
INNOVATION AND TECHNOLOGY

pjmathison was the first consulting firm in Pennsylvania to specialize on issues where public policy meets technology. The firm assists senior executives and boards of directors on their efforts to attract high-performance people & industries, commercialize technologies, build entrepreneurial cultures, and gain intelligence. On behalf of a wide variety of clients, the firm's staff has had a major role in many important innovation and technology projects, including:

- strategic planning, market research, and licensing assistance for a health IT company that manages extremely large amounts of data for entities, including medical laboratories, insurance companies, and government agencies.
- co-authorship and board approval of a five-year \$40 million information technology strategic plan for a large urban school district.
- establishment of technology transfer offices at a PA acute care hospital and a NJ medical research institute. Collection of licensing income, negotiation of materials transfer and assignment agreements, and reduction in intellectual property costs.
- design of a \$9 million annual science-technology scholarship program to attract & retain college students and to retrain incumbent workers for "new economy" jobs.
- an e-government partnership between the Commonwealth of PA and City of Philadelphia resulting in annual total savings exceeding \$1 million.
- legislative measures, including local wage tax relief for tech ventures, elimination of the state sales tax on computer services, and legalization of digital signatures.
- founding and leading technology trade and advocacy organizations, including a multimillion dollar statewide initiative to wire K-12 schools for the Internet.
- market research for a NJ developer of air filter devices used on trucks and other large equipment. Negotiation of product testing agreements with the U.S. Army, U.S. Postal Service, and PA Department of Transportation.
- forecasting and publishing reports on billions of dollars of upcoming government technology spending by political jurisdictions nationwide.
- technology park feasibility studies for two major research universities.

For profiles of our work experience in other areas, please see www.pjmathison.com.