



July 21, 2022

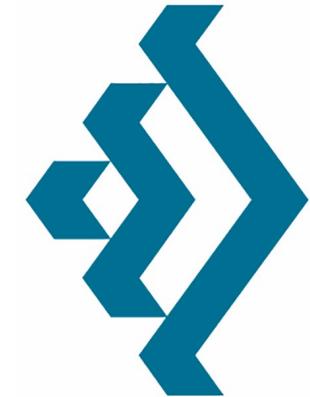
Technology & Economic Development Overview (1983)

David Kistin

Technology & Economic Development



Solving New Mexico's Small Business Challenges



QUANTUM SYSTEMS ACCELERATOR
Catalyzing the Quantum Ecosystem



New Mexico Small Business Assistance Program



NMSBA assists for-profit small businesses in New Mexico with access to laboratory experts at Sandia and Los Alamos national laboratories. These experts help them gain knowledge and solve challenges utilizing the labs' cutting-edge technologies.

\$76.1M

*Technical assistance provided by Labs
since the inception of NMSBA in 2000*

Source: 2021 NMSBA Perspectives

3,204

Businesses Assisted

10,211

Jobs Created and Retained

33

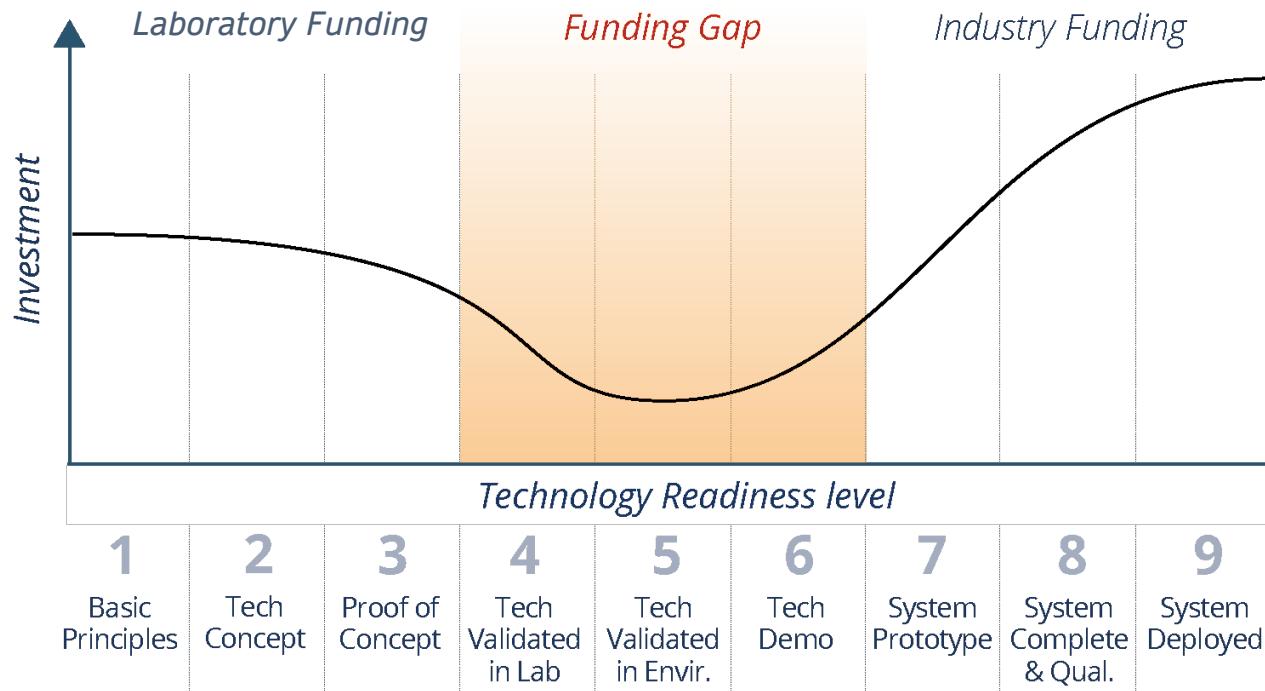
New Mexico Counties Supported

Technology Readiness Initiative



New Mexico businesses have the opportunity to work directly with scientists and engineers at Los Alamos or Sandia national laboratories to advance the maturation of their technology.

Funding Gap 'Valley of Death':



Benefits:



\$150K

Worth of assistance (cost of labor/materials for national lab staff) per year



Technology deployment
in New Mexico

Entrepreneurial Separation to Transfer Technology



ESTT is a valuable tool which allows Sandia to transfer technology to the private sector by permitting **Sandia employees to leave the Labs to start up or expand technology companies**. Entrepreneurs are **guaranteed reinstatement for up to two years** if they choose to return to the Labs.



Results:



174



125



44

Sandians Who Left on ESTT

174

- To start a company 79
- To expand a company 95

- Returned from ESTT 47
- Terminated employment 115

Companies Affected by ESTT

125

- Start-up companies 63
- Expansion companies 62

Licenses for Sandia IP with ESTT

44

Sandia Science & Technology Park



Procurement Connections

Business Development Connections

Technical Business Assistance



BlueHalo: Contracts to support upgrades to the Hermes and Saturn accelerators, and tester development for Mobile Guardian Transporter and JTA6R projects.



Excelligent: Contracts to provide project management consulting services to support major modernization programs.



TEAM Technologies: Holds a technology transfer license from Sandia for an explosive tool called Stingray, and contracts to build security panels, power supplies, sensors, and a variety of machine parts.

Center for Collaboration and Commercialization



C3 serves as a “front door” to Sandia and is designed to strengthen partnerships, technology transfer, and ties to the community.

Community Benefits

- Access to Labs' experts
- Licensing
- Agreements
- NMSBA
- Supplier Diversity
- Community Development

Sandia Benefits

- Tech Transfer and entrepreneur events
- Connections with potential partners and stakeholders
- Access to co-working and conference space
- Integration into the ABQ Downtown ecosystem



Quantum Systems Accelerator



Industry Partnerships

Transfer technology, create roadmaps, reduce risk, and define market opportunities

Other DOE NQI Centers

Closely coordinate across National QIS Research Centers to maximize the program's impact on US national and economic security



QED-C Partnerships

Support QED-C efforts and initiatives through synergistic technical programs, joint workforce development activities, and service on QED-C committees

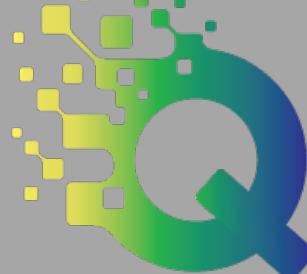
DOE/SC Projects and Facilities

Leverage the advances and capabilities of DOE/SC projects and user facilities to develop next-generation quantum devices



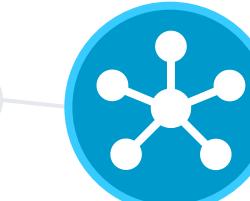
International Collaboration

Engage with global QIS leaders to share best practices and leverage insights from international research centers



Workforce Development

Build tomorrow's workforce through cross-sector exchanges, internships, specialized research courses, and quantum re-training programs



One-Stop Quantum Shop

An online portal and communications vehicle that serves as a centralized repository for the QIS ecosystem