

# ATP Investments Have Resulted in Substantial Revenue

ATP has identified<sup>1</sup> projects with significant actual revenues<sup>2</sup> associated with selling goods or services that incorporate ATP technology.

- 36 projects that totaled \$79.2M in government investment yielded over \$970M in revenues.

Significant revenues have been reported by projects in a variety of technology areas.

For example:

- Displaytech generated revenue by developing mass-production technology for a new generation of LCD microdisplays that could produce detailed real-time images as small as a postage stamp that are still sharp when magnified to the size required for HDTV.
- Evergreen Solar generated revenue by developing a simple method for making inexpensive photovoltaic cells, realizing a large reduction in the cost of generating solar power.
- Kent SeaTech generated revenue by developing new wastewater treatment technologies that are cost-effective means of removing metabolites from fish farm effluents to allow for water reuse in aquaculture and for irrigation of agriculture crops.
- Third Wave generated revenue by developing simple-to-use, low-cost, diagnostic tools that rapidly detect specific DNA and RNA sequences for broad-based medical diagnosis and for tracking treatments.
- CombineNet generated revenue from developing software to support complex, large-scale, on-line auctions featuring combinatorial exchanges where bidders can specify particular packages of items to bid on with various "side constraints," maximizing value for all parties in the exchange. Their software also resulted in substantial cost savings achieved by their customers.

## About the Portfolio of 36 Projects

- Includes all technology areas: Information Technology, Chemistry and Materials, Biotechnology, and Photonics.
- Average time since completion of each of these projects was about 7 years.

Factsheet 1.B15. (October 2006 by Robert Sienkiewicz, Lee Bowes, and Stephen Campbell)

<sup>1</sup> The data were collected from various sources, including ATP surveys, which were confirmed by conversations with company representatives.

<sup>2</sup> These are lower bound estimates of the total benefits that are likely to accrue as a result of the public's investment when ATP-fostered technologies enter the market. This is because these revenue and cost-savings estimates do not include the downstream effects of the technologies such as higher productivity, better medical care, or longer-lived, lower maintenance structures and equipment all made possible by ATP investment. When these downstream benefits are ultimately quantified, the impacts are likely to be significantly larger.