

# Working with Sandia



For more than 30 years, Sandia National Laboratories has been transferring technology and forming business partnerships with industry leaders, small and disadvantaged businesses, universities and government agencies. Sandia helps such industry giants as General Motors Co. or supercomputer company Cray Inc. lead innovation in their sectors to keep the U.S. economy competitive. Small businesses can work alongside researchers to overcome technical challenges. Small businesses also supply Sandia with goods and services. Sandia also reaches out to universities, state and local governments and other entities worldwide to collaborate on pressing, complex issues.



Sandia's award-winning **Industrial Partnerships Program** helps achieve the national security laboratory's missions of accelerating innovation among U.S. companies and developing solutions to the nation's most challenging problems. These partnerships have kept soldiers alive in Afghanistan, increased the likelihood of rescuing trapped miners and used nanomaterials to make fighter jets safer.

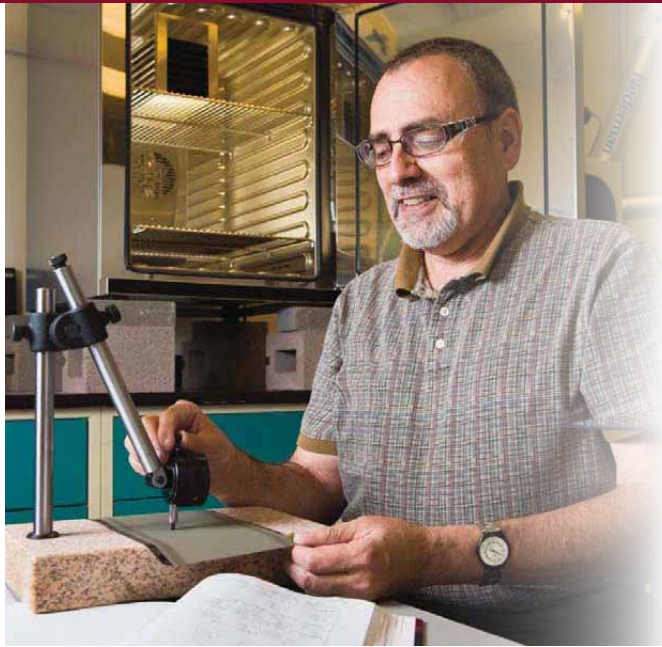
Companies and other entities can choose from half a dozen types of agreements to formalize technology partnerships. Sandia holds thousands of patents, copyrights and trademarks that are available for **commercial licensing**. Partners can license certain rights to Sandia-developed intellectual property for commercialization or private use, while Sandia maximizes the value of its intellectual property for taxpayers.



**Sandia  
National  
Laboratories**

*Exceptional  
service  
in the  
national  
interest*





Under **Cooperative Research & Development Agreements (CRADAs)**, Sandia and one or more partners, usually from industry, nonprofits or academia, collaborate to share knowledge in jointly conducted projects.

Sandia can also perform work on a reimbursable basis for sponsors from industry, state and local governments, nonprofits, or academia through **Funds-In Agreements**, in which the sponsor provides the project funding. This gives the sponsor access to Sandia's capabilities, facilities and equipment to validate or improve technologies.

The most common way to do business with Sandia is to become a supplier. Sandia spends about a billion dollars on goods and services annually. **Small business advocates** reach out to small and disadvantaged businesses, which supply about half the lab's purchases. Sandia is committed to providing a fair opportunity to all businesses and encourages small businesses owned by women, ethnic minorities and veterans among others to become suppliers.

New Mexico small businesses also can get help through the **New Mexico Small Business Assistance Program**, which gives participants access to the expertise and capabilities of Los Alamos and Sandia national laboratories. Small businesses can seek assistance from scientists or engineers for

projects that require testing, design consultation and access to special equipment or facilities at no cost.

U.S. industry, universities, local governments and the scientific community also are welcome to use Sandia **Technology Deployment Centers** under agreements in which the external partners provide the project funding. Among the more than 20 facilities available are a high-speed rocket sled track, a high-energy heavy ion beam laboratory and a 200-foot solar tower. In addition, the Department of Energy's designated user facility, the Center for Integrated Nanotechnologies, is available for use, following a proposal selection process. Businesses seeking to closely collaborate with Sandia might find a home in the internationally recognized, master-planned **Sandia Science & Technology Park** adjacent to the labs and the nearby Air Force Research Laboratory. The 340-acre park is home to 31 companies and organizations. Overall, these business partnerships help Sandia deliver on its national security mission, while leading to job creation and strengthening U.S. businesses technically and financially.

