Abstract –
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The business of nanotechnology ... perspectives from the front line.

All technologies require tools on their path to commercialization. FEI Company is a leading company that has both enabled, and is advancing, Nanotechnology. FEI's tools allow materials and devices to be imaged, analyzed and modified down to the nanoscale and beyond. The tools serve global academic, institutional and industrial markets. In 2004 FEI's revenues approached $500 Million.

FEI Company is engaged on a daily basis with scientists and technologist on the leading edge of R&D, and engineers operating nanoscale manufacturing process. We have European and Japanese base competitors. This external environment provides FEI with a unique perspective on the way the diverse international stakeholders in Nanotechnology are organizing themselves, the nature of their strategies, and how they are investing and equipping their nanotechnologists and directing their research. Looking internally the advent of Nanotechnology has caused us to adjust and alter business practices. FEI perceives the diversity of Nanotechnology as both an opportunity and a potential threat. One aspect is clear; this is a time for vigilance, as Nanotechnology will bring about technology transitions and change. These changes will catalyze the foundation of new businesses and economic orders. The question is who will benefit, and how to regionally compete in, what is in reality, a global economic race. We look forward to a discussion on how to plan and accelerate an infrastructure for economic development and the need to create new businesses, business models and practices, and expectations to succeed in this challenge.