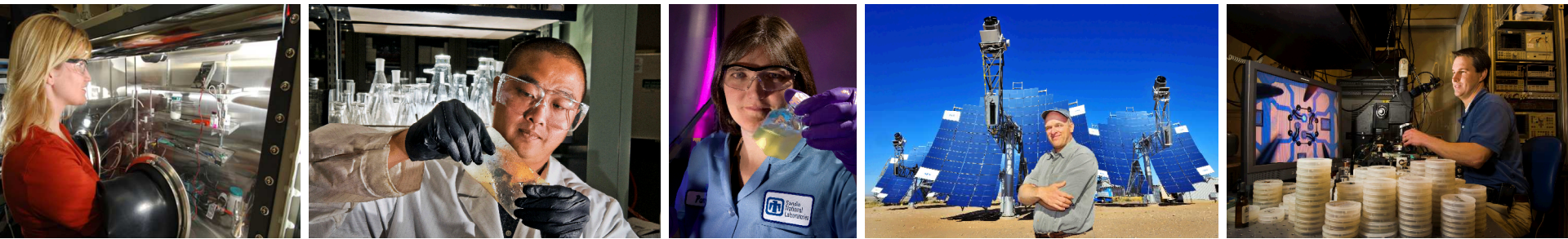


*Exceptional service in the national interest*



## IP and Partnerships

Visit of Navajo Technical College  
January 22, 2013



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# Overview

- Industry Partnerships Mission
- What's in it for Each Partner?
- Partnership Agreement Types
- IP and Industrial Partnerships
- Success Stories
- Accessing Intellectual Property

# Industry Partnerships Mission

*“ Our partnerships with industry, academia, and other organizations enable Sandia to share technology for the U.S. public good. While these relationships benefit our partners, they also allow us to deliver on our national security missions and advance the frontiers of science and engineering. ”*

Dr. J. Stephen Rottler  
Vice President, Science and Technology  
Chief Technology Officer  
Sandia National Laboratories

# What's in it for Each Partner?

- **For businesses, partnering with Sandia can:**
  - Transform government investment and the Labs' research into improved products, new companies, and industry innovation.
  - Give you access to specialized expertise and technology to meet your research needs.
  - Help you stay competitive by commercializing new technologies.
- **For Sandia, partnering with industry can:**
  - Help the Labs accelerate U.S. industry's innovation and development.
  - Increase the Labs' intellectual property portfolio, leading to revenue from licensing and royalties, which can then be used to fund research programs.
  - Enable the Labs to complete important projects based on grants and proposals which require industry involvement.

# Partnership Agreement Types

- **Sandia provides a number of ways to partner through:**
  - **Cooperative R&D Agreements** enable collaboration
  - **Funds-In Agreements** allow SNL to perform work for others
    - Designated Capabilities Agreement
  - **Licensing Agreements** promote commercialization and generate royalties
  - **Technology Development Center Agreements** give others access to SNL's unique research capabilities and resources
  - **User Facility Agreements** give others access to SNL's facilities
  - **NM Small Business Assistance Agreements** assist small businesses access cutting-edge technology, solve technical challenges, and gain access to SMEs at SNL and LANL

# IP is often created through partnerships

Agreements	Funding	IP
Cooperative Research and Development Agreement (CRADA)	Funds-in to Labs from Partner. Lab program funding may be available for cost-share.	Each party takes title to its own CRADA-generated IP. Sponsor can license IP right from Sandia.
Work for Others (WFO) Non Federal Entity (NFE) Agreement	Sponsor provides funding.	Sponsor is provided a non-exclusive, paid-up license, and may negotiate exclusive license for commercial field of use.
License, background and/or foreground	License consideration is negotiable, usually royalty bearing.	Grants rights to patents, patent applications, copyrights or trademarks.
User Facility	Sponsor provides funding. Full cost recovery.	Not to be used when IP may be generated.

# Additional IP Mechanisms

- **SBIR/STTR Tech Transfer Initiative**

- Makes lab technology available to SBIR topic managers and utilizes existing SBIR/STTR programs to fund small businesses proposing innovative applications of available technologies.

- **Startup America**

- A White House initiative to support and encourage entrepreneurship throughout the nation.

- **Energy Innovation Portal**

- DOE website that provides access to patents and published patent applications for the 17 DOE labs. Provides showcase descriptions of over 600 technologies available for licensing.

# IP is critical to establishing and maintaining industry partnerships

- Industry is attracted to the Labs because of our capabilities and facilities – however they often expect to leave the Labs with rights to intellectual property.
- Identifying, protecting, and deploying intellectual property that meets the business interests of the parties is complex.
- Intellectual property is threaded through all of our partnership agreements with industry.
- A license is the primary way to convey rights to an industry partners – for new products and new markets.



# Success Stories

# Team Technologies



- Technology
  - Water-Based Explosives Disruptor (aka Stingray)
- Impact
  - Over 8000 sold
  - Deployed to warfighters and first responders
  - Saving lives in war zones
- Mechanism
  - License

# EFT Holdings



- Technology
  - Decontamination foam
- Impact
  - Renders chemical and biological agents harmless
  - Used to decontaminate risk areas during Anthrax attacks
  - Meth lab cleanup
  - Mold and pesticide removal
- Mechanism
  - License, CRADA



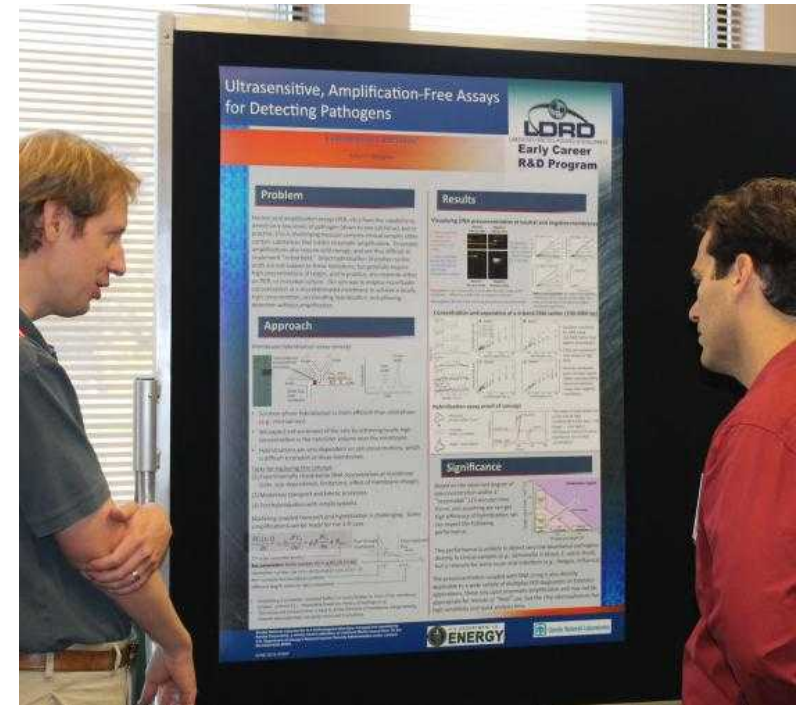
- Technology
  - Wavefront sensor and binary optics
- Impact
  - A precise way to measure the human eye
- Mechanism
  - License, ESTT, and TVC Partnership

# Accessing Intellectual Property

- Website: <https://ip.sandia.gov/>
- Email: [ip@sandia.gov](mailto:ip@sandia.gov)
- Phone: 505.284.2001

## Reach out directly

- Mary Monson: 505.844.3289
- Jackie Kerby Moore: 505.845.8107



# Backup Slides



# Industry Partnerships Team



Mary Monson  
IP and Licensing



Matt Riley  
Partnership Agreements



Pete Atherton  
Industry Partnerships



Mary Monson  
Business Development



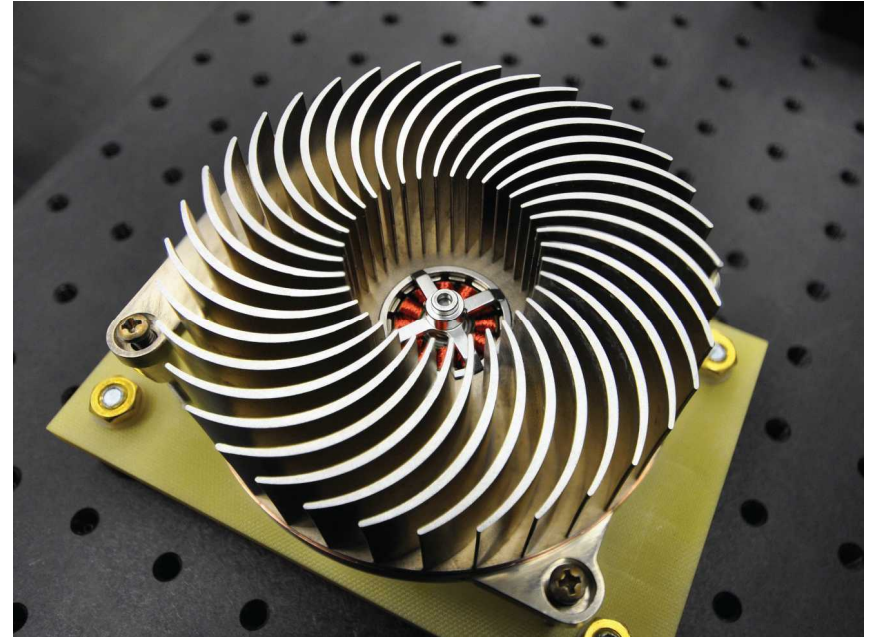
Kerry Kampschmidt  
Legal Tech Transfer



Jackie Kerby Moore  
Economic Development

# Licensing Opportunity: Sandia Cooler

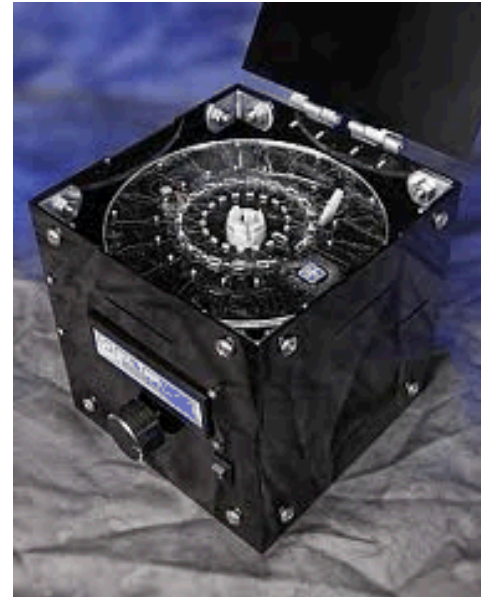
- Technology
  - Air Bearing Heat Exchanger
  - R&D 100 Award Winner
- Opportunity
  - Dramatic increase in cooling performance
  - Simple, rugged, and cost-competitive design



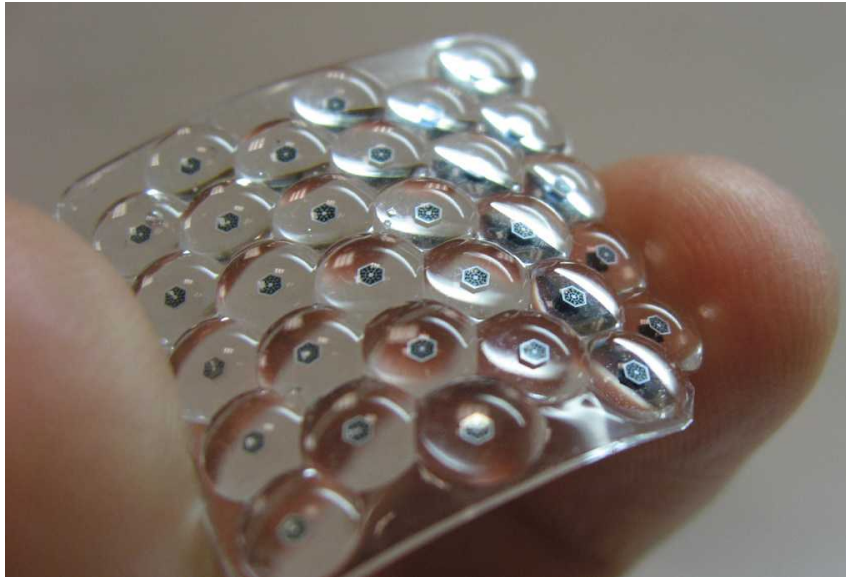


# Licensing Opportunity: SpinDX

- Technology
  - “Lab on a disk”
  - Centrifugal force with a high speed camera
- Opportunity
  - Rapid diagnostic system that can analyze blood samples in just 15 minutes
  - Clinicians can detect heart attacks, strokes, infections, cancers and other afflictions



# Licensing Opportunity: Solar Glitter



- Technology
  - Combines mature microsystem production with groundbreaking advances in photovoltaic cell design
- Opportunity
  - Revolutionize solar energy collection
  - Clean electricity that is safe, reliable, durable + cheaper than other forms of energy