

Location factors	Most Important	Important	Weak/No Influence	Weighted Average
UK site	3	9	1	
Location	26	17	4	2.4
Flexible lease	14	17	12	2.0
Restrictions	12	28	1	2.0
Work environment	10	26	10	2.0
Draw in customers/funders	16	13	17	2.0
Draw to and contacts with HEC	6	13	77	1.4
Rental and lease rates	0	24	22	1.5
Quality of Guildford/Surrey	2	10	25	1.5
On site workspace & comfort	6	10	30	1.4
Access to other links to area	2	7	37	1.2
Links with other tenants	0	7	30	1.2

29. The nature of activities of tenant companies gives an indication of where on the spectrum between research, product development and design they are active. Those providing a technical based consultancy service influence the direction of industry in other parts of the UK's economy.

Principal activity	Number	%
<b>R&amp;D facility</b>	6	8%
<b>Product based</b>	13	18%
<b>Service based</b>	46	65%
- Consultants/ profess. advice	20	
- Software developers	15	
- Computer/telecoms	7	
- Others (analysts/training)	4	
<b>Other</b>	6	8%
- Associations		
<b>Total</b>	<b>71</b>	

30. Experience of looking at other science parks across a number of countries has revealed as a fundamental part of the vision on which they are founded is the concern for technology transfer. However, it is recognised within the science park movement that this process is hard to achieve.
31. Success indicators for technology transfer from the SPRINT study indicate that 67% of respondents stated that they had links with the University. These are not fully documented but they are categorised into soft and hard links.
32. Soft links include, for example, language training, salary processing, vaccination for staff, computing support, the transfer of personnel – from undergraduates on short term work projects to exchanges of research staff, – creating networks of contacts and finally the preparation of prototypes. and ....