

ESTT

Entrepreneurial Separation to Transfer Technology

Overview

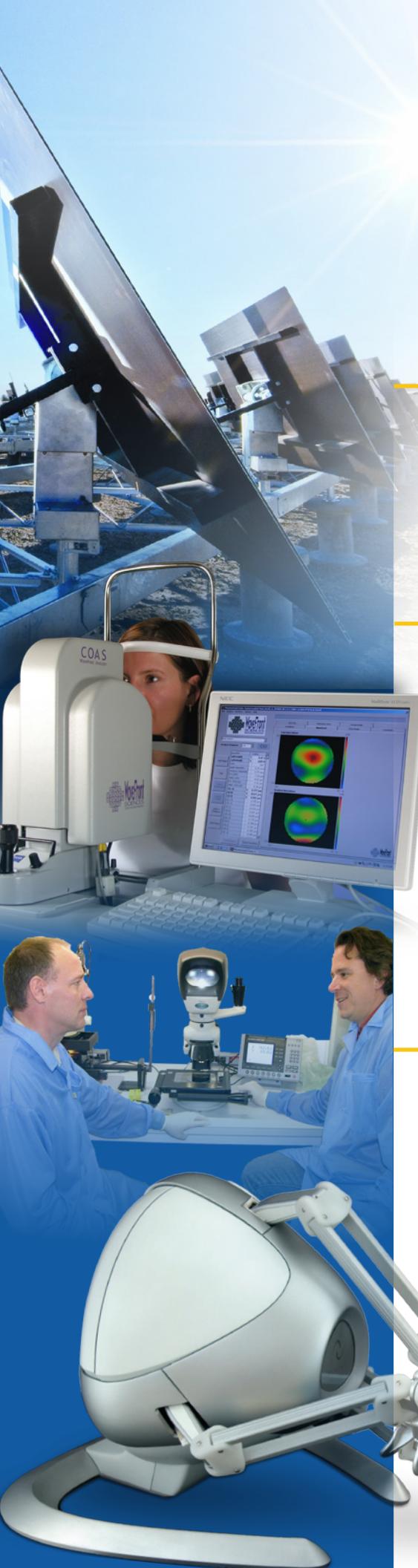
ESTT is a valuable tool for Sandia to transfer technology to the private sector, allowing Sandia employees to leave the Labs in order to start up new technology companies or help expand existing companies. Entrepreneurs are guaranteed reinstatement by Sandia if they choose to return to the Labs before ESTT expiration.

Results

	91	In NM	Outside NM
Companies affected by ESTT			
- ESTT start-up companies	44	38	6
- ESTT expansion companies	47	20	27
Sandians who left on ESTT since 1994	138		
- Left to start up a business	55	40%	
- Left to help expand a business	83	60%	
- Sandians returned from ESTT	40	29%	
- Sandians terminated employment	95	69%	
- Sandians currently on ESTT	3	2%	

Synergies

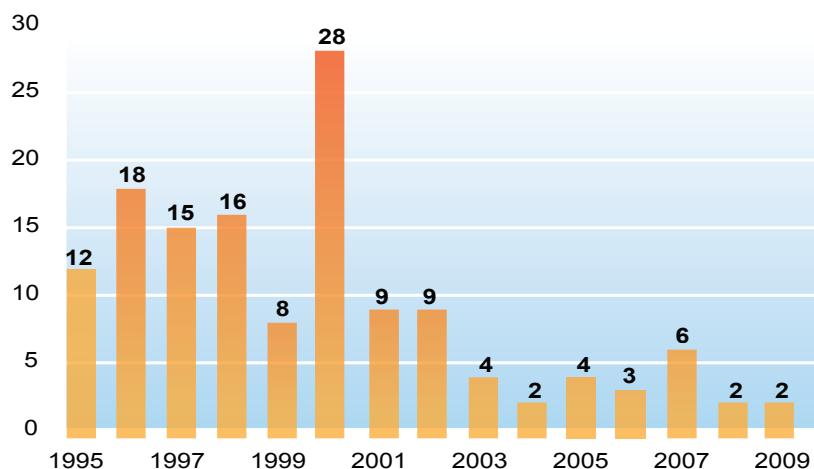
- 35 ESTT start-up companies were joint clients with Technology Ventures Corporation
- 15 ESTT companies received 28 technical assistances from the New Mexico Small Business Assistance Program
- Three ESTT companies are located in the Sandia Science & Technology Park



Success Stories

- **Tim Estes:** Founded first ESTT company, *Conductor Analysis Technologies*, in 1994 and is still in business.
 - Global provider of market critical data for printed circuit boards
- **Tom Brennan:** Founded *MODE*, which was acquired by Emcore, a provider of compound semiconductor-based products employing over 350 people.
 - Commercialized products based on VCSEL technology
- **Dan Neal:** Founded *Wavefront Sciences*, which grew from 3 employees to over 40 and is now part of Abbott Medical Optics, a division of global, broad-based Abbott Laboratories.
 - Abbott Laboratories employs over 72,000 people and markets its products in more than 130 countries
- **Tom Anderson:** Founded *Novint Technologies*, which became publicly traded.
 - 3-D touch interactive product, the Falcon, is carried by national retailers
- **James Pacheco:** Joined eSolar, a California start-up partnering with NRG Energy to build a 92-megawatt concentrating solar power plant in southern New Mexico.
 - Largest such project in the nation to be followed by a second 92-megawatt plant in California

ESTT Separations by Fiscal Year - 138 Total



Economic Impact (Based on 16 Survey Respondents in June 2009)

- Jobs created 277
- Average salary \$60,556
- Sales revenue of 16 companies in last FY \$22M
- Licenses associated with ESTT 42
- License fees paid to Sandia by ESTT companies in last FY \$242,500

ESTT Companies That Became Sandia Suppliers

- ESTT companies that have done business with Sandia 26
- Total contracts with ESTT companies \$394.0M

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