Collaboration is the New Competition

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

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Origins of popular Apple products

First generation iPod (2001)

- DRAM Cache
  - DARPA
- Click-wheel
  - RRE, CERN
- Multi-touch screen
  - DoE, CIA/NSF, DoD
- NAVSTAR-GPS
  - DoD, Navy
- Lithium-ion batteries
  - DoE
- Signal Compression
  - Army Research Office
- Liquid Crystal Display
  - NIH, NSF, DoD
- Micro hard drive
  - DoE/DARPA
- Microprocessor
  - DARPA
- Cellular technology
  - US Military
- Internet
  - DARPA

iPod Touch and iPhone (2007)

iPad (2010)

Source: Author’s own drawing based on the OSTP diagram “Impact of Basic research on Innovation”

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TECHNOLOGY TRANSFER PRESIDENT’S CAP GOAL 14

THE OPPORTUNITY
Where We Are: Federal Context
How We Got Here: Root Cause Challenges and Effects

HOW WE WILL GET THERE

KEY DRIVERS OF TRANSFORMATION
IT Modernization
Data, Accountability, and Transparency
People - Workforce for the 21\textsuperscript{st} Century

WORKING ACROSS SILOS

PRIORITY AREAS FOR TRANSFORMATION
Improving Customer Experience with Federal Services
Sharing Quality Services
Shifting From Low-Value to High-Value Work
Category Management - Leveraging Common Contracts and Agreements to Drive Savings and Efficiencies
Results-Oriented Accountability For Grants
Getting Payments Right
Improving Outcomes Through Federal IT Spending Transparency
Improve Management of Major Acquisitions
Modernize Infrastructure Permitting
Security Clearance, Suitability, and Credentialing Reform
Improve Transfer of Federally-Funded Technologies from Lab-to-Market

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.

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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.
• 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
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

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TECHNOLOGY TRANSFER RESOURCES

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

https://techlinkcenter.org

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INNOVATION GENERATES ECONOMIC GROWTH

TechLink Study: 663 DoD Licenses Results

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TECHNOLOGY TRANSFER IN YOUR LIFE

CASE STUDY: PtCr ALLOY CORONARY STENTS

CASE STUDY: INVISIBLE BRACES

CASE STUDY: SIRI

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HOW CAN THE FLC HELP YOU?

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

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.
FLC BUSINESS BY THE NUMBERS

- 14,000 Available Technologies
- 300+ Laboratories
- 300+ Laboratories
- 18 Agencies
- 200+ Funding Opportunities
- 2,600+ Facilities
- 100+ Programs

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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.
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!

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VISIT FLCBUSINESS.ORG

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.

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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.