



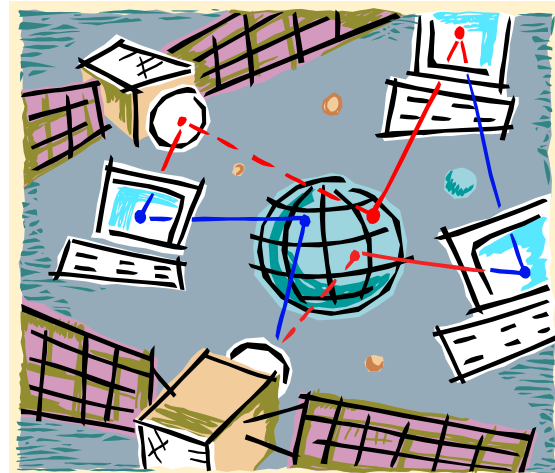
***DoD Partnership Intermediary
Network***

**Northeast FLC Meeting
*September 25, 2007***

**Dr. Will Swearingen
Executive Director, TechLink**

AGENDA

- **What are Partnership Intermediaries?**
- **Value of PIs**
- **The DoD-wide Partnership Intermediary Network**
- **TechLink project examples**



BACKGROUND

- **Partnership Intermediaries = An innovation in federal technology transfer**
(Defense Authorization Act of FY 1991)
- **Per 15 USC 3715: Federal agencies can develop a contract or MOU with a state, local government, or nonprofit entity for technology transfer services**



Value of Partnership Intermediaries

- 1) Provide valuable technology “matchmaking” services to both labs and companies**
- 2) Help bring deals to completion by facilitating communications, troubleshooting, and serving as mediator**
- 3) Achieve “win-win” agreements for both labs and companies**

How PIs help DoD Labs

- 1) Engage in proactive, focused, and sustained marketing of labs' technologies and capabilities**
- 2) Pursue leads that labs don't have the time to pursue**
- 3) Are closer to the marketplace and can employ a technology pull approach**
- 4) Facilitate communications with companies**
- 5) Help companies submit high-quality applications**

Value of PIs to Companies

- 1) Help find technology solutions or new product opportunities**
- 2) Make government “red tape” invisible**
- 3) Help companies conduct market research to establish value of licensable technologies**
- 4) Help companies understand lab expectations**
- 5) Help companies develop viable license applications and commercialization plans**

BACKGROUND

Two kinds of partnership Intermediaries:

- *Local:* Affiliated with a single lab

Examples:

- ❖ NYSTEC / AFRL, Rome Research Site
- ❖ New Mexico Tech / AFRL, Kirtland AFB
- ❖ Wright Technology Network / AFRL, Wright-Patt AFB

- *DoD-wide* (to be discussed)

What is the OTT PIN?

- A *network* of **DoD Partnership Intermediaries** that receive funding through the OSD Office of Technology Transition (OTT), with contracts managed by AFRL at Wright-Patt AFB (“OTT PIN”)
- Assist DoD *as a whole* with technology transfer and transition



Members of the DoD PIA Network



Purpose of DoD PIA Network

Coordinate efforts of OTT PIAs to:

- Maximize their value to DoD ORTAs and labs
- Avoid duplication of efforts and conflicts
- Share best practices
- Leverage each other's assets and expertise

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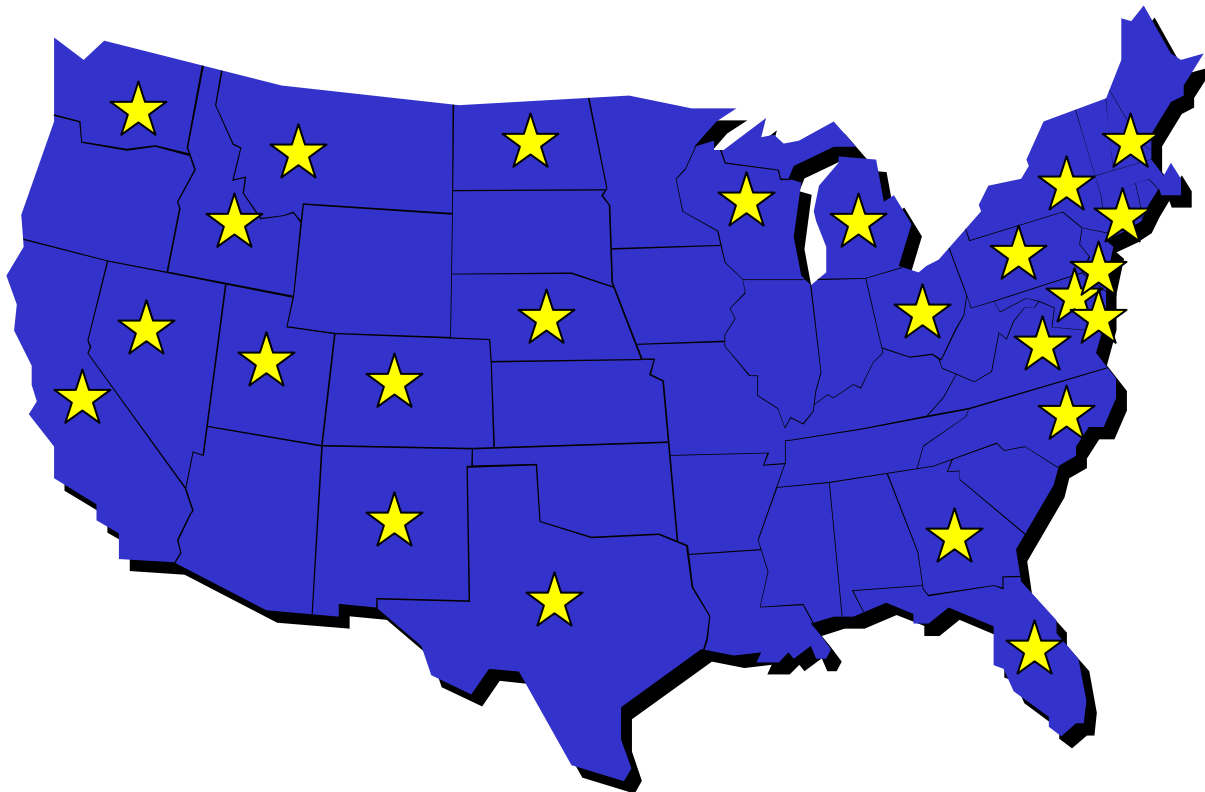


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- ***Mission:*** To help increase DoD's success in technology transfer and transition
 - The oldest OTT PI, established in 1999 at Montana State University, Bozeman
 - The only PI that is "line-item" funded
 - Over 400 T2 agreements facilitated between industry and 70 different DoD labs

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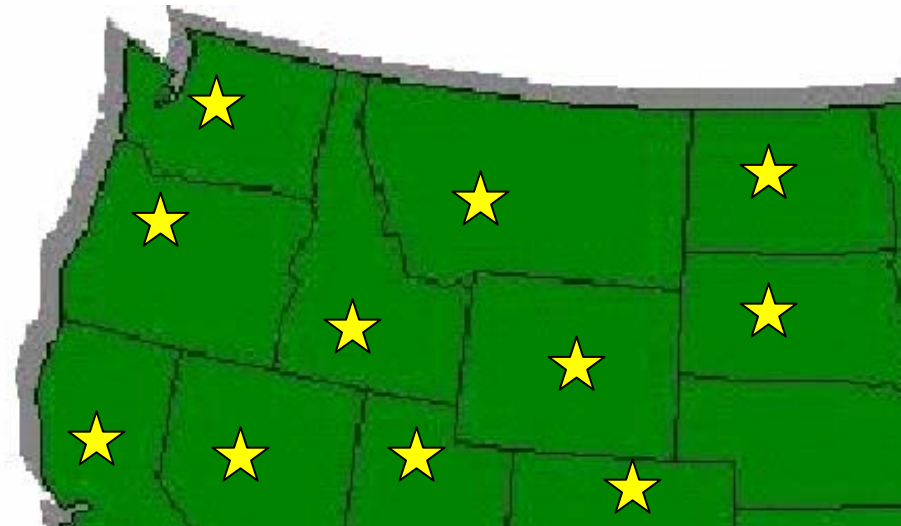
Specialty: *Facilitating licenses of DoD-developed technology to industry nationwide*



Regional Activities:

 **Help DoD to develop innovative technologies** (primarily through SBIR)

 **Help to transition critically needed new technologies to the Warfighter** (MilTech Program)





FirstLink

- ***Mission:*** To help DoD commercialize and transition technologies for first responders and homeland security
- **Established in FY 2004 in Pittsburgh**
- **Over 100 partnerships established to facilitate the commercialization of first responder technologies**



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- ***Mission:*** To facilitate DoD T2 by providing a web portal: DoD technologies, technology needs, labs, R&D opportunities, success stories, and events
 - Established FY 2004 at the WVHTC Foundation in Fairmont, West Virginia
 - Average 77,000 unique site visits per month, with 8,875 registered users

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- ***Mission:*** To facilitate technology transfer and transition partnerships between DoD labs and Alaskan companies
 - Established in mid-2006 at the Juneau Economic Development Corporation in Juneau, Alaska



Accelerating Innovation

T2Bridge™

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- ***Primary Mission:*** To facilitate technology transfer and transition partnerships between DoD labs and companies in the southeastern United States
 - A collaboration between Concurrent Technologies Corporation (CTC) and East Carolina University, est. in 2006

How PIA Network Functions

- **TechLink:**
 - ✓ Provides overall coordination
 - ✓ Sources and pre-screens technology from DoD labs for marketing by PIA Network
 - ✓ Serves as focal point to labs for licensing
 - ✓ Helps other PIAs and their clients to develop high-quality license applications and commercialization plans

How PIA Network Functions

- **FirstLink:**

- ✓ Seeks T2 opportunities *nationwide* to help DoD commercialize and transition technologies for first responders and homeland security
- ✓ Facilitates CRADAs, R&D contracts, technology demonstration projects, licenses, and other T2 opportunities to achieve its mission



How PIA Network Functions

- **DoD TechMatch:**
 - ✓ **Generates licensing and CRADA leads for PIA Network by referring company inquiries about DoD technologies to the Network**
 - ✓ **Posts and pushes “hot technologies” identified by PIA Network and ORTAs**

How PIA Network Functions

- **SpringBoard and T2Bridge:**
 - ✓ **Work closely with other PIAs to facilitate DoD technology transfer and transition partnerships with companies in their respective regions**

All PIA Network Members



Provide referrals to each other...



Contribution of PIAs to DoD T2

TechLink Example:

- TechLink has facilitated over a third of all DoD licensing agreements nationwide over the past four years...28 total in FY 07
- Has helped to transition over 30 innovative technologies to the Warfighter

SUCCESS STORY

Army Natick Soldier Center

- **Field sterilization of surgical instruments**
- **Facilitated 2 licenses**
 - ❖ Primus Sterilizer (Omaha, NE)
 - ❖ ICA TriNova (Newman, GA)
- **Military and emergency medical use**
- **TechLink's MilTech Program helping improve design to meet Army requirements**



SUCCESS STORY

NUWC – Division Newport

- **Acoustic fiber-optic sensor technology**
- **Facilitated 2 licenses w/ CRADAs**
 - ❖ **GCS Research Missoula, MT)**
 - ❖ **Sabeus (Calabasas, CA)**
- **Helped GCS form start-up company, TerraEchos, to commercialize technology for perimeter security**
- **Now in manufacture; beta test at Idaho Nat. Lab**



Summary

- **Partnership Intermediaries are an innovation in T2 that can benefit labs**
- **Not just DoD T2 mechanism: Originally developed for DOE use; USDA is adopting**
- **DoD has a well-developed network of national and local/regional PIs to assist DoD labs and ORTAs**