Innovative Partnerships:

DoD Partnership Intermediary Network

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AGENDA

• What are Partnership Intermediaries?
• Value of PIs
• The DoD-wide Partnership Intermediary Network
• TechLink project examples
15 USC 3715

Partnership Intermediaries

• Authorizes contracts/MoUs for partnership intermediaries

• Authorizes funding out of funds available for support of the technology transfer function

• Partnership Intermediary:
  – An agency of a State or local government, or a nonprofit entity that assists, counsels, advises, evaluates, or otherwise cooperates with small business firms or institutions of higher education, that need or can make demonstrably productive use of technology-related assistance from a Federal laboratory.

  – To provide services for the Federal laboratory that increase the likelihood of success in the conduct of cooperative or joint activities of such Federal laboratory.
**Value of Partnership**

**Intermediaries**

**To LABS**
- 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

**TO PARTNERS**
- Help 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
DoD uses two kinds of partnership Intermediaries:

- **Local**: Affiliated with a single lab
  - Examples:
    - NYSTEC / AFRL, Rome Research Site
    - New Mexico Tech / AFRL, Kirtland AFB
    - TEDCO, Army Medical Command, Ft. Detrick, Maryland
    - CCAT, SPAWAR, San Diego, CA
    - The Federal Technology Ctr, DMEA, Sacramento, CA

- **DoD-wide** (to be discussed)
A network of DoD Partnership Intermediaries

- Receive funding through the OSD Office of Technology Transition (OTT)
- Contracts managed by AFRL at Wright-Patterson AFB
- Assist DoD as a whole with technology transfer and transition

Purpose of the network is to coordinate efforts

- Maximize value to DoD ORTAs and labs
- Avoid duplication of effort/conflicts
- Share best practices
- Leverage each other’s assets and expertise
DoD PIA Network Members

TechLink

FirstLink

SpringBoard Project

T2Bridge™

OTTPIN
Partnership Intermediaries provide capability for:

Outreach

Inreach

Manufacturing support
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

**Mission:** Increase DoD success in transfer and transition Over 435 agreements facilitated between industry and 77 different DoD labs
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

Mission: Assist DoD commercialize and transition technologies for first responders and homeland security. Over 100 agreements facilitated between industry and DoD labs
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

**Mission:** Facilitate DoD success in technology transfer via web portal with DoD technologies, tech needs, labs, R&D opportunities, success stories, and events. Average 77,000 unique site visits/month.
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

Mission: Increase DoD success in technology transfer and transition partnerships between DoD labs and companies in Alaska (SpringBoard) and the southeastern U.S. (T2Bridge).
Partnership Intermediary Network
Why does it work?

It’s a Partnership!

• OTTPIN Management Team
  – Technical: Gus Vu and Tricia Randall
  – Contract: Dennis Strobel
  – Finance: Kent Jackson

• Each PIA Executive Director:
  – Will Swearingen
  – Allen Jones
  – Josh Morrison
  – Mike Muthig
  – Brian Holst

• Each DoD ORTA and scientist working with our PIAs
Provide technology “matchmaking” to labs & companies

Market studies

Help bring deals to completion by facilitating communications, troubleshooting, and serving as mediator

Provide referrals among DoD laboratories and to each other
Contribution of PIAs to DoD T2

Example:

• TechLink has facilitated over 140 licensing agreements between DoD and industry—more than 40% of all DoD licensing agreements nationwide over the past 5 years
• RoI of 4:1
• Has helped to transition over 35 innovative new technologies to US warfighter use
Examples of TechLink-Brokered Licenses

- Corrosion prevention compound
- Improved steel-reinforced concrete
- Biosensor to improve food safety
- Human liver cell line for malaria research
- Rapid tuberculosis test
Summary

- Partnership Intermediaries are an innovation in technology transfer that benefits both the federal government and US industry.
- DoD has a well-developed network of national and local/regional Partnership Intermediaries.
BACK-UP
Licensing Initiative

A National Focus

Number of states in which TechLink has facilitated licensing agreements with companies: 31

Updated 4/3/08
Regional Activities

- Help DoD to develop innovative technologies (primarily through SBIR)
- Help to transition critically needed new technologies to the Warfighter (MilTech Program)
TechLink License Agreements
(by Year)


DoD
TechLink Portion