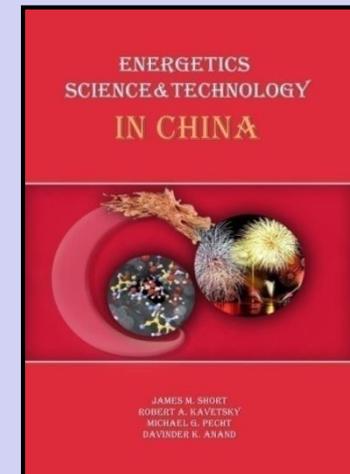
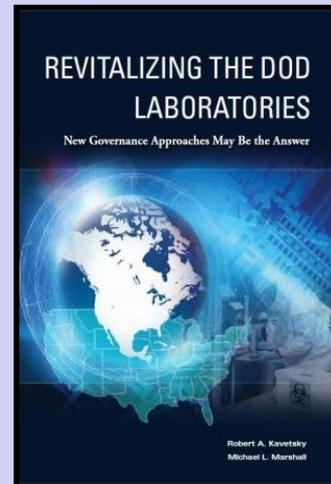
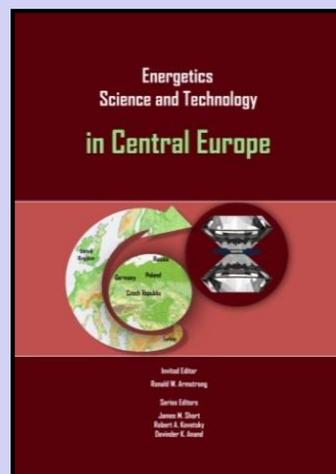
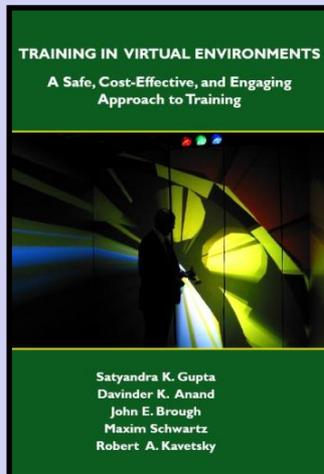
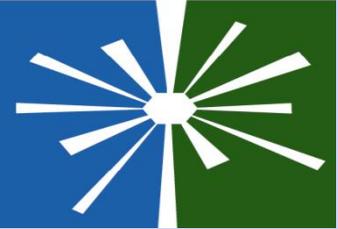


A Bit about ETC...

- Established in 2006; 501 c3 organization
- 40+ subject matter experts in science, engineering, policy
- Locations in White Oak, Indian Head, Harford County MD.
- Breadth of Work: Energetics, Robotics & Autonomy, Informatics, Platform Vulnerability, ***Incubation and commercialization***, Policy Development

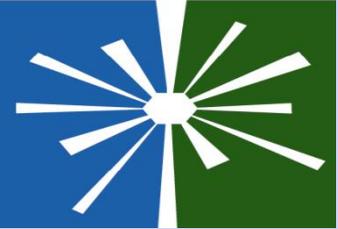




Bottom Line - Upfront

- Doing T2 in a mission-focused agency can be a tough slog
- Key is somehow tying T2 to mission success
- For DoD, a LOT of focus on innovation provides an opening for T2 advocacy

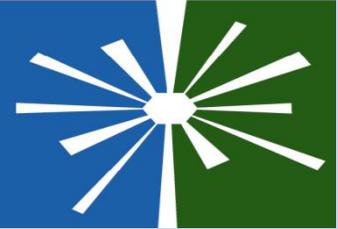




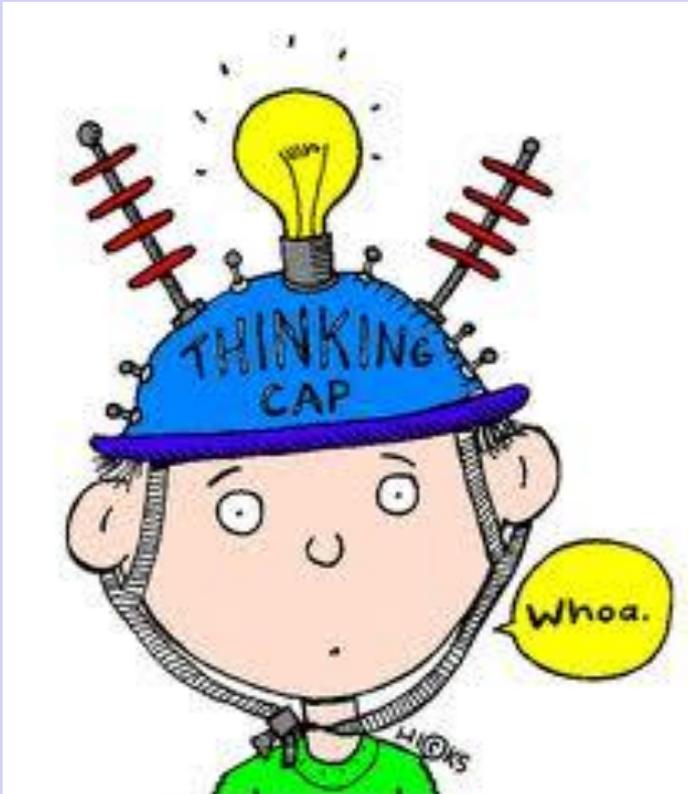
Army Research Laboratory's Open Campus Model

- Open Campus (OC) launched in 2013
- Four OC Industry Days
 - (Dec 14, Nov 15, Nov 16, Oct 17)
- Since its inception, OC has:
 - Increased CRADAs from 41 to well over 200
 - Leveraged \$51M in Funding from CRADAs
 - Initiated new facilities projects
- OC is changing the culture within ARL





Some things we learned along the way...



- Understand lab's internal T2 processes first thing
- Involving legal counsel critical - Do they have lawyers working to get to YES?
- Figure out how to get a couple of internal technical champions early on
- Coachability (not just technical brilliance!!) important

<https://www.arl.army.mil/technologyoutreach>



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