

I Can Meet with Dead Scientists #Chapter 78 - 75: The Subtle Gaze Approaching (Thanks to Boss “Let Go of That Mother Monkey” for rewarding the 2nd Alliance Leader!!) - Read I Can Meet with Dead Scientists Chapter 78 - 75: The Subtle Gaze Approaching (Thanks to Boss “Let Go of That Mother Monkey” for rewarding the 2nd Alliance Leader!!)

Chapter 78: Chapter 75: The Subtle Gaze Approaching (Thanks to Boss “Let Go of That Mother Monkey” for rewarding the 2nd Alliance Leader!!)

"What? Someone approached you wanting to buy glue bait samples?"

Inside the Dean's office of the School of Life Sciences.

Tian Liangwei stared gravely at Chang Licheng, his expression quite serious.

One hour earlier.

Noticing that Wang Zhaomin's behavior was a bit off, Chang Licheng immediately reported the situation to Xu Yun and was quickly brought to the Dean's office by Xu Yun.

Although Tian Liangwei wasn't his own dean, the title of an academician-level boss still made Chang Licheng somewhat uncomfortable.

He shrank his neck slightly and said:

"That's right, that person hasn't contacted me for a long time. I didn't expect them to suddenly chat about last night's matter today.

At first, I didn't pay much attention, but when he mentioned paying to buy glue bait, it started to seem a bit odd.

Yanjing is in the north, where cockroaches are relatively rare, let alone the American cockroach, which is primarily found in the south.

Moreover, in terms of closeness of relationships, there are at least five people in our major who are more familiar with him than I am.

For example, Wang Siyuan from the class next door is even his fellow townsman; it just doesn't make sense that he would contact me....

So the more I thought about it, the stranger it seemed, so I went to God Xu....."

"You did the right thing."

After listening to the whole story, Tian Liangwei affirmed:

"Logically, this situation indeed doesn't make much sense. It's probably because the other party spent several years in Lu Prefecture, forming a rather rigid impression of cockroaches.

Recently, he went to Yanjing, where he couldn't see many cockroaches around, so he used a preset template in his expression, eventually letting it slip.

After all, according to you, Wang Zhaomin was previously just an ordinary advertising student from another school, which means he might not express himself very precisely.

Of course, we can't rule out the possibility that he actually saw some American cockroaches.

Though rare in the north, they are not completely extinct..."

Thinking of this, Tian Liangwei turned to Xu Yun and asked:

"Xiaoxu, what do you think?"

Xu Yun pondered for a moment, glancing at the computer on the desk, and said:

"How about... we get Director Wang Qingchen from the Network Center to have a look? Let's first verify the other party's location?"

Tian Liangwei smiled, tapping his finger on him, looking pleased:

"Xiaoxu, we're thinking along the same lines."

USTC, as one of Huaxia's most renowned schools, is often attacked with malicious intent in forums, and the encounters in the field of cybersecurity are sometimes exponentially more intense than those in the court of public opinion.

Hence, although USTC started relatively late in the field of computer science, only separating from the Information Institute much later to become an independent College of Computer Science.

But in terms of pure cyber security capability, domestically, besides Shanghai Jiao Tong University, Zhejiang University, Beiyu, and Shuimu, few can confidently say they outdo USTC.

As the top leader in cyber security at USTC, Wang Qingchen's resume and skills are naturally extraordinary.

Like the previous Zhang Rui, he graduated from the enigmatic Krypton Gold College of Zhangshuo University.

He has served as the deputy director of the Chinese Academy of Sciences Institute of Information Engineering and is one of the first top experts in network security in the country.

Additionally, Wang Qingchen used to be one of the seven legendary mainstays of the Red Alliance, frequently fighting alongside Lion and Bing'Er, and was a real core member of the 2001 battle.

After the Red Alliance disbanded for some reasons, Wang Qingchen was hired at the end of 2013 by USTC as the Director of Cybersecurity, beginning to safeguard the growth of the next generation.

Upon receiving Xu Yun's notification, Wang Qingchen quickly arrived at the scene.

This top cyber security officer at USTC looked a bit over forty, around 175 cm tall, fairly thin, yet his hair was lush in a surprisingly anti-human way.

Upon arriving at the office, Wang Qingchen first greeted Xu Yun and Tian Liangwei familiarly:

"Academician Tian, Dr. Xu, long time no see."

Xu Yun and Tian Liangwei nodded in acknowledgment, after which Xu Yun detailed Chang Licheng's situation:

"Director Wang, given that we only know the other party's Penguin number, can we roughly locate their IP or information?"

Wang Qingchen thought for a moment and replied:

"Checking the IP is simple, as long as the other party is not a top hacker, even if they used CDN, it wouldn't be a big deal concerning personal information..."

Dr. Xu, this might require networking with official departments, as we mustn't engage in illegal activities.

Of course, at USTC, the procedures wouldn't be as cumbersome if we genuinely needed to investigate,"

Upon hearing this, Tian Liangwei couldn't help exchanging a look with Xu Yun, both with somewhat odd expressions:

The logic is sound, only hearing the words 'law-abiding' from this old hacker who participated in the 2001 battle feels quite strange?

It's like a well-known pigeon suddenly assertively stating that everyone should publish 10,000 words a day to meet readers' expectations, something feels off.....

Subsequently, Tian Liangwei forced himself to dispel this sense of dissonance and asked:

"If personal information is not to be bothered with, then, Director Wang, can you first lock in on his IP?"

Wang Qingchen shyly smiled, devoid of his past Red Hacker flamboyance:

"Minor matter, if it's just a single QQ number, it might be a bit tricky; without operator assistance, it wouldn't be as accurate.

However, given that the other party just chatted with our people, locking onto them is simpler, just directly querying through the bilateral communication protocol.

Even if they utilized CDN acceleration, the secondary domain method and nslookup method should theoretically suffice.

After all, according to what you say, the other party is likely a newly recruited half-baked member, probably not even aware of being exposed."

Seeing how nonchalant Wang Qingchen was, computer illiterates Xu Yun and Tian Liangwei, who couldn't tell a graphics card apart, immediately felt relieved.

Subsequently, Wang Qingchen booted up his laptop, allowing Chang Licheng to sign into his Penguin account.

"Applied Physics Class 2 group... USTC Class of 21 Freshmen Group... Jia Ran, I really like you... Qiuming Mountain seasoned drivers gathering place... Doujin enthusiasts club..."

After publicly browsing through Chang Licheng's Penguin groups, Wang Qingchen finally found the previous chat record and started typing away at the keyboard.

Half an hour later.

With a snap, Wang Qingchen clapped his hands, mimicking a 'Deva Path Heavenly Stars' motion:

"OK, all done, the other party's IP is 202.106.xxxxxx....

It's a community broadband network in Da Hongmen, near the southern fourth ring road of Yanjing."

Xu Yun pondered, rubbing his chin, and said:

"So it really is in Yanjing... Director Wang, what should our next step be, do we need to contact other departments for assistance in the investigation?"

From Xu Yun's perspective, once the IP was located, it should only require some channeling to learn about the other party's recent actions or financial transactions to nearly confirm the situation.

However, surprisingly, Wang Qingchen shook his head:

"No need."

Xu Yun blinked, confused:

"...Huh? Why?"

Pointing to the screen, Wang Qingchen had a look expressing 'you don't think I spent half an hour just to lock onto an IP, do you?':

"It's like this, I paid special attention to the related information of this location and found...

The internet profile of households in the area highly matches a certain enterprise, including but not limited to the nodes of daily disconnected internet access, WiFi linked during work hours with Penguin accounts, etc.

Moreover, that enterprise's factory is also near the area, so it's safe to say it's an enterprise's dormitory building."

"Which enterprise?"

"Let me check..."

Um, it's a foreign enterprise.

The full name is Morioka Corporation, known in Chinese as Senxia Pharmaceutical, primarily producing pesticides and related derivatives."

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Here comes a cameo floor. If you want to do a cameo, you can leave your name, gender, age, and identity, plus a little spoiler, and you can leave indigenous ancient identity.

Chapter 79: Chapter 76: Crisis and Opportunity!

"Senxia Pharmaceutical?"

Inside the office, upon hearing this name, Tian Liangwei exchanged a knowing glance with Xu Yun.

A moment later.

The two of them simultaneously burst into laughter, their smiles full of meaning.

Senxia Pharmaceutical, a company name both unexpected and expected.

This is an agricultural chemical giant from Neon, founded in 1964, currently valued at over 130 billion Huaxia Coins.

The first generation was successfully developed, with traces of Senxia Pharmaceutical involved.

It can even be said like this.

Senxia Pharmaceutical initially prospered leveraging the monopoly of the first-generation Imidacloprid patent.

However, as subsequent neonicotinoid insecticides were merely routine iterations, Senxia Pharmaceutical gradually lost market monopoly around 2011.

Without a doubt.

The appearance of that Wang Zhaomin is by no means coincidental, he surely carries untold secrets.

Then Tian Liangwei, thinking of something, showed a hint of anger in his eyes:

"Xiaoxu, actually when I heard your report, I had a vague premonition—of course, this premonition wasn't about a specific company, but rather where they are from.

After all, with so many precedents in this matter... we've suffered too much loss."

Upon hearing this, Xu Yun also sighed with a grave expression.

Corporate espionage.

This profession is unlike the ordinary fifty thousand; it essentially lacks much political color, primarily associated with money.

And the tricks Neon Corporations use... are no longer a matter of once or twice, or one or two years.

Take for example the Xuanzhi paper incident in the 1980s, which should be something widely known.

At that time, a Neon delegation first arrived in Xuanzhou Jing County, secretly stayed at Xiaoling Xuanzhi manufacturing village for a while, almost stealing Xiaoling's Xuanzhi manufacturing technology.

After failing, they diverted to Zhejiang Province, visiting the Xuanzhi manufacturing process under the pretense of an investigation.

Taking advantage of the responsible person's friendly attitude towards foreign guests, they took photos, filmed videos, and even coaxed out the secret formula for the lye concentration.

Another example is the earlier cloisonné technique, where they deliberately used ties to cling to the cloisonné enamel, and later extracted the enamel formula through testing.

There's also dragon's beard grass mats, silkworm medicine, and so on.

Their prior offenses are as numerous as cattle hair.

Thus, Xu Yun could never understand:

Faced with such a neighbor, hostility may be extreme, but why are some people completely devoid of vigilance?

However, after the fury, a trace of admiration inevitably appeared in his eyes:

"Teacher, although these methods are utterly contemptible, we can't help but admire our neighbor's reaction speed.

Look, how long has it been since the topic erupted, not even ten hours?

They not only reacted but even found the entry point.

Three hundred coins to buy a tiny bit of bait gel, if it weren't for Li Cheng's steadfast will, they might have really succeeded."

Hearing this, a lingering expression appeared on Tian Liangwei's face:

"This is the deceit of the business world, no glint of knives and shadows, yet more terrifying than a bloody martial world... Research people like us may not really play this game better than them."

It was mentioned earlier.

The difference between the third and fifth generations mainly lies in some derivatives of cyclic processes, a matter of mindset, while in terms of technology, they're at an existing level.

Other companies aren't unable, they just haven't thought in this direction.

Using a sign-in literature example:

This kind of literature is actually quite easy to write, the key is whoever thinks of this genre first, can be the first to taste its benefits.

For instance, if an old author first thought of this genre, and inadvertently leaked the idea during a chat, even if he was speaking to a minor author with low subscriptions, they could eat up the first chunk of meat.

It's the same with Fifth Generation Imidacloprid.

As long as there's a finished sample, with those major pharmaceutical companies' capabilities, they can easily reverse-engineer the whole process.

That's also why Xu Yun chose to register a patent—patents essentially mean trading disclosure for protection, telling you how this stuff is synthesized.

But during the patent's validity, you can't imitate a bit, otherwise, I can sue you into bankruptcy.

The first generation Imidacloprid went through something similar—in the initial twenty years, countless people could only watch those patent owners grow rich and plump as pigs.

Therefore, if the Fifth Generation bait gel really falls into the hands of Senxia Pharmaceutical, the consequences could be dire.

Thinking of this, Tian Liangwei couldn't sit still:

"Xiaoxu, how soon can your patent application be prepared?"

Xu Yun thought for a moment, and replied:

"Soon, three days... No, if I work overnight, I can finish it in two days!"

"Then it's still in time."

Tian Liangwei paused for a moment, then said:

"Alright, later you should first contact the classmates from Class 2 of Applied Physics, and see if anyone still has leftover bait gel, if so, collect it quickly.

Also, didn't Xiaochang mention it, that Wang Zhaomin still has a few acquaintances in their class, he might be tempting them right now.

So to be safe, I will inform the person in charge of the campus courier station, if any Applied Physics major is sending a package, be sure to check the package details.

Finally, try to quickly finish the patent application and paper, we might be able to turn this crisis into an opportunity!"

Xu Yun was just noting Tian Liangwei's arrangement, and was taken aback upon hearing this:

"Opportunity? Teacher, you mean...?"

"Senxia Pharmaceutical!"

Tian Liangwei took a deep breath, explaining:

"We can report the situation of Senxia Pharmaceutical along with the patent, currently the authorities place great importance on this matter.

We can go through the Science Institute's direct channel, with external threats looming, maybe we can make exceptions under special circumstances, compressing the time to the shortest!"

It's common knowledge.

This country has been a member of the PCT—Patent Cooperation Treaty—since January 1, 1994, allowing patent applications to be filed in multiple countries with one form.

If your product is intended for overseas sale, you must go through the PCT process.

However, while called international patents, this country can actually perform fast-tracking domestically—unavoidable given our size.

For example, in 2019, this country submitted 58,990 patent applications under the PCT framework, a significant portion went through expedited examination channels.

Moreover, biological pesticide products have historically been a weak point for this country, particularly on the international stage—biological pesticides and traditional pesticides are actually two concepts, the former can be seen as a reflection of a country's related research capabilities.

Currently, the international biological pesticide field is mainly monopolized by BASF, Bayer, Syngenta, and Corteva, and sometimes the political significance is even greater.

So domestically, there's always been hope to cultivate a leading pest control enterprise, in the worst case, at least hold some cutting-edge biological pesticide patents.

In such a background climate, the emergence of the Senxia Pharmaceutical issue at Ke Da...

In terms of a chemical concept, it's undoubtedly a catalyst.

Thus, as at Tian Liangwei said, this risk that nearly led to a major accident could indeed become an opportunity for Xu Yun.

However, applying for a patent not only serves protection, more crucially, it represents mass production, i.e., commercialization.

And speaking of commercialization, we must mention another issue...

Tian Liangwei pondered for a few seconds, and asked Xu Yun:

"Xiaoxu, are you planning to start a company?"

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Chapter 80: Chapter 77 At that time, two verses of poetry were recited..... (Part 1)

"Xiaoxu, are you planning to start a company?"

In the office.

Upon hearing Tian Liangwei's words, Xu Yun instinctively paused.

But soon, he calmly nodded:

"Yes."

Xu Yun's response was within Tian Liangwei's expectations, given the commercial value of the Fifth Generation Imidacloprid is evident, even to players outside the industry.

Tian Liangwei thought for a moment, motioned for Xu Yun to sit, and said:

"So, Xiaoxu, do you have any ideas about the company's preparation?"

Upon hearing this, Xu Yun didn't speak, but picked up his teacup and took a sip, simply looking at his teacher.

A few seconds passed.

They both began to laugh simultaneously.

Xu Yun, while laughing, poured a cup of tea for Tian Liangwei, saying:

"Teacher, don't forget, Ke Da still holds 30% patent rights for the Fifth Generation Imidacloprid.

The school won't give up on me, and I can't leave our school.

So, you don't have to test me anymore. Just tell me what the school plans to do, right?"

Having been with Ke Da for nearly 20 years across two lifetimes, Xu Yun's feelings for Ke Da naturally need no further explanation.

Humans are not plants, who can be emotionless?

Even after he left for the sea, he chose to remain connected with Ke Da, and he would visit teachers and classmates during holidays.

From a rational perspective, Ke Da is undoubtedly an excellent partner.

Xu Yun's current situation is having technology but lacking funds.

Of course.

The funds here refer to substantial amounts.

For example, he has saved over sixty thousand yuan in his Alipay over the years, but under current circumstances, sixty thousand yuan won't make much of a ripple.

Therefore, his only option is to seek cooperation with institutions.

Whether official or private, or even overseas institutions, or perhaps some vampire-like venture or private equity funds.

Among all these potential candidates, Ke Da almost outshines others in every aspect.

Firstly, Ke Da is backed by the Science Institute, with many top-notch academicians within the school,

in terms of both status and background, it can be said to be a local giant.

Secondly, Ke Da has rich experience in enterprise investment and management, with several direct investment institutions, and a broad commercial landscape.

Of course.

Not only Ke Da is engaging in industry, almost all domestic and foreign universities are currently walking this path.

For instance, the renowned Harvard even established an alumni investment fund directly for purchasing private debt bonds.

Stanford University has established multiple venture capital institutions, investing in more than three hundred projects annually.

In recent years, they have already covered Stealing Country, and it is estimated that in some time, they will reach local areas.

It can be said that today's universities are no longer the places focused solely on academics, as many perceive them to be.

After all, many can't afford to just be academic-focused; the future positioning of universities is a mature industry-research-education module, which is an inevitable trend.

For example, Shuimu is currently a shareholder in 14 listed companies, with stocks named 000938 and 002049 each valued at over 60 billion.

Ke Da represents 688027, with a market value of more than 20 billion.

This mature corporate management system is undoubtedly a huge support for the current Xu Yun—you can have him do research or write papers, but when it comes to corporate management, Xu Yun is entirely inexperienced.

A recent example is the probing from Senxia Pharmaceutical a few hours ago.

Is Senxia Pharmaceutical's approach disgusting?

The answer is certainly yes.

But from a business standpoint, it is indeed an operation Xu Yun himself admires.

Behind such operation, there must be a seasoned expert guiding it.

Such experts, if you ask Xu Yun to find one, might run into one or two by chance in alumni circles, but to organize a complete company operating system, this is almost an unachievable task.

If so, why not leave such worries to others?

On the other hand, Ke Da is also evidently unwilling for Xu Yun to seek cooperation with outsiders—it's like pre-infringement, clearly your own things, why share the proceeds?

Both parties have related demands and emotional foundations.

Thus, cooperating naturally becomes a win-win move.

Tian Liangwei then made a call, communicating with someone unknown for a few minutes.

Half an hour later.

A thirty-something, suit-wearing, middle-aged man with a little mustache arrived in the office.

Wang Qingchen then took Chang Licheng and left politely.

"Xiaoxu, let me introduce you."

Tian Liangwei welcomed the middle-aged man into the office and introduced:

"This is Mr. Zheng Zu, the secretary-general responsible for investments at Ke Da Innovation Fund."

Xu Yun politely shook hands with Zheng Zu:

"Hello, Secretary Zheng."

Having spent many years at Ke Da, Xu Yun naturally had heard of Zheng Zu.

Generally speaking.

The head of a fund is often the chairman, while the secretary-general is the designated core assistant.

However, college funds are different. University venture fund chairmen typically serve as trustees acting like a business card, with the secretary-general being the actual person in charge.

A saying goes: "Everyone lifts the flower palanquin," Xu Yun's politeness was naturally met with enthusiasm from Zheng Zu:

"Hello, hello, I've long heard of God Xu's great name, seeing you today, indeed young and talented, like climbing Mount Tai and floating to the eighth lunar month."

Starting with two lines of poetry, this secretary-general seems like an old literature enthusiast.

After the commercial flattery ended, Tian Liangwei first informed internal lines to set his office status to unavailable, then led Xu Yun and Zheng Zu to the tea table, initiating the conversation:

"Xiaoxu, Old Zheng, since both parties are interested, let's be straightforward and set the framework first, what do you both think?"

Upon hearing this, Xu Yun instinctively exchanged a glance with Zheng Zu and said in unison:

"I have no problem."

"Good."

Tian Liangwei nodded and said to Zheng Zu:

"Mr. Zheng, next, why don't you introduce a bit?"

Zheng Zu subtly leaned his body, placing his left elbow on the sofa armrest, while his right hand rested on his left wrist as if checking a pulse:

"Dr. Xu, Academician Tian, as you both know, establishing a company, the most important thing is the issue of equity distribution.

Generally, the shares during the establishment of a company are divided according to the investment amount.

For example, if registered capital is set to one million, A contributes three hundred thousand to occupy 30%, B contributes one hundred thousand to occupy 10%.

However, Xiaoxu, your situation is rather special, so the fund's opinion on this side is to let you contribute shares through technology."

Xu Yun quietly listened to Zheng Zu's introduction, slightly nodded, indicating he had no issue.

Contributing shares through technology, also known as technical partnership.

In real-life scenarios, the biggest problem for this type of partner is often being valued initially but kicked out later.

However, Xu Yun isn't worried about this situation—those technical partners who got kicked supposedly "contributed shares through technology," were mostly not genuine intellectual property.

Real intellectual property is protected as formal rights by the 27th clause of the Company Law, particularly for university incubation funds like Ke Da Innovation Fund, where the legal framework is more restrictive.

Moreover, although Ke Da's subsidiaries have had some disputes before, these mainly originated from disagreement within the framework.

For example, personnel appointments, research funding allocation, etc., never has there been a situation of kicking out due to contributing shares through technology against rules.

Later Xu Yun thought for a moment and said:

"Secretary Zheng, contributing shares through technology is fine, but I also have a request."

Zheng Zu and Tian Liangwei exchanged a glance:

"Go ahead."

"The product we intend to launch from the company is certainly going to be Fifth Generation Imidacloprid, right?"

"Of course."

"So, if I continue to break through with other technological barriers in the future, how should this portion of earnings be distributed?"

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