The Contribution of Collaboration to Innovation in High-Technology Companies

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This study examines the effect of the collaboration strategies of high-technology companies on their product development and financial performance. Data collected from 195 high-tech companies on internal R&D investments, investment in collaborations with external companies and organizations, and revenues generated from the resulting product development were analyzed using multivariate regression models. The findings reveal that companies engaging in external collaborations increase their revenue by 3.95 times compared with firms that do not. Using cluster analysis and multivariate regression, the study found 3 unique types of collaborations (Local, National & International) with 6 characteristics that each contribute significantly, although to varying degrees, to corporate revenue.

Key words: Synergy, Hi-tech Firms, Collaborations, R&D

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**Declaration of interests**[x]  The authors declare that they have no known competing financial interests or personal relationships that could have appeared to influence the work reported in this paper.