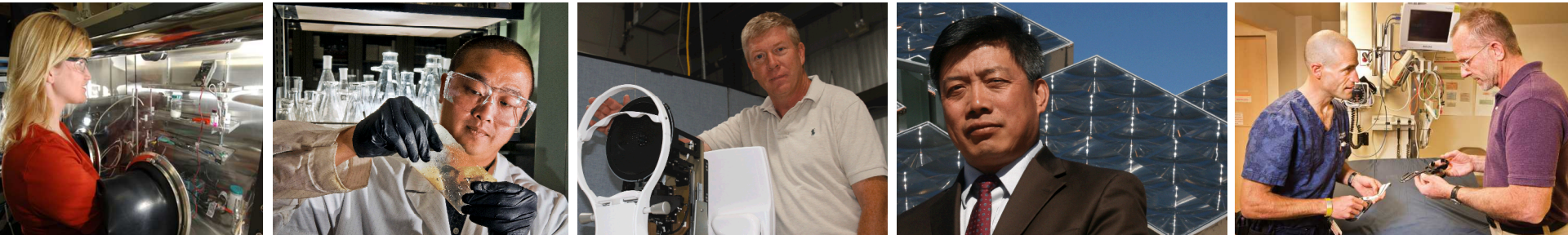


Exceptional service in the national interest



Peter Atherton
Technology Transfer at Sandia
New Mexico Legislative Finance Committee
July 19, 2013



Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND NO. 2013-#####.

Dr. Paul J. Hommert

Sandia President, FLC Lab Director of the Year



“Tech transfer is a Sandia mission requirement. Achieving excellence in our commercialization strategy and management is key to our strategic objectives.”

Tech Transfer of Intellectual Property

Intellectual Property (IP) – Patents, trademarks, copyrights and comparable property rights protected by Federal Law and other foreign counterparts

- Commercial License
- Test and Evaluation License
- Open Source Software License
- Government Use Notice (GUN)
- Cooperative R&D Agreement (CRADA)
- Umbrella CRADA
- Funds-In Agreement / Work for Others (WFO)
- Publication



Solar Glitter

New Mexico Small Business Assistance Program (NMSBA)

Funded by New Mexico Gross Receipts Tax



Dr. Foreman, Héros

NMSBA Metrics	2000-2012	2012
Number of Small Businesses Served	2036	349
Number of Counties Supported (out of 33)	33	27
Value of Assistance Provided	\$34.3M	\$4.5M

NMSBA Accountability & Economic Impact	2000-2011*
Return of Investment (ROI)**	1.18
Small Business Jobs Created and Retained	2,874
Mean Salary	\$38,647
Increase in Revenue	\$145,254,992
Decrease in Operating Costs	\$72,644,271
Investment in NM Goods and Services	\$43,325,007
New Funding/Financing Received	\$52,334,828
*Surveys are performed six months to one year after project completion	
**ROI is based on salaries of jobs created and retained	

Programs

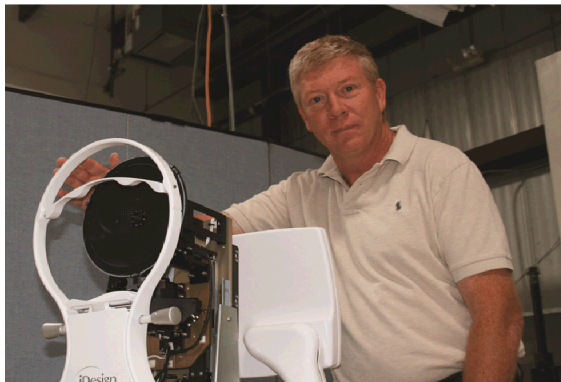
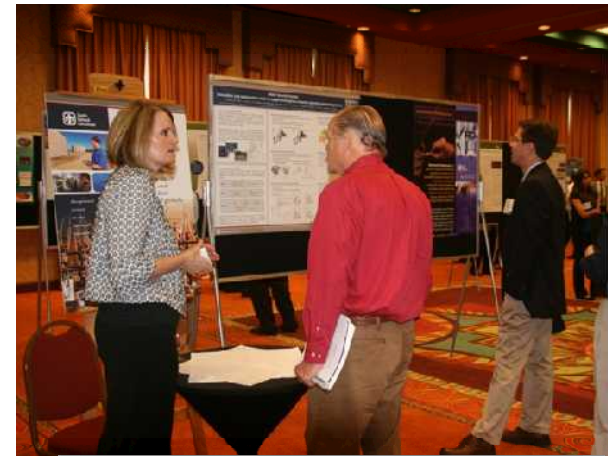


Sandia Science & Technology Park (SS&TP)

- 33 companies and organizations
- 2,470 jobs + 4123 indirect jobs

Sandia Research & Technology Showcase (first)

- 380 attendees from 11 states
- Produced 21 NMSBA prospects, 4 new Park prospects, 1 sign-and-drive license



Wavefront Technology

Entrepreneurial Separation to Transfer Technology (ESTT)

- 145 staff took leave
- 47 startup companies
- 52 enhance companies

Strategic Partnerships

- STC.UNM

- 100+ inventions (patents, patent applications)
- 60+ commercialization agreements



- TVC

- 19 Year Partnership
- \$1.3B in Venture Funding
- Entrepreneurial Training for Lab Personnel
- DOE Badged Employees
- Active work with ESTT, NMSBA, Sandia Tech Park



Tech Transfer Examples



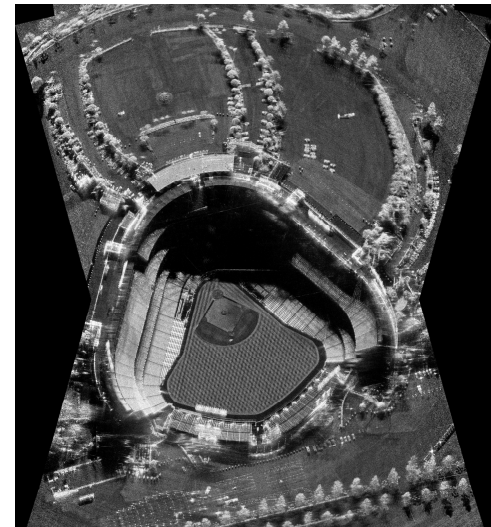
Fukushima Daiichi Nuclear Power Plant

UOP/Honeywell

- Crystalline silico-titanates (CSTs)
- Cleaned 100 million gallons of radiation-contaminated water at Japan's Fukushima Daiichi nuclear power plant

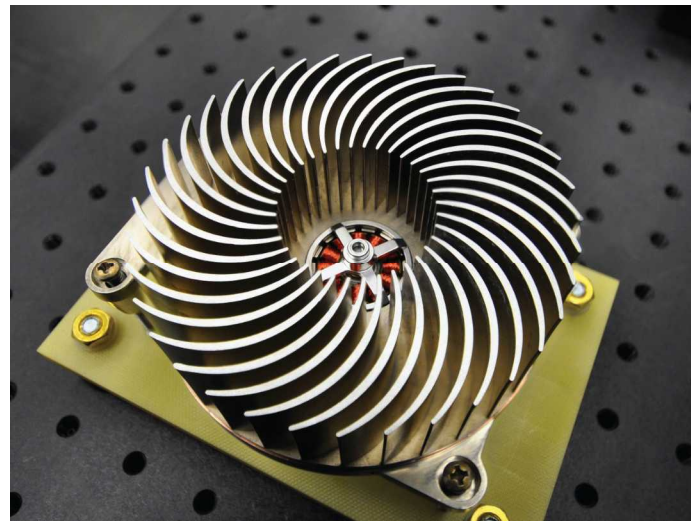
General Atomics

- Synthetic Aperture Radar (SAR) systems for U.S. military and other customers
- Effects nearly 700 employees at General Atomics



SAR image of a baseball field

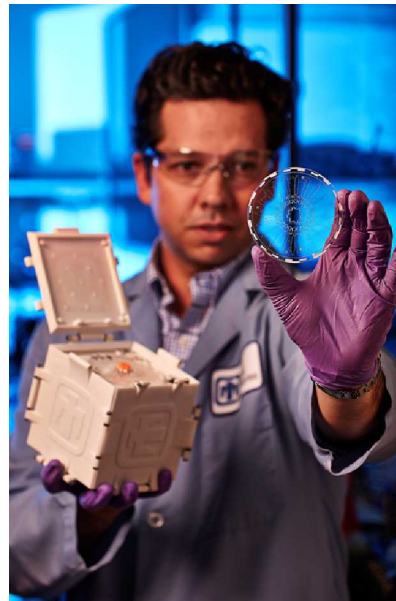
Hot Technologies



Sandia Cooler



Protocell – joint with UNM



SpinDX



Sandia Hand

Ideas to Increase Business through Tech Transfer

- **Strategic investment** to advance selected technologies from research to commercial proof-of-concept
- **Leverage existing Sandia programs** (SS&TP, NMSBA, ESTT) to help attract companies to NM
- **A place in Sandia Science & Technology Park** to enhance Sandia's ability to collaborate and commercialize
- **Clone NMSBA program** in other states with national laboratories