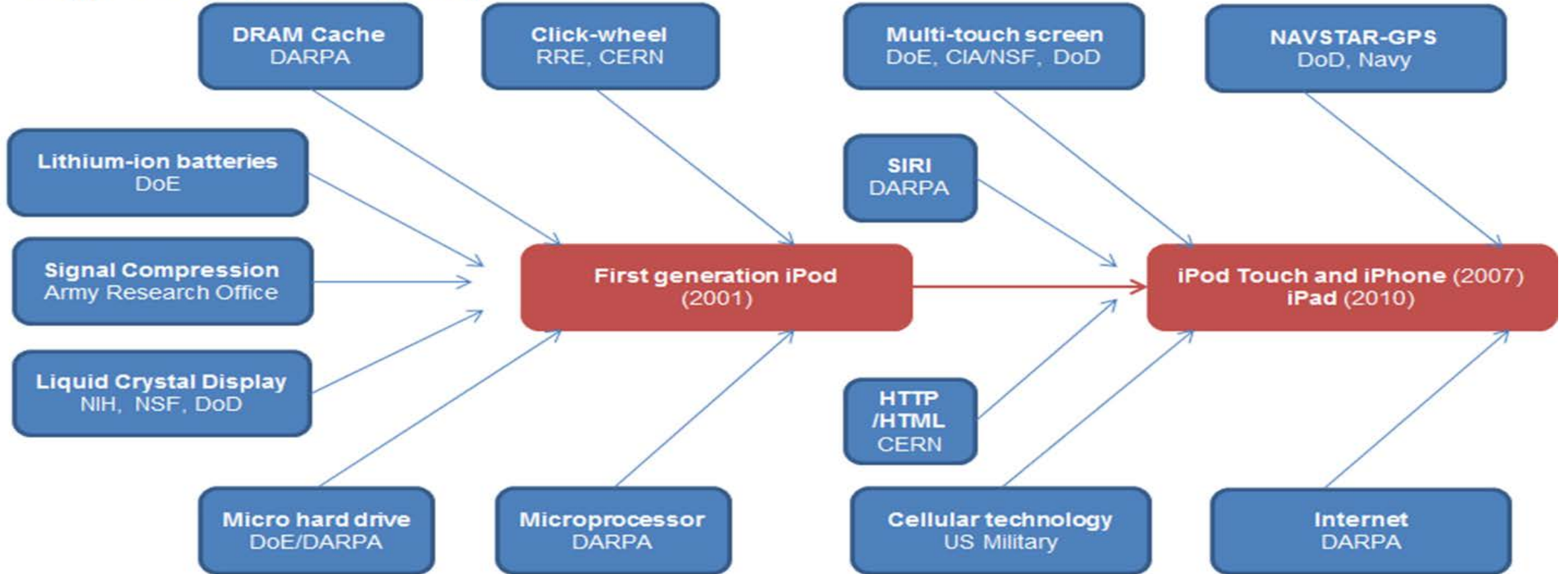


Collaboration is the New Competition

**FLC BUSINESS: A HOW-TO GUIDE FOR
LEVERAGING FEDERAL RESOURCES**

Jennifer Stewart
NSWC Corona Division
Technology Transfer
FLC Far West Regional Coordinator

Origins of popular Apple products



Source: Author's own drawing based on the OSTP diagram "Impact of Basic research on Innovation"

TECHNOLOGY TRANSFER PRESIDENT'S CAP GOAL 14

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**CAP GOAL 14
IMPROVE TRANSFER OF FEDERALLY-FUNDED
TECHNOLOGIES FROM LAB-TO-MARKET**

Improve the transfer of technology from federally funded research and development to the private sector to promote U.S. economic growth and national security.

National Defense Strategy *of* The United States of America

- Build a More Lethal Force
- **Strengthen Alliances and Attract New Partners**
- Reform the Department for Greater Performance and Affordability

Sharpening the American Military's Competitive Edge

The current bureaucratic approach, centered on exacting thoroughness and minimizing risk above all else, is proving to be increasingly unresponsive. We must transition to a culture of performance where results and accountability matter. We will put in place a management system where leadership can harness opportunities and ensure effective stewardship of taxpayer resources. We have a responsibility to gain full value from every taxpayer dollar spent on defense, thereby earning the trust of Congress and the American people.

Sharpening the American Military's Competitive Edge

- *Deliver Performance at the speed of relevance*
- *Organize for Innovation*
- *Drive budget discipline and affordability to achieve solvency*

- *Streamline rapid, iterative approaches from development to fielding*
“Prototyping and experimentation should be used prior to defining requirements and commercial –off-the-shelf systems.”

- *Harness and protect the National Security Innovation Base*

Sharpening the American Military's Competitive Edge

1.2 Lay the Foundation for Future Readiness through Recapitalization, Innovation, and Modernization

- Utilize time-saving authorities resident in the Small Business Innovation Research and Small Business Technology Transfer Programs
- **Improve relationships** with small business and non-traditional suppliers
- Pursue new authorities and policies to reduce barriers to agility



DEPARTMENT OF THE NAVY

Business Operations Plan

To *Expand the Advantage*, we must unleash the full potential of the 73,000+ innovators that comprise the NAVSEA team. We are taking a fresh look at how we tackle problems and evaluate new ideas every day.



These adjustments in our day-to-day behavior require focused leadership at all levels that demonstrate our commitment to cultivate and reward rapid learning, innovation, and collaboration as the cornerstone of how we do business.

- Collaboration with University of Maryland 2015
- Student Team Forms Start-Up 2015
- Licensed Patent to Start-Up 2016
- CRADA for collaboration 2016

Foams made of amorphous hollow spheres and methods of manufacture thereof

US Patent No. 9102087

Issued: August 11, 2015

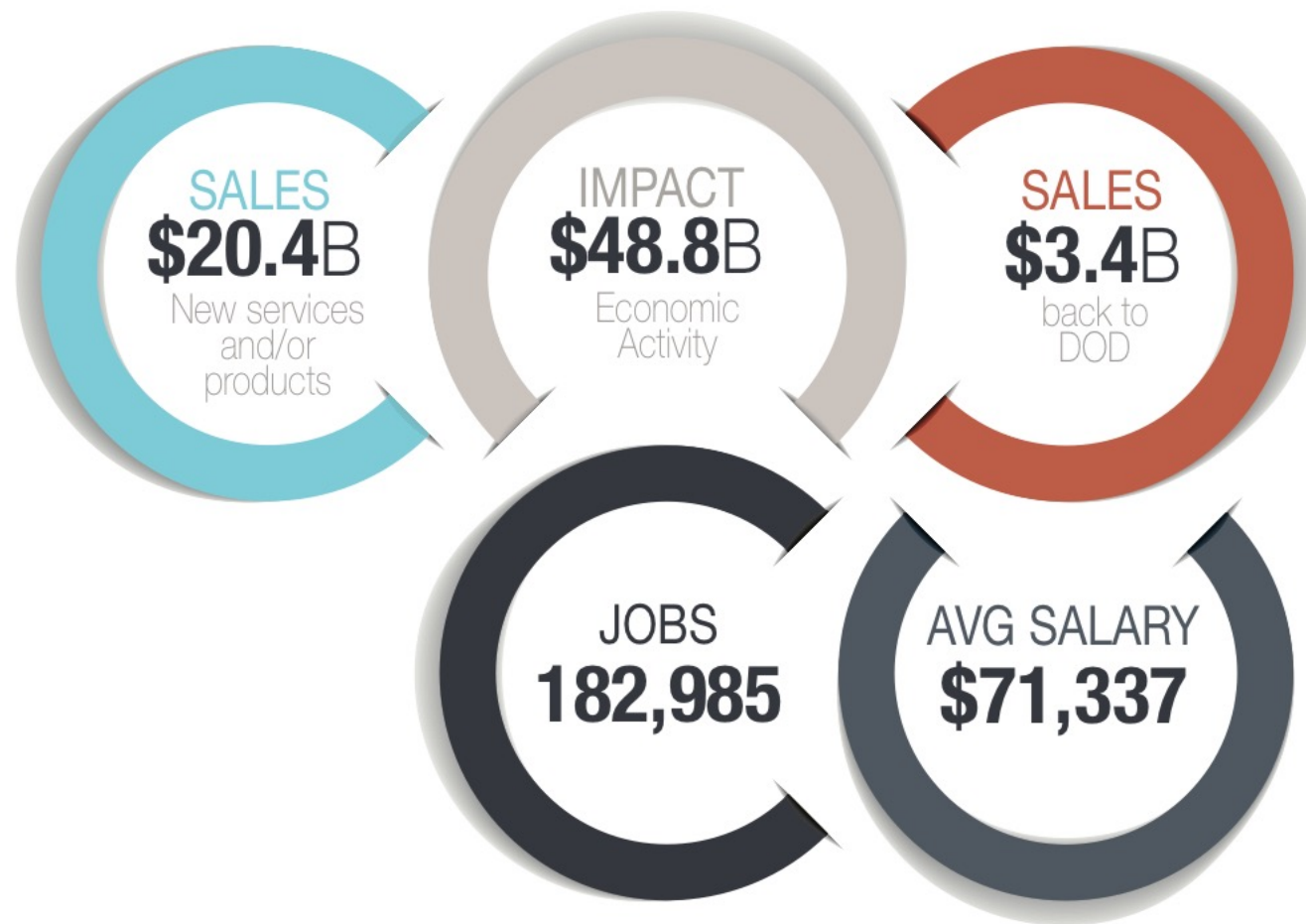
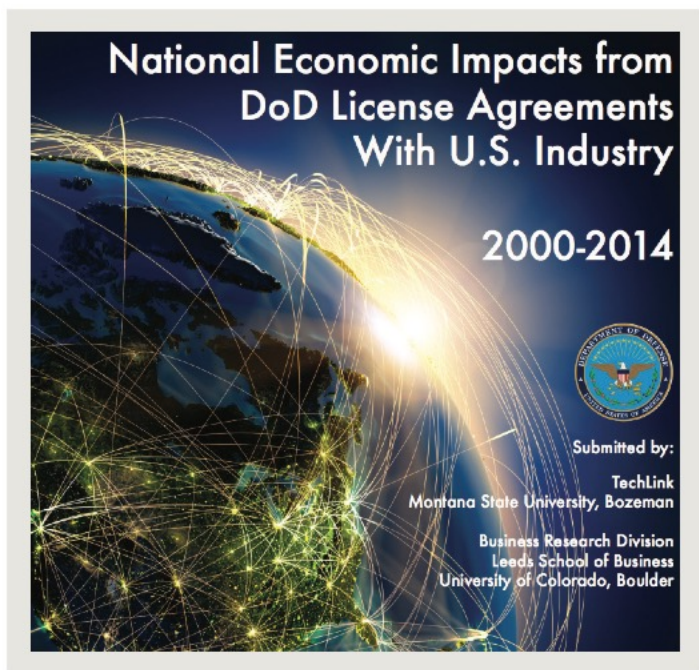
Status: Active



- **DoD Technologies Available for License/Partnership/Collaboration**
- **DoD Laboratory Info**
- **DoD Technology Transfer News and Reports**

<https://techlinkcenter.org>

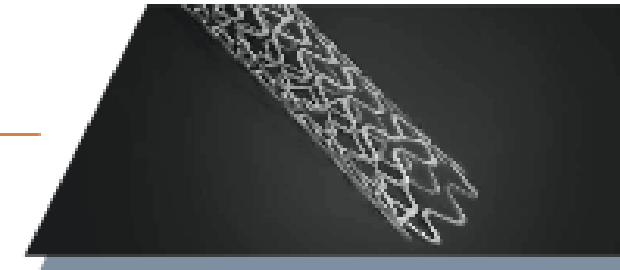
INNOVATION GENERATES ECONOMIC GROWTH



TechLink Study: 663 DoD Licenses Results

<https://techlinkcenter.org/2016-report-economic-impact-dod-licensing-2000-2014/>

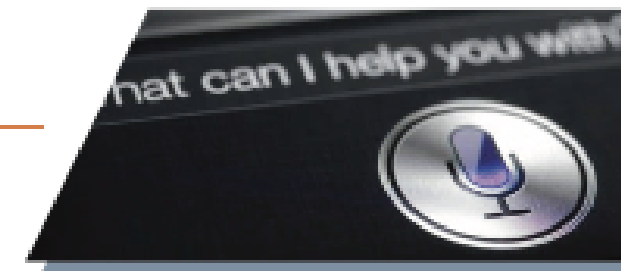
CASE STUDY: PtCr ALLOY CORONARY STENTS



CASE STUDY: INVISIBLE BRACES



CASE STUDY: SIRI



HOW CAN THE FLC HELP YOU?

ORGANIZED TO ACCELERATE INNOVATION

Through FLC-created resources, education, tools and services, our organization provides laboratories and businesses the opportunity to form partnerships, navigate the lab-to-market process, and achieve innovation success.

PROMOTE



+

EDUCATE



+

FACILITATE



*Foster lab-to-market strategies and connections
to accelerate federal technologies.*

On-Demand
Training



Educational
Resources



Success Stories

Lab Profile



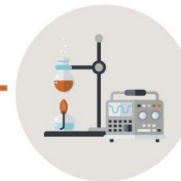
Facilities



T2 Mechanisms



Available
Techs

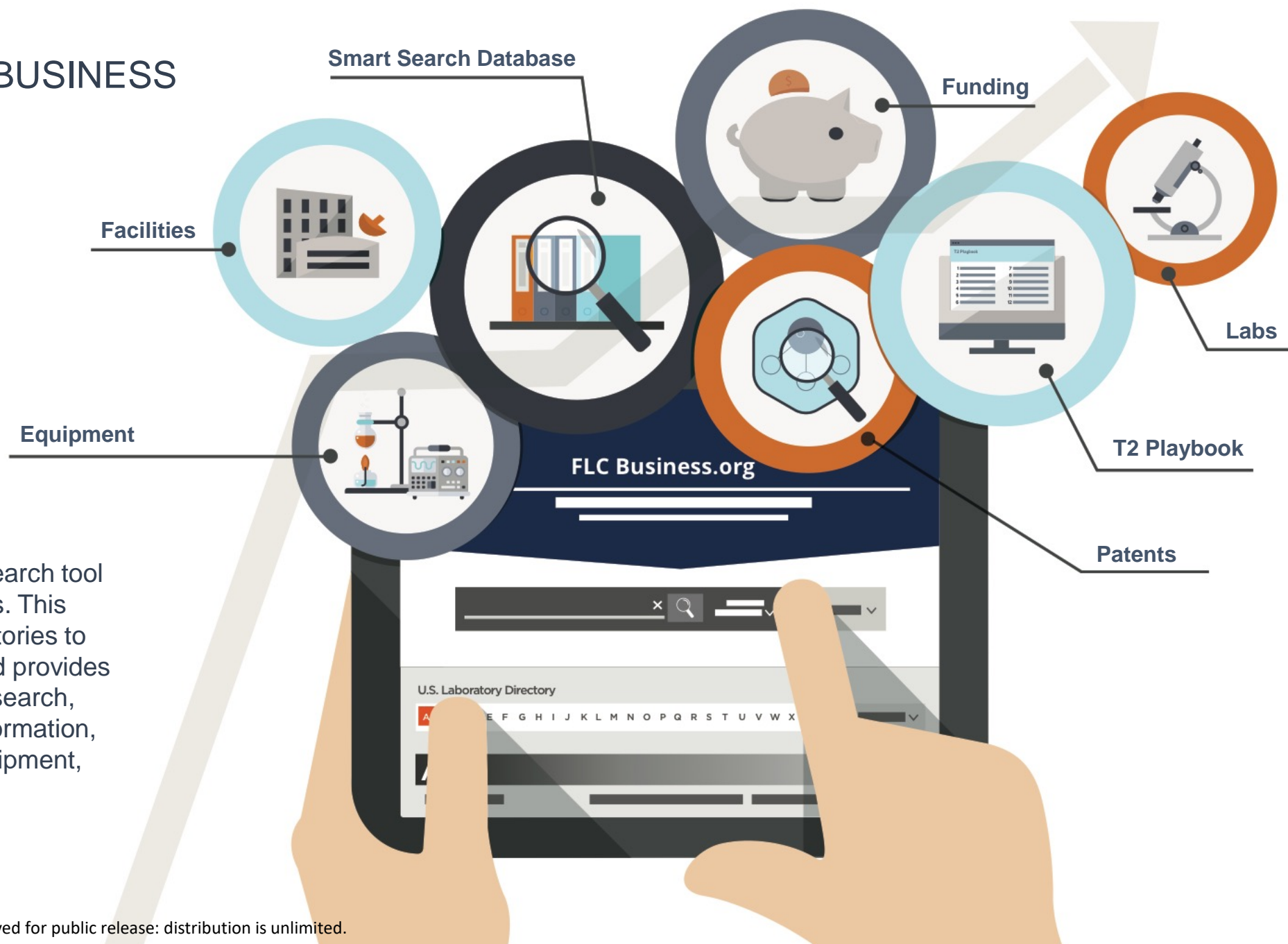


Equipment

FEDERALLABS.ORG

FLC BUSINESS BY THE NUMBERS





FLC Business is a powerful search tool for federal laboratory resources. This unique database allows laboratories to showcase their innovations and provides innovators the ability to easily search, find, and access laboratory information, technologies, facilities and equipment, funding, and programs.

QUICK MACRO
(2014-PRESENT)

THE STORY IS:

CRADAs

~50% increase in the past 12 years averaging 3,500 new agreements per year

Patents Issued

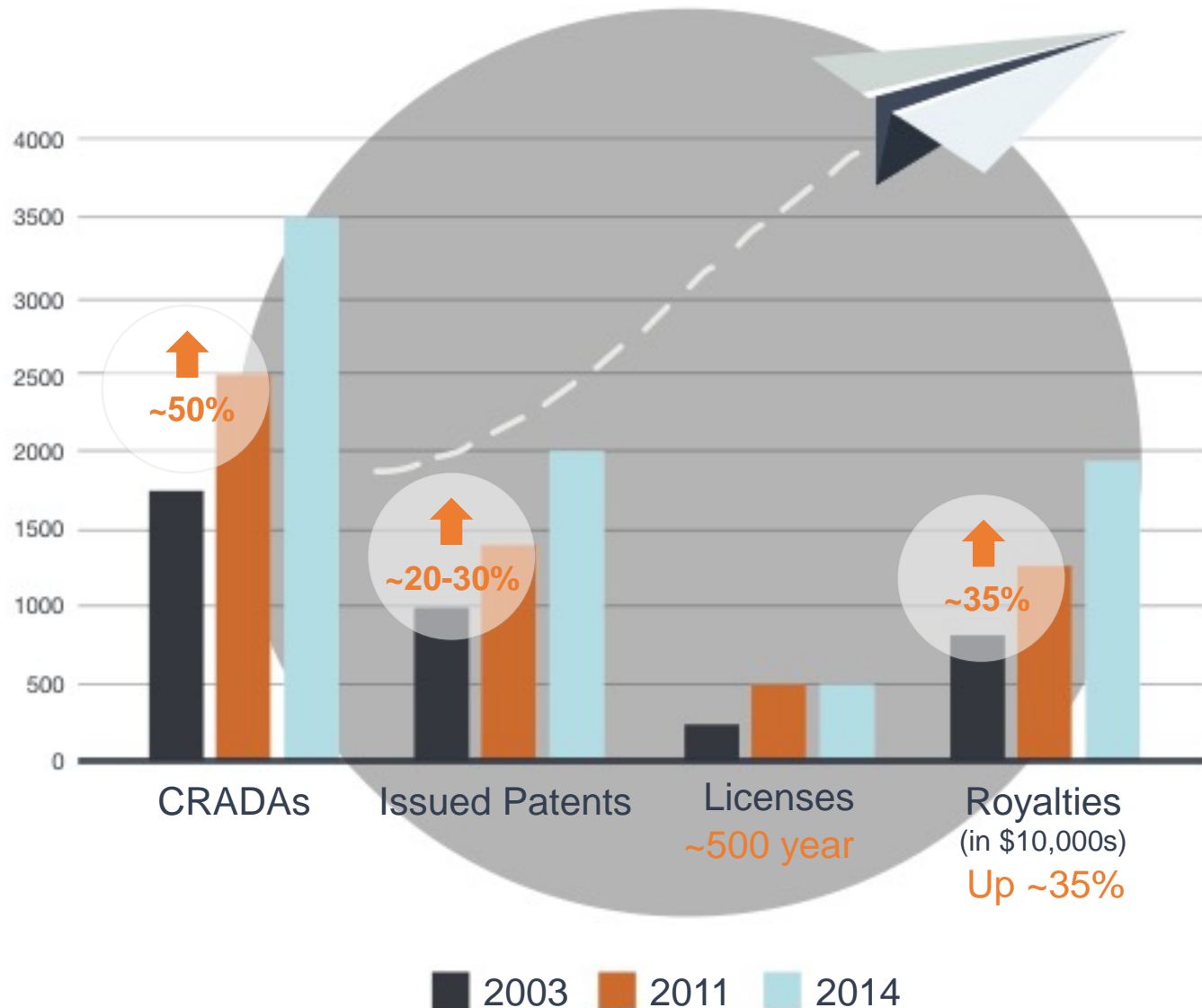
~20-30% increase since 2011 averaging 2,000 per year

Licenses (inventions)

~500 per year; Anomaly that it has flattened out?

Royalties - \$194M

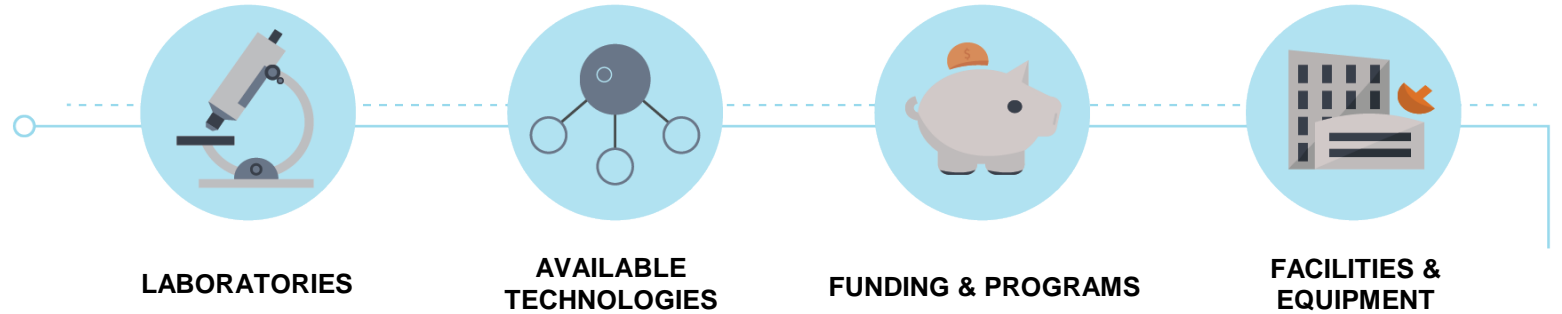
Up 35% since 2011; Mostly pharma/medical
BUT royalties is **NOT** the goal!



■ 2003 ■ 2011 ■ 2014

1 SEARCH FLC Business

Locate valuable resources across the entire federal laboratory system.



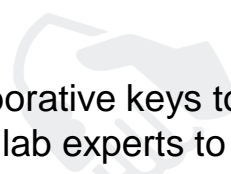
2 CONNECT with a laboratory

FLC Business provides the most up-to-date laboratory information to connect you directly with a lab representative to explore your options and next steps to accessing resources.

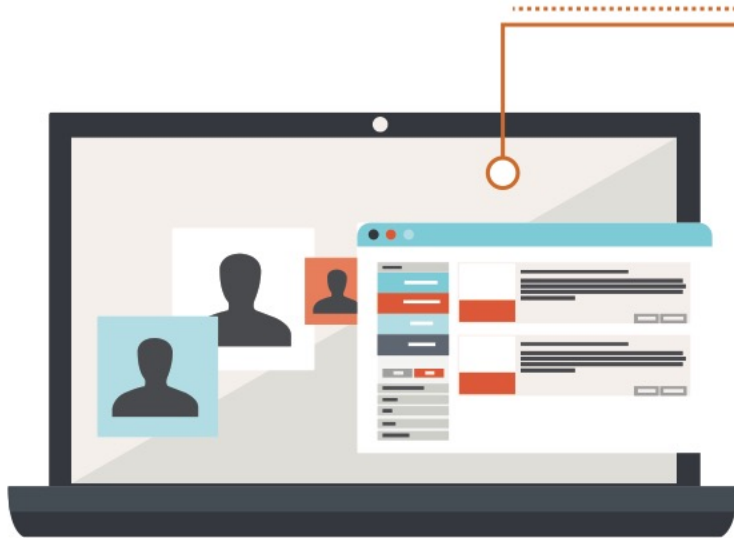


3 ENGAGE with an expert

FLC Business' data provides you the collaborative keys to engage with our nation's top scientists and lab experts to start the right tech transfer process that meets your R&D needs.



QUESTIONS?



Visit federallabs.org or contact us at support@federallabs.org.

Or contact **Jennifer Stewart, FLC Far West** at jennifer.a.stewart@navy.mil or **951-393-4518**

