



**TECHLINK**  
**FLC Northeast**  
**Region Meeting**

*Sean Patten*



*Moving technology from minds to markets...*

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- 
- **The only DoD-wide “Partnership Intermediary” for technology transfer**
  - **Funded directly by DoD (no charges to companies assisted)**
  - **Recognized as one of 9 “exemplary models” nationwide of federal technology transfer (U.S. Dept. of Commerce, 2003)**





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## ***Agenda...***

- **Value of Partnership Intermediaries**
- **TechLink**
- **Technology Licensing**
- **Transition**



# Value of Partnership Intermediaries

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- **Function as objective, third-party brokers:**
  - ✓ Don't have direct financial stake in deals
  - ✓ Motive is to achieve “win-win” agreements between federal labs and companies
- **Facilitate communications between labs and companies**
- **Help solve problems that arise in negotiation, keeping deals on track**



# Value to Sponsoring Agencies

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



# Value to Companies

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



# Summary: T2 Intermediaries

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



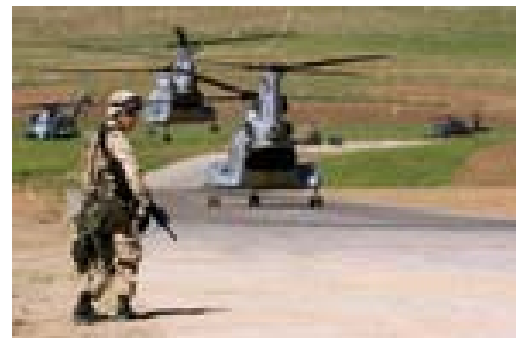
# TechLink Mission

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- **Increasing DoD's overall success in technology transfer and transition**
  - **Concentrate on achieving "hard" metrics (completed PLAs, CRADAs, SBIR, etc.).**



*Transfer*



*Transition*



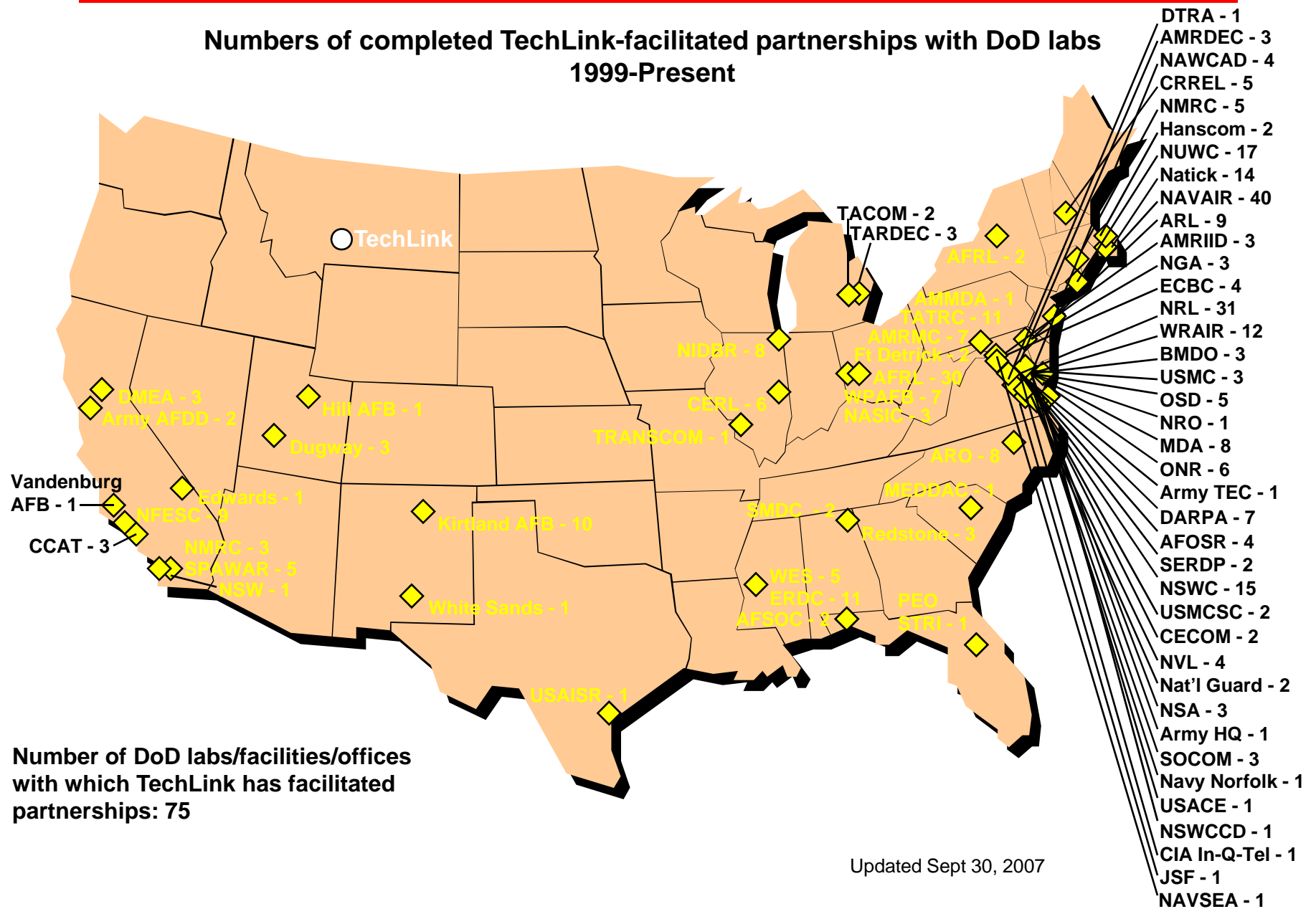
# Background

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- **TechLink now 13 years old; est. in 1996 as a regional T2 center to foster tech-based economic development**
- **Defense TechLink began in 1999 with a Congressional appropriation**
- **Based on its success, TechLink “graduated” to DoD budget in FY 2004**
- **Defense TechLink has a national focus with DoD as its primary customer**

# DoD Lab Partnerships

Numbers of completed TechLink-facilitated partnerships with DoD labs  
1999-Present





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## ***A Unique Resource to US Industry...***

- **Funded by the Office of the Secretary of Defense to broker technology transfer agreements with industry**
- **Over 85 tech transfer agreements per year**
- **Brokers around half of all licensing agreements between DoD and US industry nationwide**
- **Over 13 years of experience conducting technology transfer for NASA and DoD**





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## ***A Unique Resource...***

- **The only center in the United States that evaluates all patented technology coming out of DoD's 100+ labs**
- **Helps DoD to source new technology from small innovative companies throughout the Western United States**
- **Has brokered more than 500 technology transfer agreements with over 80 different DoD labs or organizations**





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## ***Unique Capabilities...***

- **Ten highly trained technology managers**
- **Expertise and industry experience in the following fields:**
  - ***Advanced Materials***
  - ***Aerospace***
  - ***Biomedicine and Life Sciences***
  - ***Electronics, Photonics, and Sensors***
  - ***Environmental Technology***
  - ***Remote Sensing***
  - ***Software and Information Technology***



# Key Activities

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## *Facilitate...*

- **Licensing of DoD-developed technology to industry**
- **Transition of critically needed new technologies to the warfighter utilizing the MilTech program**
- **CRADAs between DoD labs and companies**
- **Development of innovative technologies for DoD**

# Advantages of Licensing from the DoD

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- **Rapid way to acquire new technology** (*often faster than developing it*)
- **Acquire Intellectual Property Rights**
- **Terms often favorable**—modest upfront payment and royalties on sales (*government not trying to make a profit*)
- **Insight and relationship with Defense**

# Licensing: TechLink's Role

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- **Help interested potential licensees to evaluate DoD technologies**
- **Help companies and labs to fairly value technology**
- **Help companies to prepare license applications and commercialization plans**
- **Facilitate lab / company negotiations; help resolve problems; cut through “red tape”**
- **Facilitate CRADAs related to licenses**

# Examples of Licenses

- Advanced coatings for metals
- Energy bars
- Hand-held medical information system
- Language translation software
- Rapid tuberculosis test



# MILTECH

- MilTech provides product design, design review and manufacturing scale up, sustainability and supply chain assistance
  - Funding is for patent licensees and CRADA partners when there is verifiable demand for deployable combat operations
- Assistance is “Hands-On” by industry experienced (20+ years) engineers
- MilTech assistance transitions technology faster, better and more cost effectively

