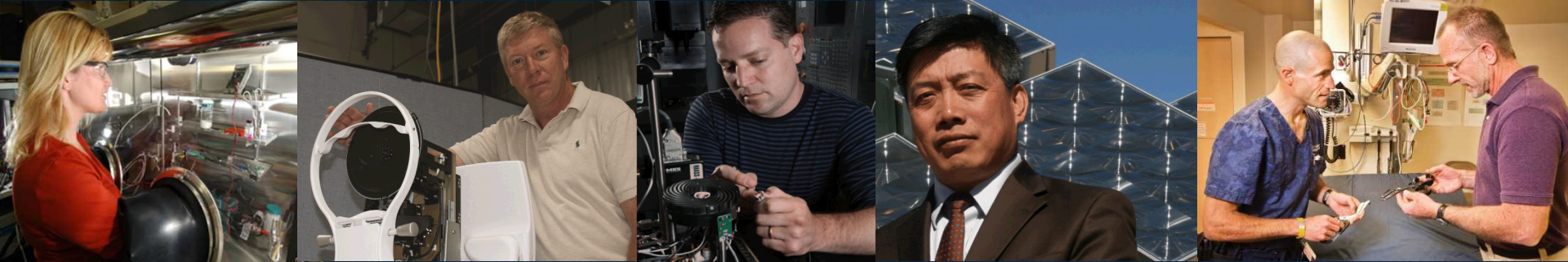


Videos used in this presentation have been through R&A and can be found on YouTube and Sandia's external Partnerships web site



Technology Transfer From Sandia National Laboratories Using Entrepreneurial & Commercialization Ecosystems

Pete Atherton, PhD
Senior Manager, Industry Partnerships
Sandia National Laboratories

Partnerships

IP Management and Licensing

Economic Development

Partnerships/Business Development

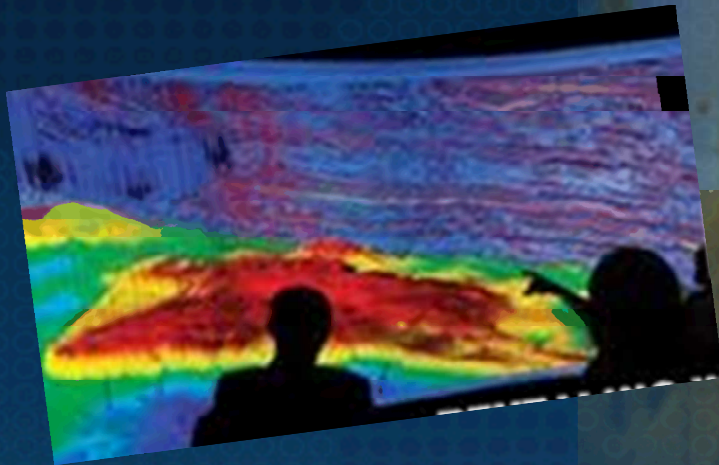
SPP/CRADA Agreements

Legal Technology Transfer

Sandia's Rich History of Tech Transfer

Laminar Flow Clean Room

- Microelectronics
- >\$50B worldwide



Drill bit and microseismic technology

- Helping to unlock ~70 years' worth of natural gas resources



Mechanisms

Strategic



- Umbrella CRADA
- CRADA/SPP
- NM Small Business Assistance (NMSBA)
- Sandia Science & Tech Park (SS&TP)
- Entrepreneurial Leave (ESTT)
- IP License
- Government Use Notices

Transactional

* FY13 numbers

General Atomics Aeronautical Systems Synthetic Aperture Radar

High-resolution video images
in all weather conditions

DOE Achievement Award

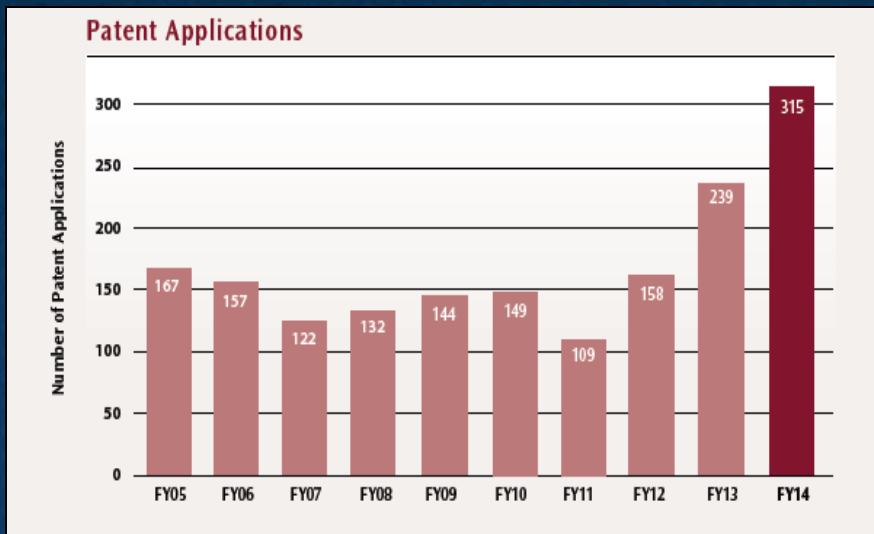
Supports nearly 700
employees at General Atomics

Saving lives



Intellectual Property

Sandia's intellectual property may be licensed for commercial use, test and evaluation, or execution of a government contract



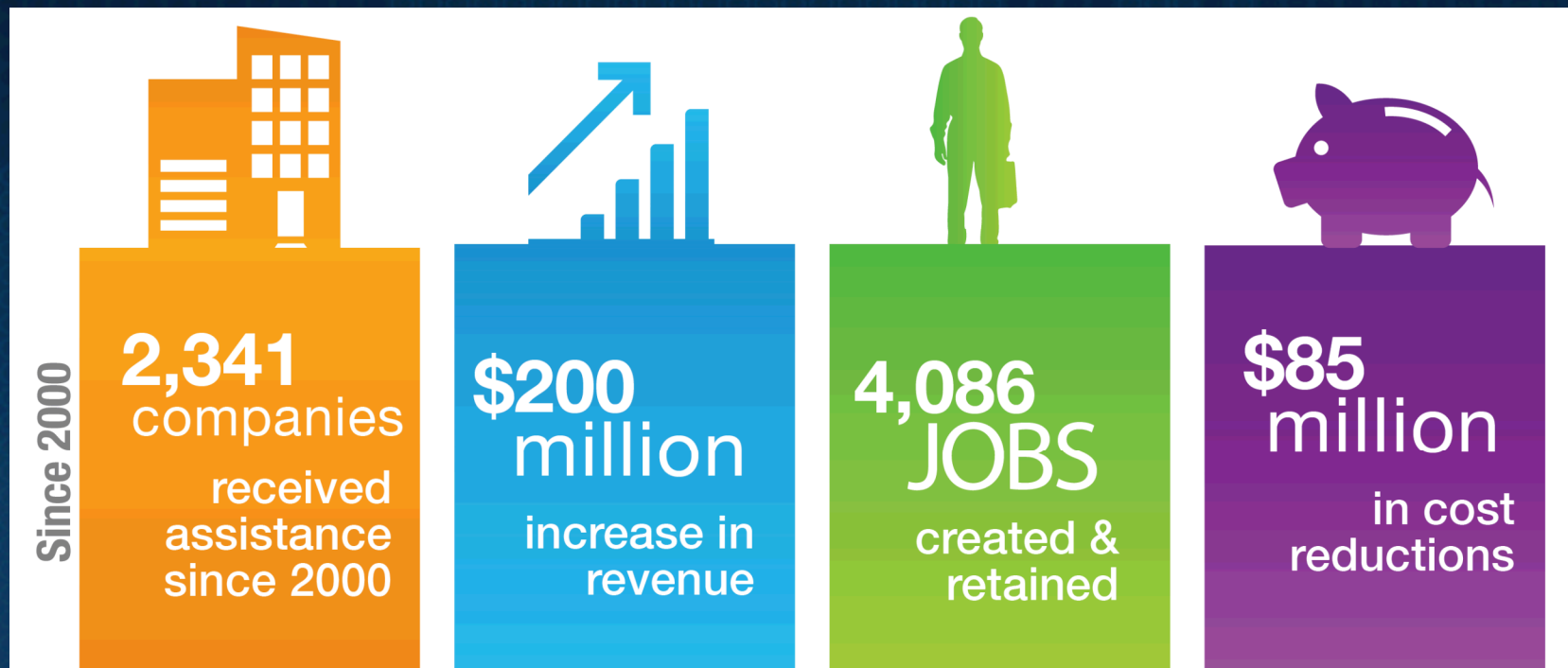
Sandia has more than 1,200 patents and 500 commercial copyrights, most of which are available for licensing

Aquila Video – licensing example

New Mexico Small Business Assistance (NMSBA)



In 2014 the NMSBA program assisted 352 small businesses



SAVSU Video - NMSBA

Entrepreneurial Leave

ESTT ENTREPRENEURIAL SEPARATION TO TRANSFER TECHNOLOGY

“The high-tech environment at Sandia is ripe for innovation and game-changing technologies. The ESTT program allowed us to launch Sandstone and develop cutting-edge medical products based on technology we originally developed for Sandia’s biodefense missions.”

— Greg Sommer
Co-founder and CEO, Sandstone Diagnostics

OVERVIEW

Entrepreneurial Separation to Transfer Technology (ESTT) is a valuable tool which allows Sandia National Laboratories to transfer technology to the private sector and Sandia employees to leave the Labs in order to start up new technology companies or help expand existing companies. Entrepreneurs are guaranteed reinstatement by Sandia if they choose to return to the Labs.

RESULTS*

	In NM	Outside NM
Companies affected by ESTT	99	
- Start-up companies	49	42 / 7
- Expansion companies	50	23 / 27
Sandians who left on ESTT	145	
- To start up a business	62	43%
- To expand a business	83	57%
- Returned from ESTT	41	28%
- Terminated employment	98	68%
- Currently on ESTT	6	4%

*Since ESTT began in 1994

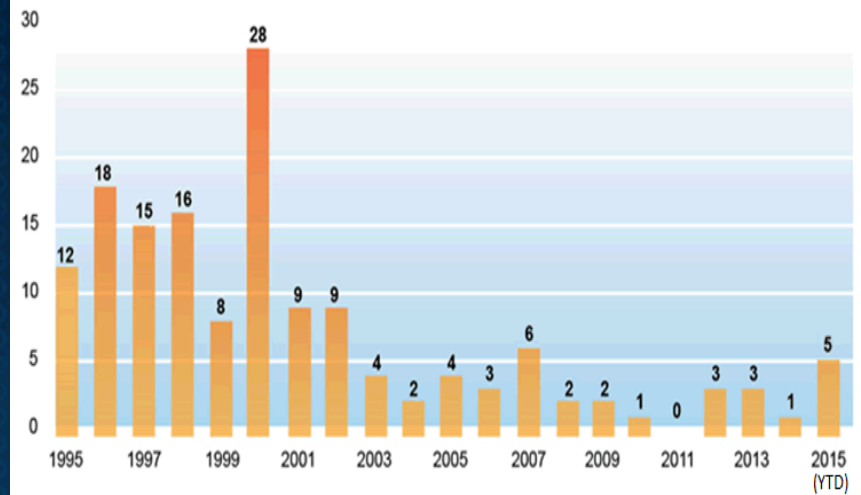
ECONOMIC IMPACT*

Jobs created (since 1994)	379
Number of employees (2012)	1550
Average salary (2012)	\$80K
Sales revenue (2012)	\$212M
Investment (2008-2012)	
- Equipment	\$40M
- Goods and services	\$277M

Two-thirds of the companies commercialized a technology as a result of ESTT.

*Based on 33 Survey Respondents

ESTT Separations by Fiscal Year – 151 Total



Wavefront Video

Sandia Science & Technology Park



Incubating startups



Digital marketing resource

- 40 companies and organizations
- 2,300+ people
- \$75K average salary
- \$3B wages and salaries since 1998



Stimulating Open Collaboration and Commercialization



Center for Collaboration & Commercialization (C3)

The City of Albuquerque, University of New Mexico, and Sandia working together to help promote economic growth for the region
Designed to stimulate innovation, cultivate entrepreneurs, and generate jobs



i-GATE Innovation Hub

- Founded in 2010 by the City of Livermore, Lawrence Livermore National Laboratory, and Sandia National Laboratories' California site
- Supports technology entrepreneurs with work space, mentoring, tools and services



Backup

Emcore Video