



FEDERAL LABORATORY CONSORTIUM
FLC
FOR TECHNOLOGY TRANSFER

*The Only Government-wide
Forum for Technology
Transfer*

Building an Entrepreneurial Program in Federal Laboratories

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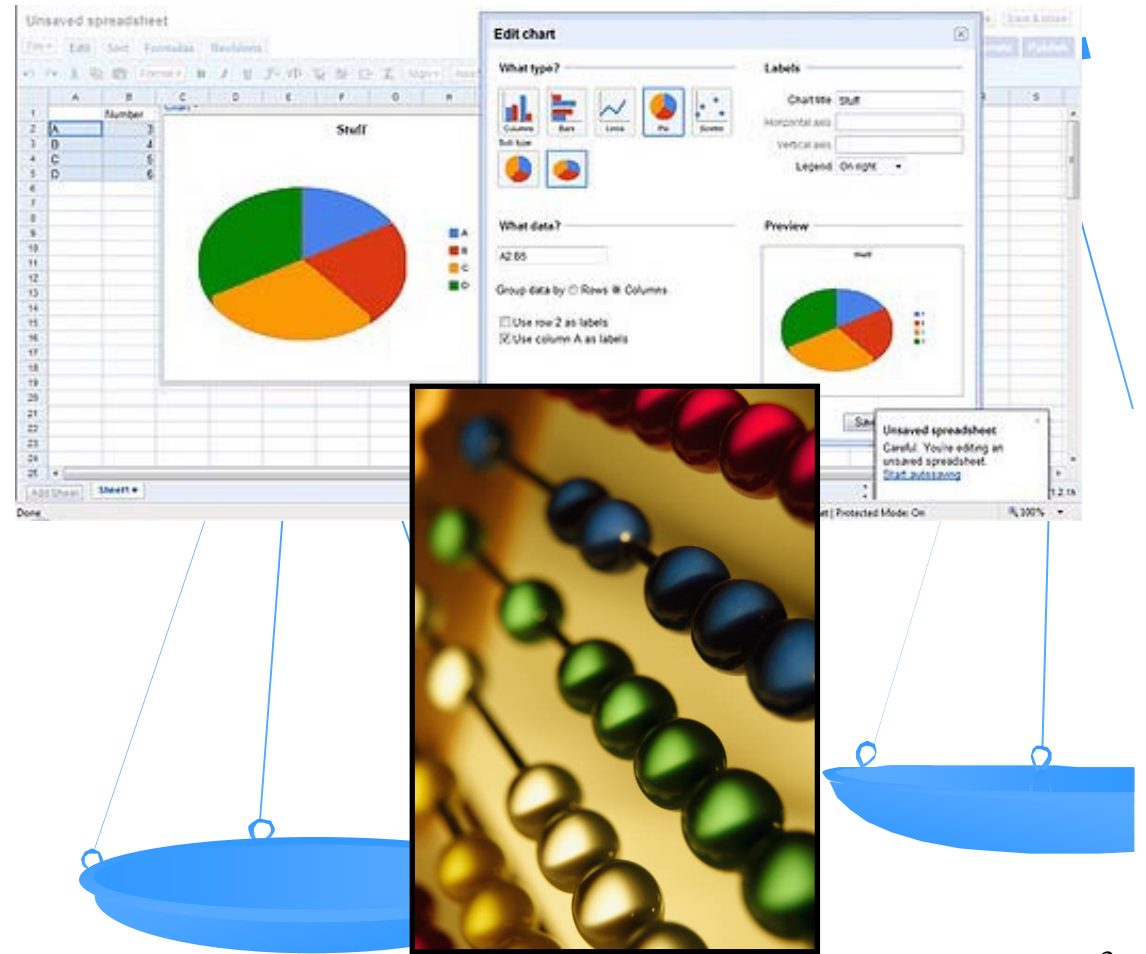
BELINDA PADILLA MODERATOR

- Program Manager, Development Office, T2 Division, Los Alamos National Laboratory (LANL)
- Responsible for LANL's entrepreneurial programs and new business development
- Established a variety of programs at LANL to facilitate technology commercialization, including:
 - Internship program for MBAs interested in technology commercialization and entrepreneurship
 - Visiting Entrepreneur Program
 - Two-year Entrepreneurial Postdoc program
- Over 14 years' experience at LANL in technology commercialization, entrepreneurship, business consulting, and technology maturation
- 10 years of sales, marketing, and business development experience in private industry
- Present of Coronado Ventures Forum and board member of National Society of Hispanic MBAs



PROGRAM ELEMENTS

- Culture
- Policy
- Budget
- Programs
- Partnerships
- Measurements





CULTURE

What is the underlying culture of:

- Your agency?
- Your laboratory?
- Your technology transfer office?
- Your community?



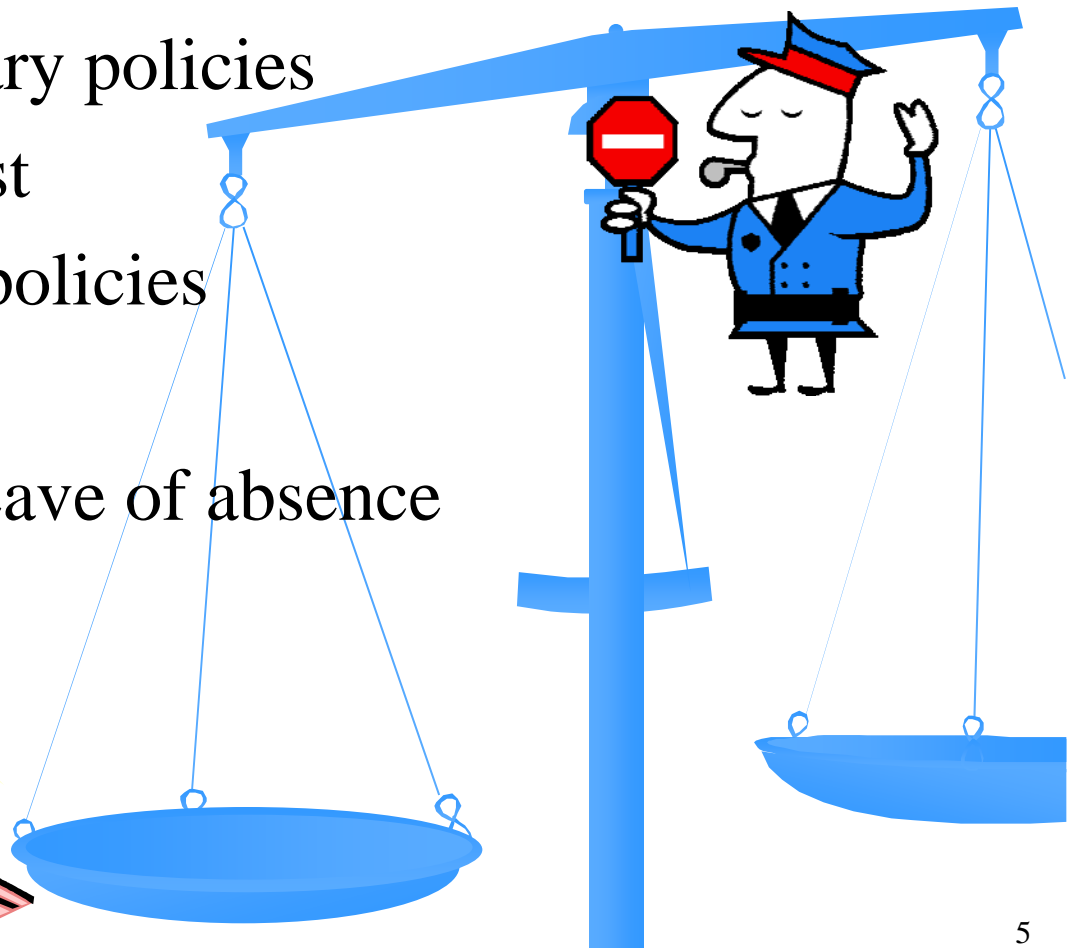
**Pacific Northwest
National Laboratory**

Operated by Battelle for the
U.S. Department of Energy



POLICY

- Examples of necessary policies
 - Conflict of interest
- Examples of useful policies
 - Equity
 - Entrepreneurial leave of absence





BUDGET

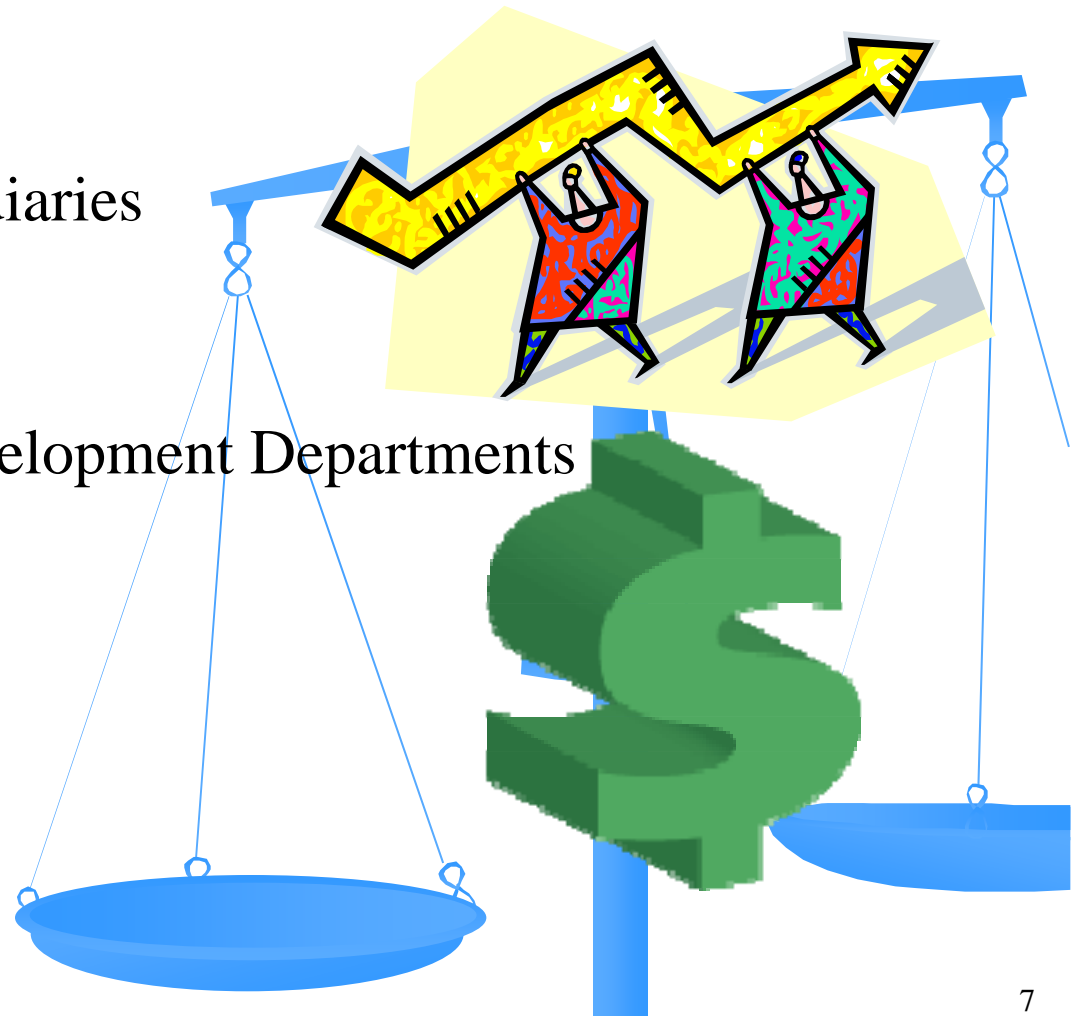
- Internal budget
 - Dedicated vs. embedded
- Leveraging external partner budgets
 - Partnership intermediaries
 - Incubators
 - SBDCs





PARTNERSHIPS

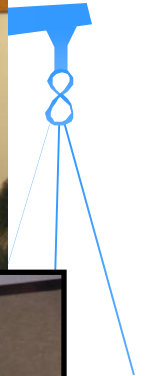
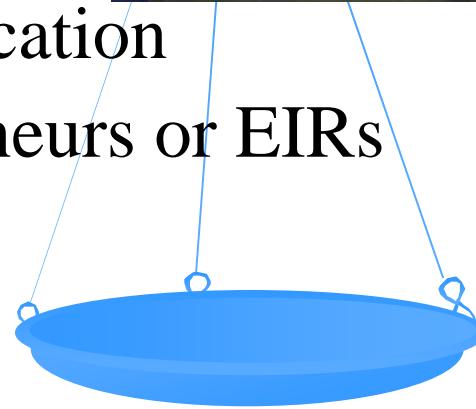
- Resource
 - Partnership intermediaries
 - Incubators
 - SBDCs
 - State Economic Development Departments
- Funding
 - Venture capital
 - Gap funds
 - SBIR/STTR





PROGRAMS

- Training
- Coaching
- Consulting
 - MBAs
- Networking
- Opportunity identification
 - Visiting entrepreneurs or EIRs





MEASUREMENT

- Outputs
 - No. of spinoffs
 - No. of technologies
- Impacts
 - Increase in number of equity-financed companies
 - Increase in IPOs, buyouts, spinoffs of spinoffs
 - Institutional program support

