

How can small firms manage and benefit from open innovation? We study three Taiwan's biotechnology firms leveraging open innovation in developing new drugs. At the phase of the new drug discovery, two companies acquired technology from external sources. CSRC Synpac Company acquired technology from Professor Yuan-Tsong Chen at Duke University (USA) in 1991. GlycoNex Company acquired technology from Professor Sen-itiroh Hakomori at University of Washington (USA) in 2001. AbGenomics Company developed its own technology at Professor Rong-Hwa Lin's team at National Taiwan University (Taiwan) in 2000. Through technology transfer, CSRC Synpac Company licensed out the new drug Myozyme to Genzyme Corporation (USA) in 2000. AbGenomics Company licensed out the new drug AbGn-168H to Boehringer Ingelheim Pharmaceutical (Germany) in 2005. GlycoNex Company licensed out the new drug GNX-8 to Otsuka Pharmaceutical (Japan) in 2009.

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