



FEDERAL LABORATORY CONSORTIUM
FLC
FOR TECHNOLOGY TRANSFER

*The Only Government-wide
Forum for Technology
Transfer*

Things to Consider When Working with a Startup

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TIM WITTIG ***MODERATOR***

- Founder and principal, SAIC Technology Management Advisors
- Provides T2 advice to a broad range of government, state, and private laboratories, agencies, and organizations, including the U.S. Army, U.S. Navy, Montana State University TechLink, Maryland Department of Business and Economic Development, etc.
- Assists clients in the evaluation and protection of intellectual property and development of CRADAs and patent licensing, testing, and facility use agreements
- Develops and delivers training programs in technology management and technology transfer issues
- Served as counsel to a committee of the U.S. House of Representatives
- Served as co-chair of the FLC Legal Issues Committee



OUTLINE

- ORTA Concerns

Paul Fritz, Office of Research and Technology Applications (ORTA), Naval Air Warfare Center Aircraft Division (NAWCAD), Patuxent River

- Many opportunities are startup or very small businesses
- What are issues that an ORTA should consider?
- State Technology Development Officer Concerns and Expectations

Ronald Kaese, Senior Program Manager, Maryland TEDCO

- Why the state is involved
- Common assistance available from the state
- Problems seen and how to avoid

- Venture Capital Concerns

Garry Grossman, Esq., Schiff Hardin LLP

- Questions the venture attorney will ask the startup
- Questions the venture attorney will ask the government

- Licensing Issues to Consider

Tim Wittig, SAIC Technology Management Advisors

- Other due diligence issues
- Planning for success and failure



PAUL FRITZ

- ORTA and Business Office Team Leader, NAWCAD Patuxent River
- Initiated NAWCAD intellectual property training program designed to help inventors protect and market their inventions
- Works with laboratory inventors to transfer technology to benefit both military and civilian sectors
- Frequent speaker and trainer on technology transfer procedures and opportunities
- Received FLC Mid-Atlantic Region Outstanding Technology Professional Award in 1997



RONALD KAESE

- Senior Program Manager, Federal Lab Partnerships, Maryland Technology Development Corp. (TEDCO)
- Worked in technology transfer and economic development since 1998
- Former Acting Chief of the Technology Commercialization Office (TCO), NASA Goddard Space Flight Center
- 32 years' experience in an R&D environment with NASA and the U.S. Army



GARRY GROSSMAN, ESQ.

- Partner, Schiff Hardin LLP
- Specialist in intellectual property, business and technology, and government contracts
- Represents companies engaged in technology transfer and commercialization, including technology licenses with federal laboratories and universities
- Helps clients leverage R&D activities to generate and protect intellectual property using cooperative agreements, CRADAs, SBIRs, and STTRs, as well as grants and procurement contracts
- Author of a number of books and publications, including Federal Technology Transfer and “Tapping an Unexpected Source for ‘Angel’ Funds: The U.S. Government”