

How to Successfully Partner with the Federal Labs

“Center for Collaboration and Commercialization”



SSTI Annual Conference
December 4, 2018

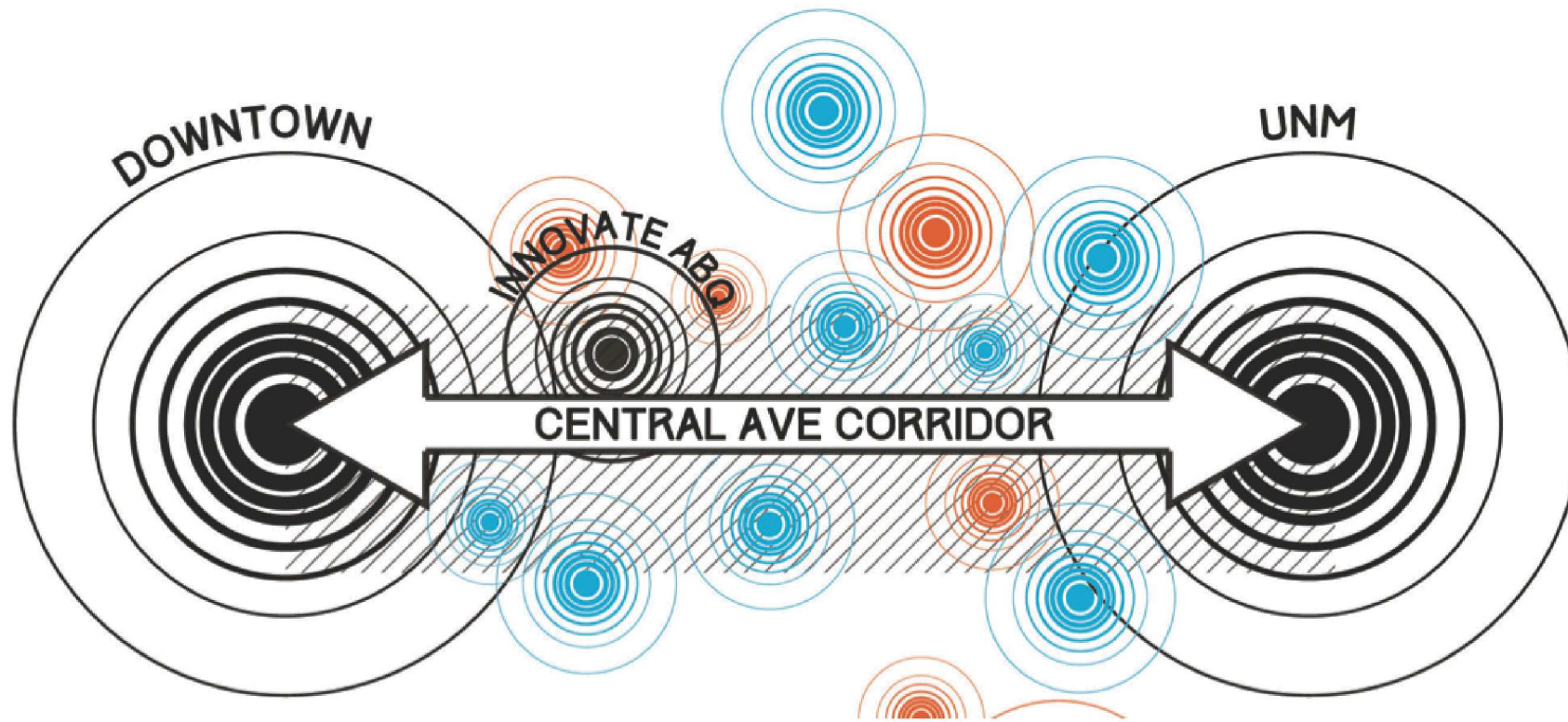
PRESENTED BY

Jackie Kerby Moore, Manager, Sandia National Laboratories



Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc., for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525.

Vision: *Albuquerque Innovation Corridor*



- Innovate ABQ is a hub for research and innovation that is highly connected with **University of New Mexico** and **City of Albuquerque**, in downtown Albuquerque.
- The Lobo Rainforest Building is the nucleus of Innovate ABQ and the heart of the Albuquerque Innovation District.

A Rainforest in the Desert



- Environment with special characteristics
- Right setting to foster serendipitous evolution
- Bottom-up model

Lobo Rainforest Building



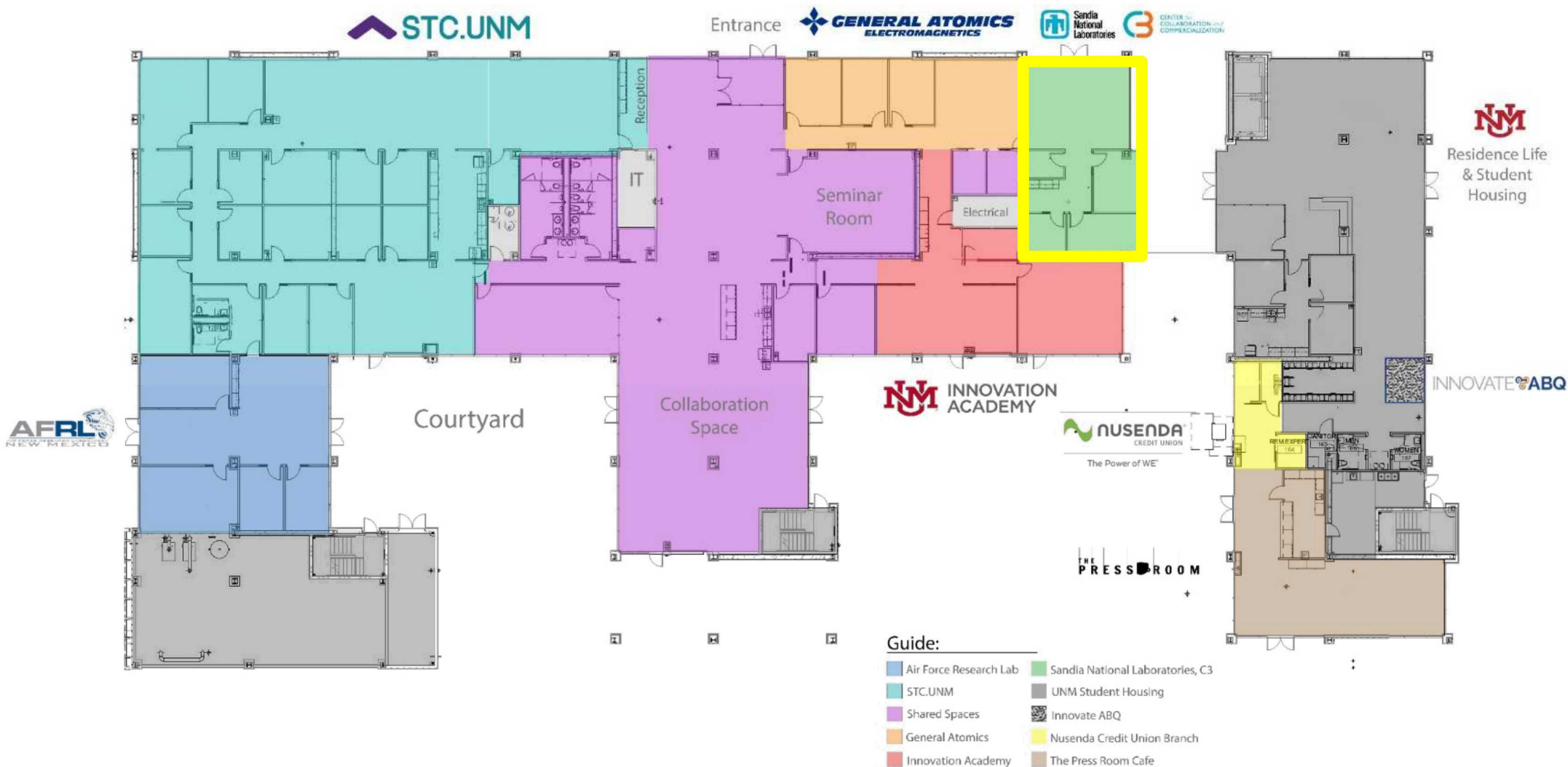
Lobo Rainforest Building Residents



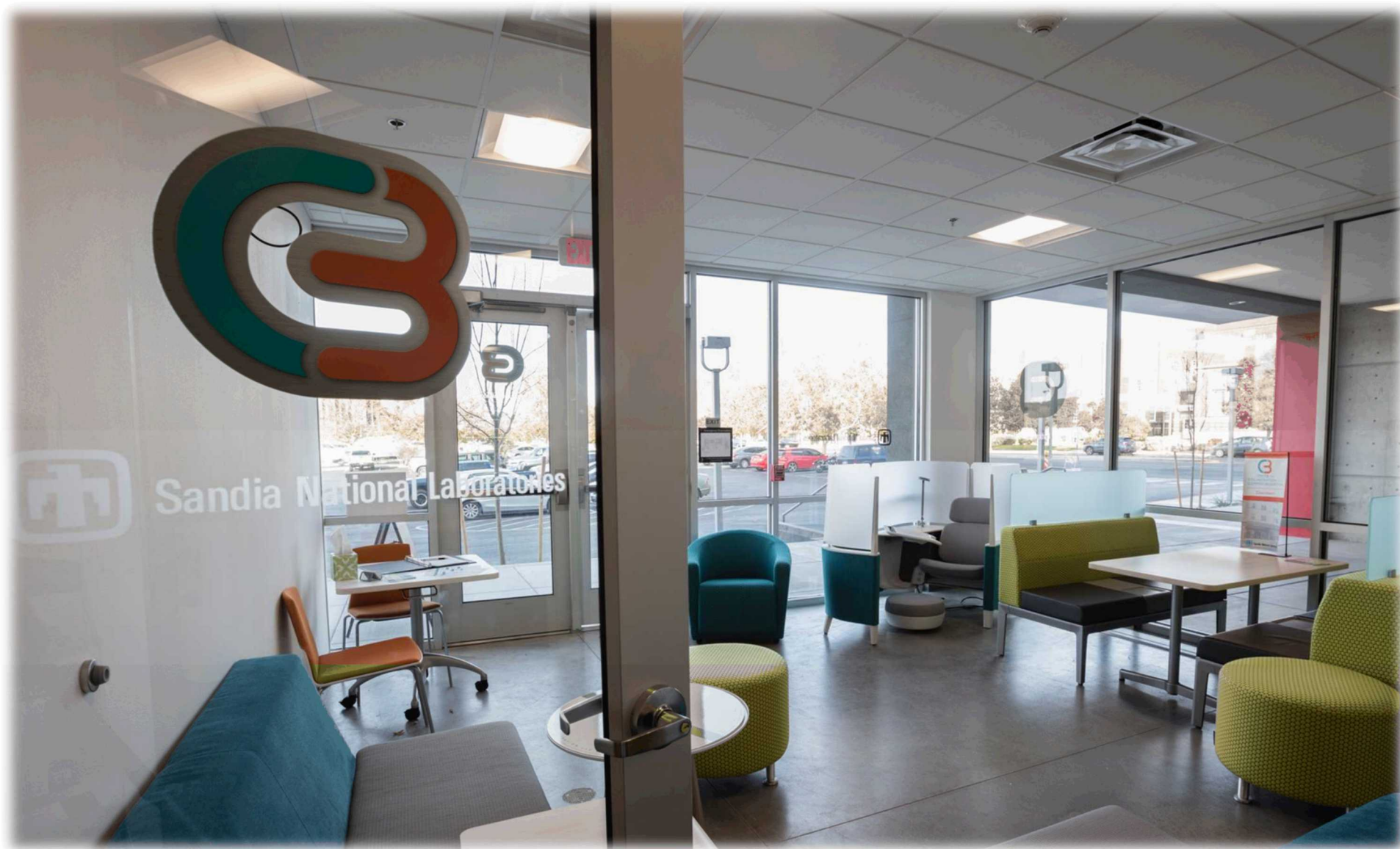


Lobo Rainforest Building

Sandia's Presence in Lobo Rainforest Building: 1,000 sf



Center for Collaboration and Commercialization (C3)



C3 Purpose

- Serve as a public face for Sandia – providing access to the Labs and building linkages with the community
- Co-locate members of Sandia's tech transfer team with tech transfer teams from UNM and AFRL
- Create landing spot where Sandians can drop in and work
- Tap into the vibrant entrepreneurial ecosystem in downtown Albuquerque
- Spur innovation and economic growth in our region



C3 Office Hours

- Licensing
- CRADAs/SPPs
- Supplier Diversity
- Economic Development
- Government Relations
- Community Involvement
- *Los Alamos National Laboratory*



C3 Entrepreneur Exploration: *Our Flagship Program*

Aimed at Sandia principal investigators to encourage them to be entrepreneurial by entering the business world or developing that mindset within the Labs

Goals

- Invigorate Sandia's Entrepreneurial Culture
- Inspire Sandia Entrepreneurs
- Increase Number of Entrepreneurs Leaving Labs to Start Up or Expand Companies

Linking Sandians with entrepreneurial resources & opportunities

- 22 Events
- 1256 Total Attendees
- 454 Sandia Attendees



C3 FY18 Highlights

Launched Rainforest Speaker Series

- Partnership between Sandia National Labs and Air Force Research Lab
- Features speakers who have successfully left the Labs to start up companies



Hosted National Labs Entrepreneurship Academy

- 3 day event for laboratory and university researchers
- Participants from Sandia National Laboratories, Los Alamos National Laboratory, Air Force Research Laboratory, New Mexico State University, New Mexico Tech, University of New Mexico
- Curriculum based on lean startup methodology





C3 Metrics 2018

Mission
Opportunities

3

C3 Office
Hours

7

Startups /
Expansions

5

EEx
Events

22

Office Hours /
Partnerships

3

Tech Transfer
Results

3

General Usage

86

C3 Testimonials

“Getting the scientists offsite, out from behind the fence, that’s the secret of how technology commercialization is going to take place. C3 was instrumental every time we needed an introduction or connection. Sandia is doing a variety of things to commercialize technology and C3 represents great outreach.”

Gary Oppedahl, Vice President, Emera Technologies

“Access to the Rainforest Building and C3 is key to accomplishing Sandia’s Small Business Goals!”

Paul Sedillo, Sandia Manager

“I continue to be amazed by the breadth, depth, and relevance of Sandia’s Entrepreneur Exploration program. I especially enjoyed attending the National Labs Entrepreneurship Academy and seeing the applicability of entrepreneur thinking to projects that could have markets both inside and outside Sandia.

Bogdan Pathak, Sandia Principal Investigator

Sandia Science & Technology Park



- Partnership tool for Sandia
- 47 companies & organizations
- \$5B economic impact

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