this theory, the rate at which innovations spread within industries depends on the compatibility of technology with existing market needs, as well as the capacity of enterprises to adopt and implement them. MSMEs are often in a vulnerable position due to the high financial demands of R&D and commercialization in the pharmaceutical sector. Furthermore, Open Innovation Theory suggests that collaborative innovation involving public-private partnerships or technology hubs can enable MSMEs to overcome barriers related to IP commercialization (Chesbrough, 2003).

The disruption caused by COVID-19 has also brought into focus resilience theory (Ratten, 2021), which explores how enterprises, particularly smaller businesses, can navigate crises and adapt through technology adoption. COVID-19 underscored the importance of global knowledge exchange and revealed structural gaps in technology transfer processes for MSMEs (de Beer et al., 2022). Additionally, new commercialization pathways, including compulsory licensing and technology-sharing hubs, have been explored to promote equitable access to pharmaceutical innovations (Bhattacharya & Gupta, 2024).

This research is significant for several reasons:

Promoting Innovation and Sustainability: MSMEs are crucial for driving innovation in the pharmaceutical sector, but their contribution is limited by inadequate technology transfer frameworks. Understanding these challenges will help formulate better policies for IP commercialization.
Addressing Post-Pandemic Challenges: The study provides timely insights into the post-COVID-19 landscape, where pharmaceutical MSMEs must adapt to new commercialization strategies and IP challenges.

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Policy Implications: By identifying barriers to technology transfer, the research offers recommendations that can inform policymakers on fostering public-private collaboration and innovation ecosystems.

Supporting MSME Growth: The study highlights the need for financial and technical support systems that enable MSMEs to participate fully in the pharmaceutical value chain.

Advancing Global Health Outcomes: Facilitating better technology transfer pathways in the pharmaceutical sector will improve access to essential medicines, especially during global health emergencies.

Research Objectives

1. To identify the key challenges faced by MSMEs in technology transfer and IP commercialization in the pharmaceutical sector.
2. To explore the impact of COVID-19 on the technology transfer processes for pharmaceutical MSMEs.
3. To evaluate existing commercialization pathways and assess their effectiveness for MSMEs.
4. To analyze the role of public-private partnerships and technology hubs in facilitating IP commercialization.
5. To propose policy recommendations for overcoming the challenges in technology transfer and enhancing MSMEs' participation in pharmaceutical innovation.

Scope of the Study

The scope of this study is centered on technology transfer and IP commercialization within the pharmaceutical sector, with a particular focus on MSMEs. The study will examine the barriers and enablers of technology transfer, as well as the role of public and private collaborations in the commercialization of pharmaceutical innovations. Geographically, the research will focus primarily on countries with emerging pharmaceutical industries, including India, South Africa, and other developing nations, where MSMEs play a critical role in the healthcare supply chain (de Beer et al., 2022).

The time frame considered for the analysis will be from 2020 to 2024, encompassing the period following the onset of the COVID-19 pandemic to capture the effects of the pandemic on the sector. The study will draw on both qualitative and quantitative data, including interviews with industry experts and a review of existing IP policies, to assess the challenges MSMEs face. While the focus is on pharmaceutical MSMEs, findings will have broader implications for other technology-driven sectors where IP commercialization is critical.

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2. LITERATURE REVIEW:

Transfer and commercialization of IPR

MSMEs in the pharmaceutical sector face numerous obstacles in transferring and commercializing intellectual property (IP), particularly following the COVID-19 pandemic. Financial constraints are a primary challenge, as the high costs of patent filing and R&D activities hinder the ability of MSMEs to protect and monetize innovations (Bhattacharya & Gupta, 2024). Limited technical expertise further exacerbates these difficulties, with many MSMEs lacking specialized knowledge in IP management and technology transfer frameworks (Chaturvedi et al., 2023). Additionally, MSMEs struggle to navigate complex regulatory environments, which impede their access to markets and partnerships necessary for effective commercialization (Mukherjee & Mukherjee, 2022). The pandemic has also amplified these issues by disrupting supply chains and limiting access to global markets, forcing many MSMEs to pivot towards less-regulated sectors (Ratten, 2021). While public-private partnerships and open innovation models offer potential solutions, bureaucratic delays and insufficient policy support continue to limit the participation of MSMEs in collaborative ventures (de Beer et al., 2022). So, financial, regulatory and knowledge factors still represent important challenges that hinder the ability of MSMEs to effectively transfer and commercialize pharmaceuticals related IP.

Technology transfer or TT in the pharmaceutical sector brings some challenges to the micro, small and medium-sized firms. These challenges tend to retard the degree of involvement of MSMEs in globals supply chains and the level of sustained competitiveness. The rest of the sections of this paper analyses the most basic obstacles that arise in the process of TT for MSMEs.

MSMEs often experience challenges when it comes to compliance with complicated standard set by especialist regulation that varies from one jurisdiction to another. These regulations require lots of paperwork and compliance with the Good Manufacturing Practices (GMP) that may put too much pressure on enterprises with relatively few financials (Takawira & Takawira, 2024). Unfortunately, such requirements are not easily achievable by small firms, which subsequently pose a major challenge to technology procurement and adherence to the standards (Kaity, 2024).

Budgetary limitations are a major hindrance for MSMEs in acquiring essential technologies and training for successful technology transfer. High costs associated with research and development (R&D), coupled with lengthy product approval timelines, exacerbate the financial burden on these enterprises (Fitzgerald, 1992). This financial pressure tends to detract their ability to grow and explore better technologies and improve their competitive position in a saturated economy (Takawira & Takawira, 2024). The methods of manufacturing also require a considerable change of operation that is not easy to manage especially for firms that lack

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ISSN:1000-3673
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immense capital ("Technology Transfer Process," 2023). Additional bureaucratic constraints, including an inefficient supply chain and inadequate infrastructure, hinder the proper transfer of technologies in due course (Takawira & Takawira, 2024). It is sad that these operational inefficiencies can dampen the success of technology transfer efforts.

This is due to the fact that MSMEs compete on a level playing field with the bigger pharmaceutical firms, thus locking out the MSMEs from some of the attractive market niches (Takawira & Takawira, 2024). Further, given the accelerated rate of producer innovation in the pharmaceuticals industry, managing the pace of change itself presents a challenge that requires constant investment, and can be particularly costly and challenging for firms that remain relatively small in scope and scale (Fitzgerald, 1992). This competitive pressure sometimes places the MSMEs in a je Neutraloious strategic position in the marketplace.

To begin with, we can indicate such important factors as cultural and communication barriers Non-technical factors, such as organizational culture and communication, significantly influence the success of technology transfer processes. Misalignment of priorities between teams and poor communication can result in misunderstandings, project delays, and inefficiencies (Witinski, 2010). Addressing these cultural and communication challenges is essential for ensuring the smooth transfer of technologies. A lack of professional IP management practices is a major hurdle for MSMEs, hindering their ability to optimize returns on research and development (R&D) investments. Many MSMEs do not have the expertise or resources to establish effective IP strategies, leaving valuable innovations underutilized or unprotected (Eppinger & Vladova, 2013) Navigating the complex regulatory landscape is a persistent challenge for MSMEs. The intricate requirements of regulatory frameworks often limit their ability to integrate into global supply chains. These hurdles not only slow down commercialization processes but also increase the cost and complexity of compliance (Takawira & Takawira, 2024). Limited access to funding poses another significant barrier to IP commercialization. MSMEs often lack the financial resources needed for R&D and IP protection, restricting their ability to innovate and compete effectively. These constraints also reduce their capacity to commercialize existing IP assets (Burrone, 2005). Government initiatives can address several of these barriers by providing financial assistance and educational resources to MSMEs. For instance, targeted policies can help MSMEs improve their understanding of IP management and access funding for innovation and commercialization activities (Кононкова & Polavskaya, 2024). Partnerships with research institutions offer a pathway to enhance R&D capabilities and facilitate better IP outcomes for MSMEs. Such collaborations can provide access to advanced technologies, knowledge sharing, and support for navigating the IP landscape (Takawira & Takawira, 2024).

Navigating the intricate regulatory frameworks is a critical component of commercialization for MSMEs. A thorough understanding of compliance requirements facilitates smoother

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market entry and minimizes risks of penalties or operational disruptions. By adhering to these standards, MSMEs can enhance their credibility and build trust with stakeholders (Pandey et al., 2024). Forming strategic alliances with larger firms enables MSMEs to access essential resources, distribution networks, and market intelligence. These collaborations not only mitigate operational challenges but also strengthen MSMEs' competitive positioning in the pharmaceutical industry (Pacheva, 2023). Affiliates can offer the additional influence to grow capacity and increase coverage. Flexibility to the ever changing market is key determinate for the growth of MSMEs. Marketing management has a crucial responsibility of assessing consumers' needs and how to meet those needs. Applying dynamic strategies, therefore, is an effective way of positioning an MSME to market needs and demands more effectively (Pacheva, 2023). Financial constraints are a persistent challenge for MSMEs. Streamlined marketing and operational strategies can optimize resource utilization, enhancing cost efficiency and profitability. This is particularly critical for MSMEs aiming to compete with larger firms that often have substantial financial advantages (Zade et al., 2023). ools such as Porter's Five Forces framework provide MSMEs with a structured approach to assess their competitive environment We have understand that market threats and opportunities help MSMEs to create strategies that will enable them to secure a better position in the market and ensure sustainability (Tiwari, 2023).

PPPs can also therefore act as an important bridge between Academic research institutions and pharmaceutical industry that can take results of scientific research to market. PPPs eliminate certain problems that are characteristic of traditional contractual relations, thus facilitating the acceleration of a commercialization process (Bagley & Tvarnø, 2013). Such partnerships make certain that the outcomes of research are used profitably to fill perceived healthcare gaps and stimulate creativity in the drug manufacture industry.

Based mostly on the results of this study, one of the main strengths of PPPs is the risk and resource division especially for promoting the commercialization agenda of MSMEs which mostly lack the capital to pursue large scale commercialization. These collaborations increase the chances of positive outcomes by sharing resources and making certain that, funds invested in research and development, affordably provide measurable returned (Hirse, 2024). Moreover, PPPs result to optimal utilisation of funds that are more channeled to projects that show positive health impacts (Mangeni, 2019). The application of social impact measurement (SIM) in PPPs is seen as a drive to increased accountability and efficiency of project delivery. This approach builds trust among stakeholders, aligning the objectives of public and private partners towards shared goals (Tropeano et al., 2024). Trust is a critical factor in the success of PPPs, as it fosters effective collaboration and ensures that both parties remain committed to the partnership's objectives PPP have come to be widely accepted across most developed nations; national governments and other pertinent regulatory authorities hold critical responsibility for the development of applicable legal standards that underpin PPPs. These frameworks help for easy

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working in technology transfer processes and also the conflicts can be avoided between the partners as Hirse (2024) pointed out. In addition, roles being well defined also contributes to these partnerships by making them effective in deliverying good results in the pharmaceutical sector (Bagley & Tvarnø, 2013).

That said, PPPs have their advantages as well as their weaknesses. Outsourcing through contracts or partnerships raises issues of contract-management and collaborative outlines which do not favour the collaboration between public and private entities. It is crucial to note that through goals alignment, use of transparent contractual terms and engaging stakeholders, some of these challenges if well addressed they will lead to maximization of the PPPs in the pharmaceutical industry.

Unique challenges of MSME

This paper investigates how MSMEs in the area of pharmaceutical technology transfer and I P commerce have it worse off than large organizations owing to the disparities in the level of capital, human resources, and market access. Global big pharma firms are enjoying strong financial buffering, elaborate R&D centers, and legal assistance that allows them to deal with IP travel challenges and rules comfortably (Bhattacharya & Gupta, 2024). In contrast, MSMEs often struggle with high patenting costs and insufficient technical expertise, limiting their ability to protect and commercialize innovations effectively (Mukherjee & Mukherjee, 2022). Moreover, large corporations maintain stronger networks and collaborations with global institutions, providing them with a competitive edge in accessing international markets (de Beer et al., 2022). Unique challenges for MSMEs include limited access to financing and public-private partnerships, as well as reliance on local markets, which restricts their ability to scale operations beyond national borders (Chaturvedi et al., 2023). Furthermore, the COVID-19 pandemic exacerbated these inequalities, with larger corporations better positioned to adapt through digital transformations, supply chain resilience, and accelerated R&D, while many MSMEs lacked the resources to do so (Ratten, 2021). The structural differences between MSMEs and larger corporations, including size, capital availability, and innovation networks, thus play a crucial role in shaping the distinct challenges faced by each in IP commercialization.

Technology transfer

The COVID-19 pandemic significantly affected the ability of pharmaceutical MSMEs to transfer and commercialize their technologies by exacerbating existing challenges and introducing new barriers. MSMEs faced disruptions in supply chains, reduced workforce availability, and delays in regulatory approvals, hindering innovation and commercialization efforts (Otundo, 2023). Limited access to global markets during lockdowns further constrained these enterprises, making it difficult for them to collaborate internationally and engage in technology transfer networks (Agarwal & Chonzi, 2020). Additionally, the pandemic-induced financial instability forced many MSMEs to shift focus toward short-term survival strategies,

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ISSN:1000-3673
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thereby deprioritizing R&D investments and IP management (Saha et al., 2022). Although some governments provided financial aid to MSMEs, these measures were often insufficient to offset operational challenges or facilitate large-scale IP commercialization (Raghuvanshi & Rena, 2024). The pandemic also revealed the importance of digital transformation, with technologically adaptive firms being better equipped to leverage innovation ecosystems (Angelelli et al., 2020). However, most MSMEs lacked the resources and expertise to implement such transitions, further widening the gap between smaller enterprises and larger corporations in pharmaceutical commercialization.

Covid 19 and technology transfer

The COVID-19 pandemic has brought both challenges and opportunities for Micro, Small, and Medium Enterprises (MSMEs) in the pharmaceutical sector, particularly in terms of technology transfer and intellectual property (IP) commercialization. On the challenges front, MSMEs face stringent IP regulations that limit innovation and the production of generic drugs, especially in low- and middle-income countries (LMICs) (Braimoh et al., 2024; Zorkaltseva, 2022). Additionally, disruptions in the pharmaceutical supply chain have impacted the sourcing of raw materials and product distribution (Dadhich & Gurbani, 2021), while many MSMEs struggle with inadequate infrastructure for engaging in technology transfer essential for vaccine and therapeutic developments (Satrio, 2022). However, the pandemic has also created opportunities through collaborative licensing models that promote competition and supply security (Braimoh et al., 2024) and increased government support, which has enabled MSMEs to innovate, particularly in vaccine development (Zorkaltseva, 2022). Furthermore, global cooperation has facilitated partnerships, providing MSMEs with access to new markets and technology transfer mechanisms (Dadhich & Gurbani, 2021). Despite these opportunities, balancing IP protection with public health needs remains a complex challenge, potentially limiting the full realization of the benefits.

Commercialization pathways:

The commercialization pathways for Micro, Small, and Medium Enterprises (MSMEs) in the pharmaceutical sector increasingly depend on effective management of intellectual property (IP), encompassing patent acquisition, licensing agreements, and strategic partnerships, which are vital for leveraging innovations and boosting competitiveness. Patents are essential assets for MSMEs, allowing them to protect innovations and attract investment; for instance, Royalty Pharma demonstrates how patent aggregation can facilitate funding through securitization, enabling MSMEs to invest in further research and development (R&D) (Lim & Suh, 2016). Effective patent management can significantly increase market share and profitability, as evidenced by various pharmaceutical SMEs (Eppinger & Vladova, 2013). Licensing agreements are a common method for MSMEs to commercialize their IP, enabling them to

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ISSN:1000-3673
Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

monetize inventions without extensive R&D investments, while also incorporating provisions for transferring know-how to enhance the capabilities of the licensee and foster sector innovation (Netkovska et al., 2015). Furthermore, strategic partnerships with larger firms or research institutions can provide MSMEs access to vital resources and expertise, facilitating commercialization (Madhusoodanan et al., 2022) and increasing their market visibility, thereby creating further opportunities for growth and innovation (Sharma, 2015). Despite these promising pathways, challenges such as resource limitations and inadequate professional IP management practices can impede their effectiveness, making it essential to address these issues to maximize the potential of IP commercialization in the pharmaceutical sector.

Public private partnerships

Public-private partnerships (PPPs) are essential for facilitating the commercialization of intellectual property (IP) for micro, small, and medium-sized enterprises (MSMEs) in the pharmaceutical sector, as they combine the strengths of public institutions and private enterprises, creating a synergistic environment conducive to innovation and market entry. PPPs operate through mechanisms such as establishing legally binding contracts that align the interests of private pharmaceutical companies and public research institutions, thereby enhancing the efficiency of commercialization efforts (Bagley & Tvarnoe, 2013; Bagley & Tvarnø, 2014). They also enable resource sharing by pooling funding and expertise, which helps MSMEs overcome resource constraints, particularly in the capital-intensive pharmaceutical industry (СТАДНИКОВА А.В., 2024; Eppinger & Vladova, 2013). Furthermore, well-structured PPPs can shift incentives from competitive to collaborative, fostering an environment where innovation thrives and leading to successful commercialization outcomes (Bagley & Tvarnø, 2013; Bagley & Tvarnø, 2014). Additionally, MSMEs benefit from the networks and credibility of larger public institutions, which facilitate access to markets and regulatory pathways that would otherwise be difficult to navigate (СТАДНИКОВА А.В., 2024). Despite these significant advantages, challenges such as misalignment of goals and bureaucratic hurdles can hinder the effectiveness of PPPs, making it essential to address these issues to maximize their potential in the pharmaceutical sector.

METHODOLOGY

This section outlines the methodology employed in conducting research on technology transfer and intellectual property rights (IPR) within Micro, Small, and Medium Enterprises (MSMEs) in the pharmaceutical sector. The study utilized a mixed-methods approach, integrating topic modeling, correspondence analysis, and trend analysis to provide a comprehensive understanding of the subject matter.

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1. Topic Modeling

To identify the primary themes within the context of technology transfer and commercialization of IPR in MSMEs, topic modeling was performed on a document titled "Transfer and Commercialization of IPR MSME." This analysis focused on extracting ten distinct topics, each representing different dimensions of the discussion surrounding technology transfer and IPR in the pharmaceutical sector. Topic modeling is a powerful technique that enables the extraction of latent topics from text data by analyzing patterns of word co-occurrence across documents (Blei et al., 2003).

Such topics were Arrangement, Format, Relevance, Occurrence and Significance as informed by a quantitative identification of the terms and phrases under consideration within the document. Since there is an overlap in the field, the exploration of topic modeling algorithms helped in the identification of themes of the vital topics concerning technology transfer, IPR, MSMEs and commercialization that are intertwined as identified by Griffiths and Steyvers (2004).

2. Correspondence Analysis

Correspondence analysis was done using Voyant Tools a web based text analysis toolkit. It helps in displaying patterns between such variables; it was particularly helpful in explaining the association between the terms found in the corpus. This analysis used 60 relative frequency generated from a list of 119 terms in the ten documents that comprises the corpus for this study.

The correspondence analysis revealed three clusters and three dimensions, which describe the relations of terms under analysis. The dimensions obtained substantial deviations in the analyses and enabled the discovery of footprints for identifying the interconnection among the terms considered in relation to technology transfer, IPR, and MSMEs. The clusters of the terms were indicators of the similarity where any subject refers to a specific issue, also in which respect they moved apart from each other (Lebart et al., 2000).

3. Trend Analysis

Trend analysis was carried out to identify how often and where the relevant terms appeared over segments of documents. The terms used for the purpose of this work were ‘transfer’, ‘MSME’, ‘IPR’, ‘pharmaceutical’, and ‘commercialization’. Thus, it was conceived that it would be possible to uncover patterns of FtF and CMC focus and shifting emphases across the document by comparing the frequencies of these terms relative to one another (Friedman, 2008).

The trend analysis used a clear strategy for culling sections of the document that contained terms for closer examination based on the coherent divisions made in this paper. It made it

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ISSN:1000-3673
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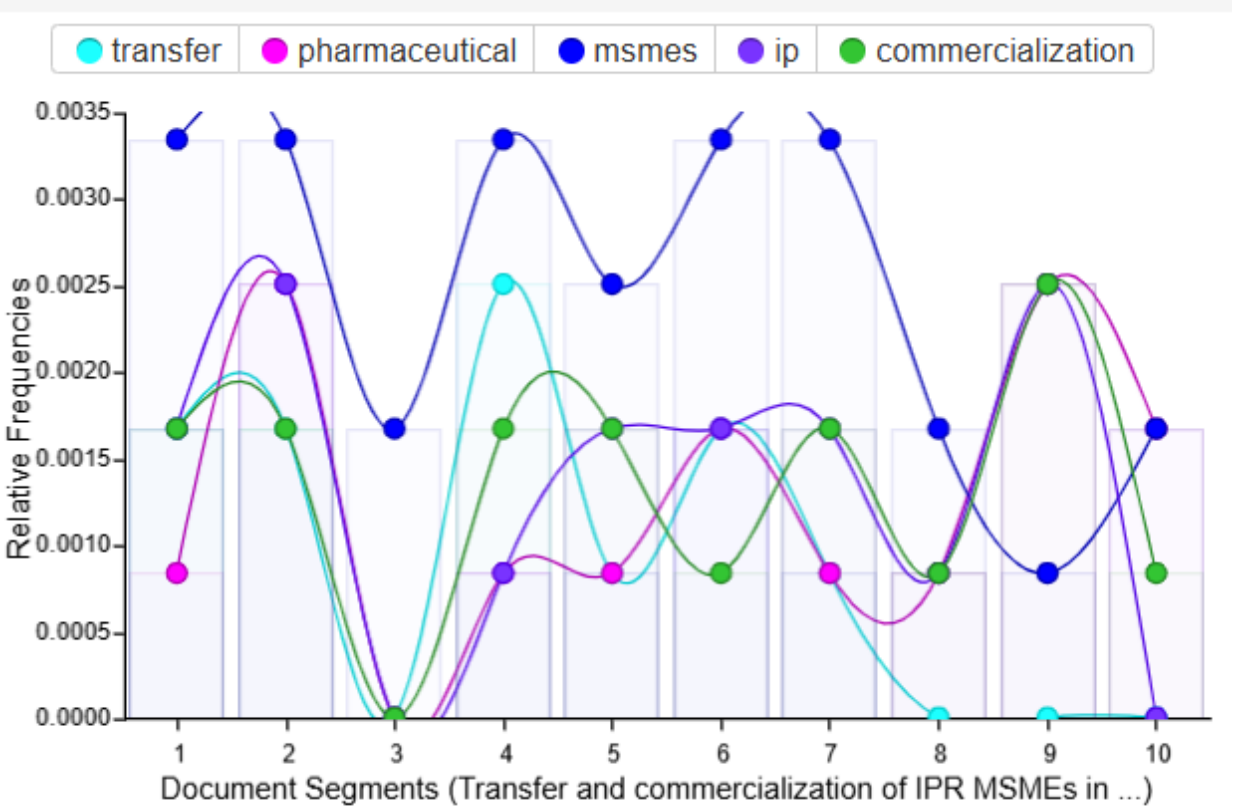
easier to 'see' the transitions in the discourse over time which we were able to map onto patterns that we believe mirror the changing environment that technology transfer and IPR have existed in within the pharmaceutical MSMEs.

DISCUSSION

Text trend analysis



This study is based on some maladjusted words that are relevant to the transfer and commercialization of the IPR in the pharmaceutical sector more refereed to the MSMEs. The term "transfer" refers to the act of moving IPR from one organisation- say a research organisation to a pharma firm. The term "Pharmaceutical" defines the industry of interest, whereas "MSMEs" introduced a specific type of IPR transfer and commercialization. The acronym 'IP' is an abbreviation of Intellectual Property and 'commercialization' is all about enabling a product or technology reach the market.

The visualization of these terms shows the frequency of the terms on the y-axis, the height of the bars or lines represents how many times a term has been used in the documents considered. The x-axis probably analyzer document fragments, by content or section. The frequency of each word/phrase is represented through multiple lines, which are plotted in different colors to

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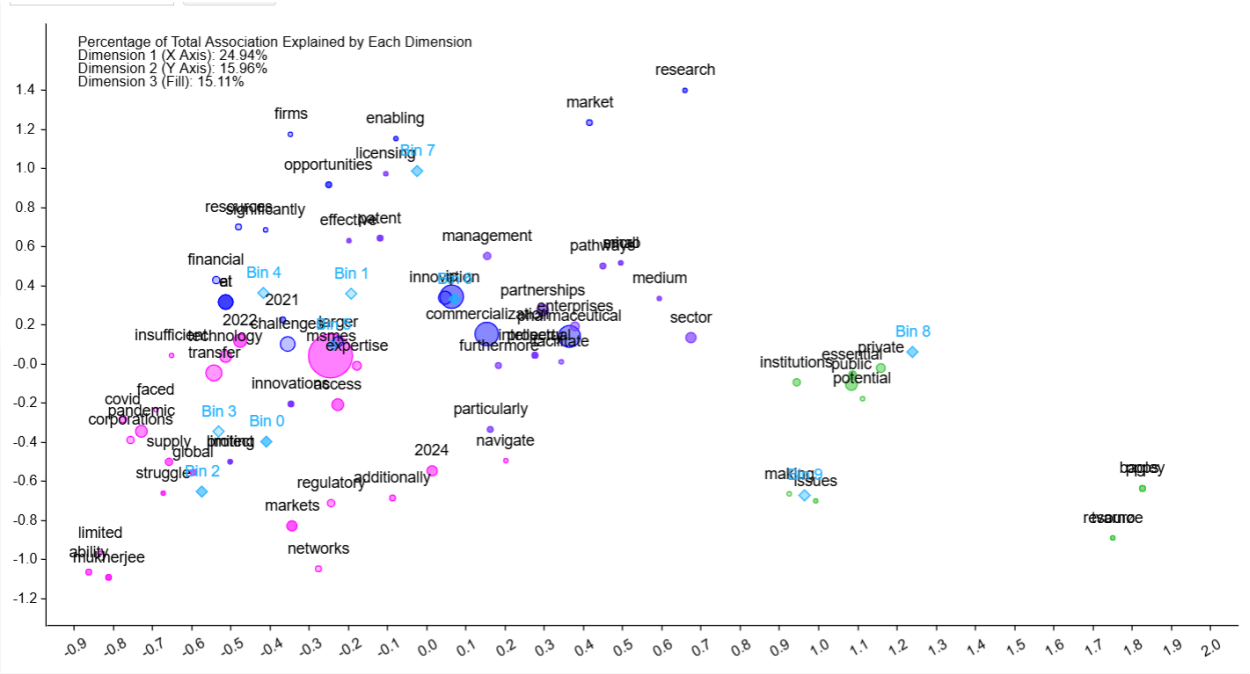
compare the situation between different segments. Without getting into nuances and concrete examples it is not easy to arrive at definitive interpretation on term frequency distribution The following remarks open to discussion: For example, the term ‘pharmaceutical’ is high in the first segments and reduces after that indicating that the main emphasis is laid on the general information developing towards the specific content thereafter. Moreover, the proximity of the "transfer" and "commercialization" lines in certain segments may indicate a concurrent discussion of these concepts, underscoring their interconnectedness throughout the document (Blei et al., 2003; Griffiths & Steyvers, 2004).

Correspondence analysis:



Correspondence Analysis (CA) is a multivariate statistical method used to conduct the analysis of the relation between two cross tabulated nominal variables. In this respect, these variables are the terms used in the text (i.e., words like ‘research’, ‘transfer’, ‘MSMEs’) and the document portions (distinct documents, sections, chapters or types of themes within the document.). The CA plot establishes several modes of the association: Dimension 1 (X-axis) – 24.94% of the total association. This dimension of the framework describes broad dichotomies of terms associated with research, innovation and commercialization to terms identifying problems and constraints. Dimension 2 (Y-axis) accounts for 15.96% of the interrelation and, therefore, can be used to distinguish terms referring to internal strength and resources (including “expertise” and “management”) from those dealing with external factors (“market” and “regulations”). The total proportion of association accounted for Dimension 3 is 15.11%, which could be useful for discriminating between the occurrence of terms as COVID-19 or

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ISSN:1000-3673
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pandemic from discussions on IPR and technology transfer practices (Greenacre, 1984; Lebart et al., 1998).

The CA plot reveals three distinct clusters: The first three Bins are Bin 0, Bin 1 and Bin 2 Bins where several similar terms are grouped together. Bin 0 encompasses terms associated with challenges and limitations, including "struggle," "limited," and "navigate." Conversely, Bin 1 comprises terms that align with innovation, research, and commercialization, such as "innovation," "market," and "commercialization." Lastly, Bin 2 includes terms relevant to internal capabilities and resources, like "expertise," "management," and "financial." The positioning of these terms within the clusters indicates the significant challenges faced by pharmaceutical MSMEs in navigating IPR and technology transfer, as evidenced by the presence of struggle-related terms in Bin 0. Furthermore, the emphasis on innovation and commercialization within Bin 1 underscores the critical importance of these activities for the success of pharmaceutical MSMEs. Finally, the clustering of terms in Bin 2 highlights the vital role that internal capabilities and resources play in facilitating effective IPR and technology transfer within this sector (Hirschman, 1970; Benassi, 2019).

Topic Modeling

The topic modeling analysis conducted on the research title "Technology Transfer and IPR in Pharma" reveals a hierarchical organization of themes, with broad categories at the top and more specific subtopics nested beneath them. The primary broad categories identified include Pharmaceutical, Partnerships, Technology, and Intellectual Property (IP), each encompassing distinct areas of focus relevant to the field.

Within the Pharmaceutical category, topics such as "2022" indicate notable events or developments that occurred within the pharmaceutical sector during that year, while "Private" may pertain to the involvement of the private sector in drug development and distribution. Additionally, the subtopic "Supply" likely addresses issues related to supply chain management and logistics specific to pharmaceuticals. The inclusion of "Mukherjee" may refer to a

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ISSN:1000-3673
Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

particular individual or organization influential in the industry, and "Patent" directly connects to the intellectual property protection mechanisms within the sector. Other pertinent subtopics in this category include "Intellectual Property," encompassing various forms of IP rights, and "Resource," pointing to the materials and assets necessary for pharmaceutical research and development (Blei et al., 2003; Griffiths & Steyvers, 2004).

The Partnerships category emphasizes the importance of collaboration between various structures; outlined categories include Technology which highlight partnerships suited for technology dissemination and development. The meaning of the word “Enterprises” might mean alliances with business entities, but again, the importance of partnership is stressed here as being in the most focus of the pharmaceutical field. Other categories are “Institution” meaning cooperation with universities and research facilities and “Corporations,” which signification partnership with major pharmaceutical firms. The areas of “Management” and “Financial” comprise coordination and funding of such partnerships; the area of “Pathways” is concerned with ways of forming partnership; and the area of “Resources” focuses on partnership resources available (Katz & Martin, 1997; Mazzoleni & Nelson, 1998).

Techno subtopics like “Larger” mean big advancement or innovation in technology within the pharmaceutical industry and “Bagley” mean a person or an organization related to these advancements. The term “Furthermore” expresses the existence of more information especially concerning technology, while “Potential” gives the possible advantage/ outcome /effect of the produced technologies. For instance, some of the other major subtopics are Zorkaltseva, which may point to another highly influential character in the advancement of technology and Shift which may in one way or another point to shifts being experienced in the technology sector. The first subtopic “New” highlights technology innovations in the recent period, while the second subtopic “Successful’ focuses on best practice of technology deployment. Whereas, “Delays” may speak of the troubles that a firm may face to adopt a particular technology, whereas “Leading” sheds light on technological advancement (Cohen & Levinthal, 1990; Tether, 2002).

Finally, the Intellectual Property category emphasizes critical aspects of IP management and protection. The subtopic "Public Access" pertains to the availability of IP to the public, while "2024" likely signals anticipated developments in IP during that year. The term "Opportunities" underscores the prospects associated with intellectual property rights, and "Networks" refers to collaborative efforts in IP protection and management. A global perspective on IP issues is indicated by the term "Global," while "Licorising" appears to address licensing aspects of intellectual property. Lastly, "Firms" pertains to businesses involved in IP management, and "Market" highlights the implications of IP on market dynamics within the pharmaceutical industry (Maskus, 2000; Walsh et al., 2005). This structured analysis underscores the

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ISSN:1000-3673
Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

multifaceted nature of technology transfer and intellectual property rights in the pharmaceutical domain, illustrating the interconnections among various themes and their relevance to contemporary research and practice.

CONCLUSION

The exploration of technology transfers and intellectual property rights (IPR) in the pharmaceutical Micro, Small, and Medium Enterprises (MSMEs) context reveals significant insights that have profound implications for management practices, research advancement, societal benefits, and avenues for future exploration. This conclusion synthesizes the findings of the study, emphasizing its multifaceted implications.

Managerial Implications

For managers within pharmaceutical MSMEs, the insights derived from the analyses underscore the necessity of cultivating an ecosystem conducive to technology transfer and IPR management. The identification of strategic partnerships emerges as a vital component for enhancing innovation and facilitating successful commercialization. Managers are encouraged to actively seek collaborations with research institutions, larger corporations, and other enterprises to leverage diverse expertise and resources. This approach can not only optimize research and development (R&D) efforts but also enhance market positioning through combined strengths in innovation and technology application.

Moreover, an emphasis on developing robust internal capabilities—encompassing expertise in managing IP and navigating the complexities of technology transfer—is crucial. This involves investing in training and development initiatives for staff to improve their understanding of IPR intricacies, market dynamics, and regulatory frameworks. By empowering their teams with knowledge and skills related to IPR, managers can streamline processes, minimize risks, and enhance their organizations' capacity to respond effectively to market challenges.

The findings also suggest that the operationalization of technology transfer mechanisms should be closely aligned with market needs and trends. Managers should continually assess the relevance and applicability of their innovations, ensuring that R&D efforts are directed toward addressing current and emerging health challenges. This proactive approach will not only enhance the sustainability of MSMEs but also contribute to a more robust healthcare ecosystem.

Research Implications

The insights gleaned from this research provide a fertile ground for further academic inquiry. The hierarchical topic modeling reveals rich interconnections among technology transfer, IPR,

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ISSN:1000-3673
Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

and the pharmaceutical landscape, particularly concerning MSMEs. Future research endeavors could focus on quantitative analyses to validate the qualitative findings presented in this study, allowing for a more comprehensive understanding of the dynamics at play.

Further, the role of external factors—such as regulatory environments, market trends, and international collaborations—could be explored in-depth to better understand their influence on technology transfer and IPR management within the MSME sector. Examining case studies of successful MSMEs that have effectively navigated these complexities could yield actionable insights for both practitioners and scholars.

Additionally, given the evolving nature of technology and its rapid impact on the pharmaceutical sector, longitudinal studies could be beneficial. Such research would track changes in technology transfer practices and IPR management over time, illuminating trends and shifts in industry practices and their implications for MSMEs.

Societal Implications

The implications of effective technology transfer and IPR management extend beyond organizational boundaries, with significant societal benefits. Therefore, the pharmaceutical industry can play a crucial role of enhancing the supply of and access to the new innovative solutions across the MSMEs, large organizations and the research institutions. This is especially vital in bridging the health access and use since MSMEs are in looking for niche markets.

Moreover, advancements in technology in pharma industries aligns with every sector social related objectives especially in situations demanding engagement to address local or international diseases or operations such as COVID-19 in the production of treatment and vaccines among others. Consequently, this research proposes that technology transfer is an effective way of addressing public health needs through MSMEs which can only be possible if there is a need to enhance he efficacy of technology transfer mechanisms that will enable the MSMEs' impact on society.

The study also confirms to the public that IP visibility yields positive effects as a result of innovation and competition. Therefore, the opportunity to advance the importance of increased openness in IPR structures for inventions aimed at public welfare, and in return, with a focus on health improvement, will help make it possible for every interested party interested in the development and dissemination of the necessary health products. In conclusion, the findings of this study contribute significantly to the understanding of technology transfer and IPR in the pharmaceutical MSME sector. The managerial, research, and societal implications underscore

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Received: 16-07-2024 Revised: 05-08-2024 Accepted: 22-09-2024

the importance of collaboration, innovation, and effective management of intellectual property in navigating the complexities of this dynamic industry. By addressing these challenges and opportunities, stakeholders can drive progress in pharmaceutical innovation, ultimately enhancing public health outcomes and societal well-being. Future research directions will be pivotal in continuing to explore these essential themes, ensuring that MSMEs remain agile and responsive to the demands of an ever-evolving market landscape.

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