UDC 338.5(075)

Kobielieva T.O.
Doctor of Economic Sciences, Professor
Pererva P.G.
Doctor of Economic Sciences, Professor
Klymentova M.V.
graduate student
National Technical University "KhPI"

FORMATION OF PRICES FOR SCIENTIFICAND TECHNICAL PRODUCTS OF SOUTH

Scientific and technical products are the results of scientific research and development. Therefore, it is distinguished, as a rule, by a high degree of novelty and a level of science intensity. The list of scientific and technical products is quite wide and diverse. It includes theoretical and applied knowledge obtained in the process of research, scientific and technical documentation prepared as a result of the development of new equipment or technology, prototypes of new tools and materials. Scientific and technical products also include scientific and technical services and consultations [1-12].

The basis for the development of scientific and technical products is usually a contract concluded between the scientific organization and the customer. The same contract also fixes the price of scientific and technical products to be developed. The calculation of the price is made out by a special protocol attached to the contract. When justifying the contractual price, the parties proceed from the principle of economic profitability for both the developer and the customer. This means that the contract price of scientific and technical products (P_{ps}) must be within certain limits. From below, it is limited by the so-called lower limit P_{pf}, determined by the cost method:

$$P_{pf} = C_{wed}(1 + E_{pa}),$$

where: P_{pf} is the lower limit of the price; C_{sr} - estimated cost of scientific and technical products agreed with the customer; E_{pa} - estimated profitability (to cost).

From above, the price is limited by the upper limit of the price (P_{ul}), directly related to the magnitude of the economic effect:

$$P_{ul} = P_{pf} + \mathbf{\Delta_1} E_u,$$

dde: P_{ul} - upper price limit; $\mathbf{\Delta_1} E_{u\ is\ the}$ share of the economic effect that is able to provide the customer with the previous level of estimated profitability during the period of use (or production) of scientific and technical products.

At the same time, it is important that the price *of* P_{ul} is higher than the priceof P_{pf} ($P_{ul} \geq P_{pf}$). Otherwise, scientific and technical products can be considered as economically inefficient. As for the contract price itself ($P_{contr)}$), then it acts in these conditions as a compromise category, since its value largely depends on the size of that part of the economic effect that is included in the contract price $\Delta_2 E_u$:

$$P_{contr} = P_{pf} + \Delta_2 E_u$$

The value **of** $\mathbf{\Delta_2} E_u$ is determined by the parties (the developer and the customer) by mutual agreement. The higher the share of $\Delta_2 E_u$ in P_{contr}, the more profitable such scientific and technical developments are for their executors. Conversely, the lower the share of $\Delta_2 E_u$ in P_{contr}, the greater the benefit to customers.

In general, the economic effect of the use of a scientific and technical product is the difference between the result (income) that will be obtained for the entire normative period of use of a new tool or technology, and the costs of their development, manufacture and application. Moreover, the calculation is carried out for each year, followed by bringing the annual economic effects to the initial period (year).

However, the market for scientific and technical products, and especially the international market for these products, now acts essentially as a license market, that is, a market where transactions with licenses are carried out. The license in this case is nothing more than an agreement concluded between the seller and the buyer, according to which one party (the licensor) gives the other party (the licensee) for a certain fee the right to produce new products or use a new technological process. This implies that the seller (licensor) has a patent for the subject of the license agreement.

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