FLC

Federal Laboratory Consortium
for Technology Transfer

Technology Transfer for Beginners

Orlando, Fl.
April 23, 2019

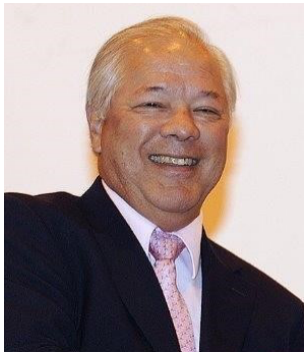
Moderator and Trainer

Janeya Griffin

janeya.t.griffin@nasa.gov

Trainers

Robert Griesbach, Ph.D.
robert.griesbach@ars.usda.gov



Franklin Hoke
fhoke@griffissinstitute.org

Thomas Stackhouse, Ph.D.
stackhot@otd.nci.nih.gov

Agenda

- What Is Federal Technology Transfer?
- Why is T2 Important?
- Understanding Intellectual Property
- The T2 Process and Your Role In It
- Your Toolbox

Sign-in Procedures

- Sign in this morning and afternoon to verify that you completed the course.
- We will pass around the sign-in sheet.

Course Materials

- Course book and handouts
- “The Green Book”
- T2 Desk Reference
- Don’t have materials? Check in at registration to pick them up.

Add/Drop

- Not the course for you? You can add/drop till 9:45 am.
- Trade in your books at the registration desk.
- Be sure to sign in to your new course.

Evaluate the Course

- Your feedback is our most useful tool!
- Evaluation form in your books.
- Hand it in at registration.

Credit

- You can still register for continuing education credit at eu.montana.edu/flc.
- You'll receive "credit" for completing this course in the form of an online badge you can share with your social networks. Look for an email from Credly for your badge.

What Is Federal Technology Transfer?

WHAT IS TECHNOLOGY TRANSFER?

Process by which federal

Knowledge

Facilities

Capabilities

are used to fulfill public and private needs

WHAT IS TECHNOLOGY TRANSFER?

- Further **development** or **commercialization** by a partner
- **Collaborative research** to solve a joint problem or technology need
- Way to get federally developed technology to the **marketplace**
- **Assistance** to nonfederal parties that they **can't get elsewhere**

Federal Labs Can Partner With…

- Businesses?
- Academia?
- Nonprofits?
- Government entities?
- Foreign entities?
- Individuals?
- Other?

✓YES

Can you think of an example?

Is this T2?


Space Exploration Makes Big Difference in Small Business
Proportional
Integral
Derivative
Exit full screen
1:09 / 3:07

True or False?

A lab needs a ton of money and high-impact research to perform T2.

This Is T2

A scientist at a federal lab isolates a new chemical compound. A multinational corporation pays the lab a licensing fee to use that compound in the new allergy medicine it hopes to sell.

This Is T2

A military research facility has identified the properties of a new material that could make troops' clothing safer and lighter. The Department of Defense starts looking for manufacturers who can perfect this material and turn it into the uniforms the troops need.

This is T2

Inventors have designed a prototype, but need to make sure it works under very specific extreme wind conditions. They turn to a federal lab that has the best type of wind tunnels for these simulations. For a small fee, the inventors use the lab's wind tunnel facility and testing equipment to validate the prototype.

This Is T2

A federal scientist and an entrepreneur are both trying to improve solar panels. They decide to pool their efforts and work together to develop a cheaper, smaller solar panel than any other on the market.

This Is T2

Scientists from NASA, NOAA, EPA, DOE establish a joint project to track and map climate data analysis.

This Is T2

A small business can't figure out why its latest quality tests aren't working. A scientist at federal lab is the industry's foremost expert, and spends several hours looking at the company's work and makes recommendations.

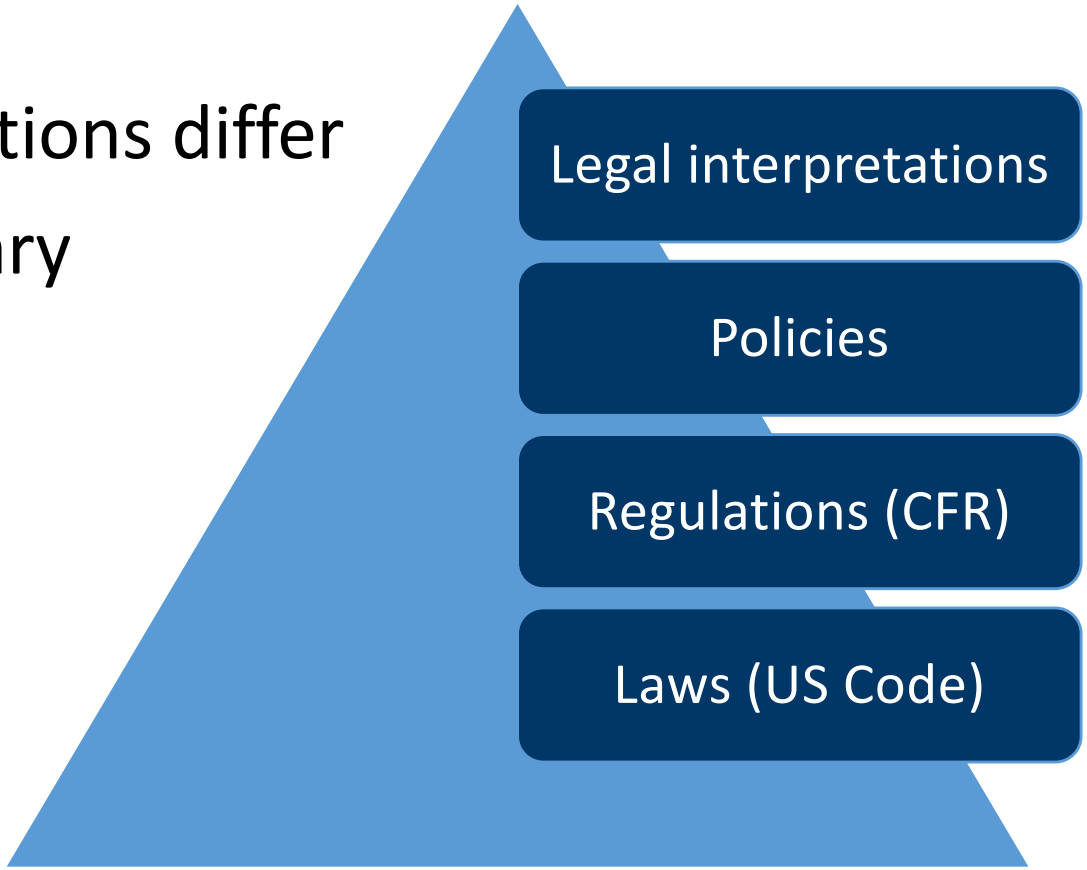
This Is T2

Farmers go online to access public data sets about water quality and weather trends published by federal agencies.

T2 is made possible by a series of laws authorizing these activities.

It's Different at Each Agency

- Not all laws govern all agencies
- Laws apply differently
- Agency codes of regulations differ
- Legal interpretations vary



Case Study

Why Is Federal T2 Important?

WHY IS TECHNOLOGY TRANSFER IMPORTANT?

LAW

IMPROVE OUTCOMES

RETURN ON INVESTMENT

PROTECT INTELLECTUAL PROPERTY

MONEY FOR R&D

HELP ECONOMY

WHY IS TECHNOLOGY TRANSFER IMPORTANT?

Stevenson-Wydler Act

1980

- T2 is a priority
- Establishes ORTA

Space Act
1958

E.O. 10096
1950

FOIA
1966

Bayh-Dole Act

1980

- Inventors retain title
- Government Use License

Federal Technology Transfer Act

1986

- Authorizes CRADA
- Charters FLC
- More T2 incentives

Omnibus Trade & Comp. Act
1988

Small Bus. Innovation Dev. Act
1982

E.O. 12591
1987

National Competitiveness Tech Transfer Act

1989

- Extends CRADA authority to GOCOs

WHY IS TECHNOLOGY TRANSFER IMPORTANT?

Amer. Tech Preeminence Act 1991

Nat. Tech Transfer & Advancement Act 1995

Small Bus. T2 Act 1992

T2 Commercialization Act 2000

Energy Policy Act 2005

America COMPETES Act 2007

America Invents Act 2011

White House T2 Memorandum

2011 • Directs agencies to accelerate and streamline T2 processes

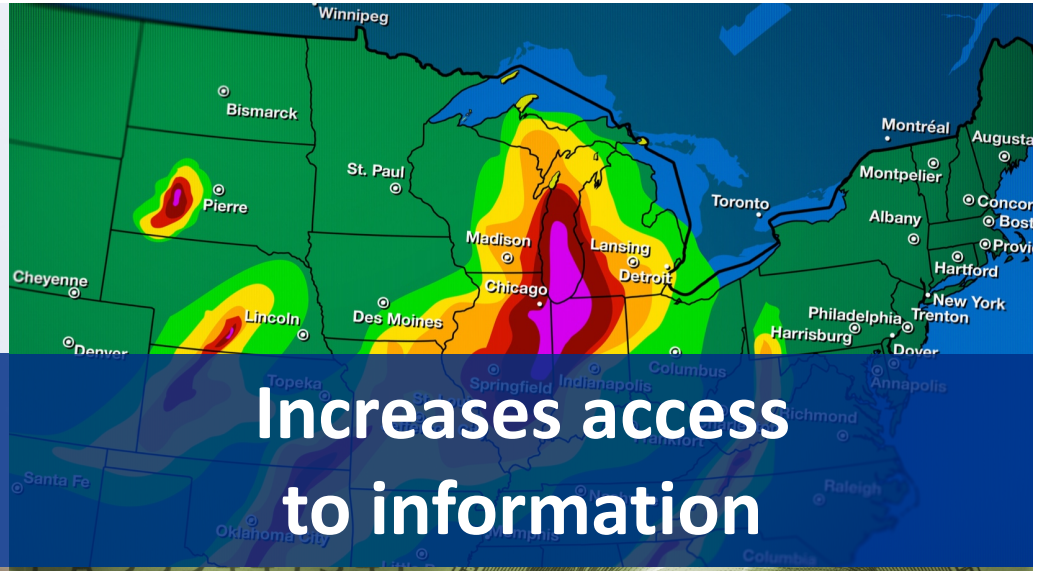
Other authorities spring up as T2 grows

T2 Helps Industry …

- Gain access to unique skillsets and capabilities not privately available
- Leverage federal resources to get products to market faster
- Improve their research by sharing information and resources

T2 Helps the Public/Citizens…

Solves market needs



Increases access to information

Creates jobs

Yields greater return on their tax dollars

T2 Helps Your Lab…

- Reward its inventors
- Advance its R&D missions
- Access industry resources and expertise
- Become recognized for its capabilities
- Augment budget/recoup costs (an incidental benefit)

Case Study

Intellectual Property

INTELLECTUAL PROPERTY

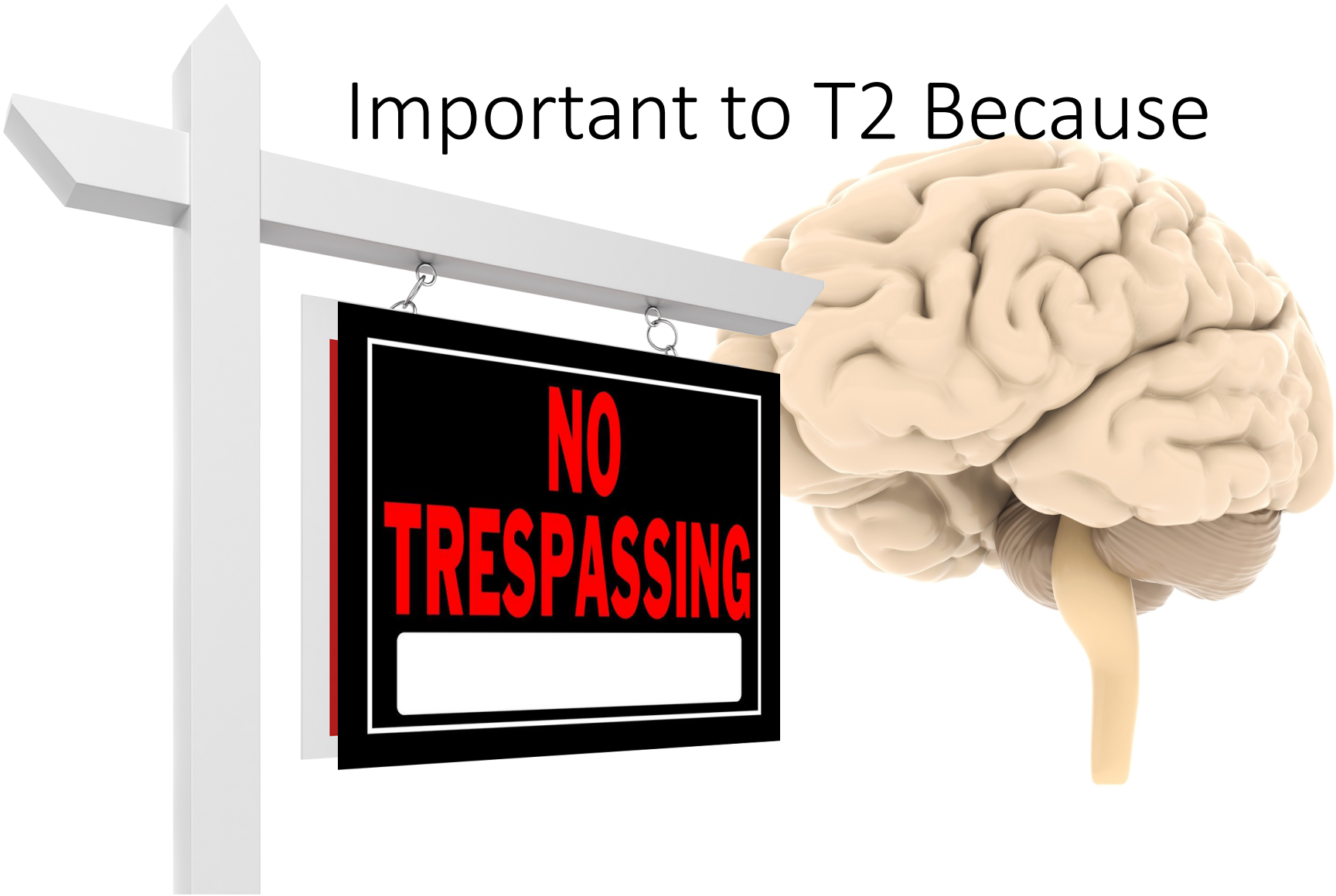
IP Matters Because

- **F**ounded in the U.S. Constitution
- **A**dvance technologies
- **C**redit to leading experts
- **E**conomic value

Invention

Intangible product made tangible in a specific form

Important to T2 Because



Balancing Act

Promote creativity
Public access

Promote competition
Right/need to control use

Patent


Protects new and useful:
• Composition of matter
• Articles of manufacture
• Machines
• Processes
…and new and useful improvements to all of these.

Allows owners to **exclude** others:

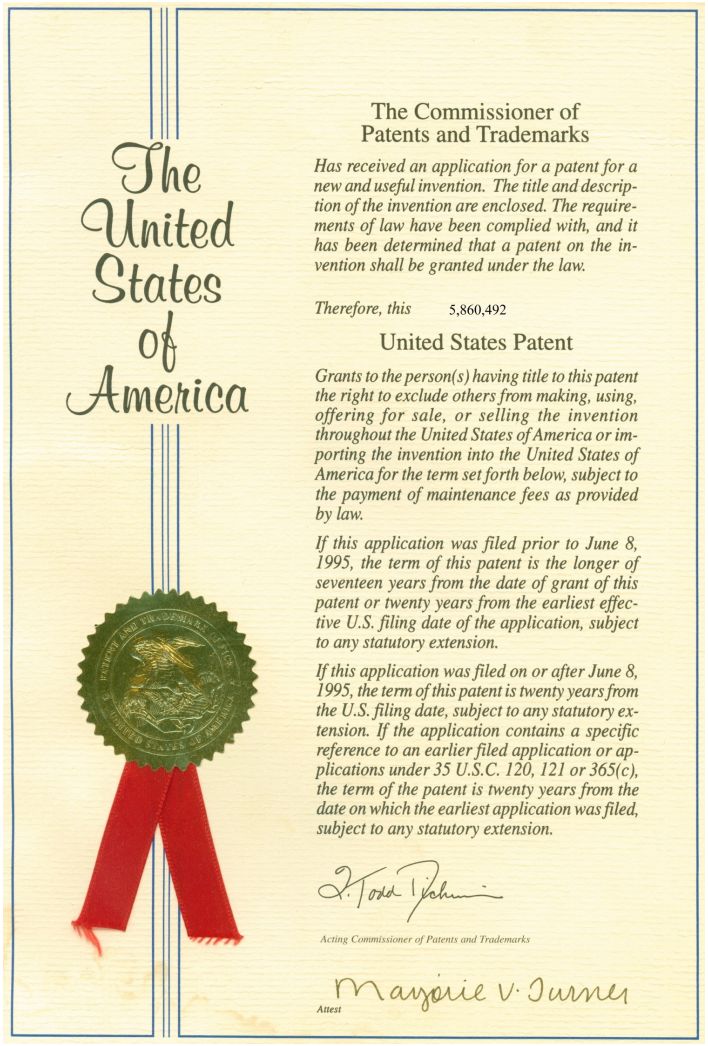
- **S**elling
- **U**sing
- **M**aking
- **O**ffering to sell

Invention Must Be

- **N**ovel
- **U**seful
- **N**on-obvious

Seeking a patent

The first inventor to file for a patent is the one who gets it. (The U.S. adopted this standard in 2011 with the America Invents Act.)



The United States of America

The Commissioner of Patents and Trademarks

Has received an application for a patent for a new and useful invention. The title and description of the invention are enclosed. The requirements of law have been complied with, and it has been determined that a patent on the invention shall be granted under the law.

Therefore, this 5,860,492

United States Patent

Grants to the person(s) having title to this patent the right to exclude others from making, using, offering for sale, or selling the invention throughout the United States of America or importing the invention into the United States of America for the term set forth below, subject to the payment of maintenance fees as provided by law.

If this application was filed prior to June 8, 1995, the term of this patent is the longer of seventeen years from the date of grant of this patent or twenty years from the earliest effective U.S. filing date of the application, subject to any statutory extension.

If this application was filed on or after June 8, 1995, the term of this patent is twenty years from the U.S. filing date, subject to any statutory extension. If the application contains a specific reference to an earlier filed application or applications under 35 U.S.C. 120, 121 or 365(c), the term of the patent is twenty years from the date on which the earliest application was filed, subject to any statutory extension.

Acting Commissioner of Patents and Trademarks

Attest

Seeking a U.S. patent: Patent Prosecution

1. Engage IP attorney
2. Submit patent application to USPTO
   - Optional – provisional application
   - Non-provisional application

If granted, a patent protects your IP for 20 years from your filing date.

Seeking a foreign patent: International Prosecution

Patent Cooperation Treaty establishes filing dates.

1. File PCT application
2. Then file in national stages based on those dates.

Dates and duration for protection vary by country, but are strict.

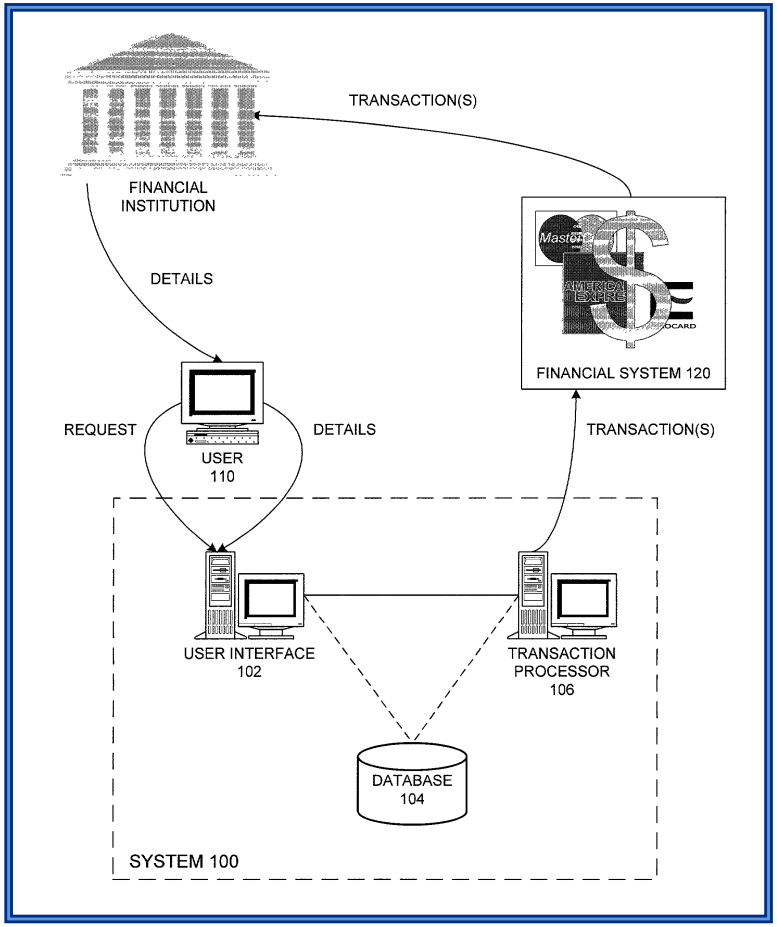
What is this?

A system and method for verifying a financial instrument or a user's authorization to use a financial instrument. The system initiates one or more verifying transactions involving the instrument, with details that may vary from one transaction to another, such as the type of transaction (e.g., deposit, credit, debit), amount of the transaction, number of transactions, the merchant or vendor name or account for the transaction, and so on. Selected details, particularly variable ones are saved in the system. The user accesses information regarding the transaction, by accessing it on-line, via telephone, in a monthly statement, etc. The user then submits the requested details to the system, which compares them to the stored details. If they correspond, then the user may be allowed to use the instrument (e.g., for a purchase, a fund transfer).

Answer

A PayPal business method
(U.S. Patent 7,430,537)

PayPal



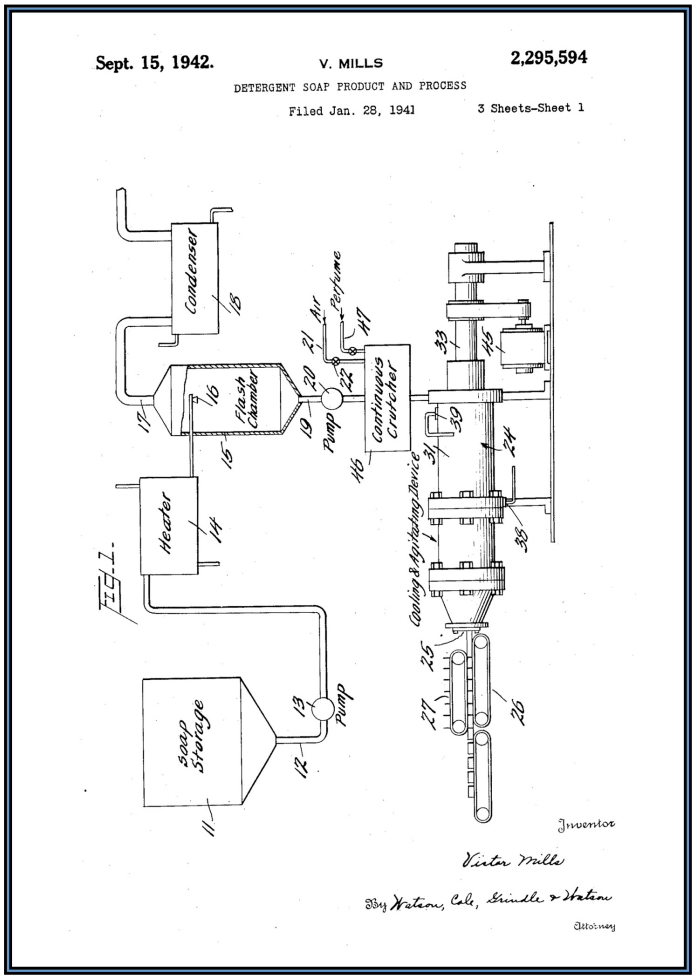
What is this?

The principal object of my invention is to provide by a relatively simple, economical, and continuous process a solid extruded soap containing a substantial proportion of soap in the readily soluble beta phase, and exhibiting a combination of other desirable characteristics not found in other soaps of similar phase composition. An especial object is to produce soap having a high sudsing rate, in all cases higher than the sudsing rate of ordinary framed soap of identical chemical composition, a quality which makes my new soap especially suited for use in hard water or in cold water.

A feature of the invention is that an aerated soap may be treated, without essential alteration of the steps of the process, in such a manner that it will be given an improved sudsing quality, thus producing a floating soap having all the desirable characteristics of my product.

Answer

A process for making Ivory Soap
(U.S. Patent 2,295,594)


Sept. 15, 1942. V. MILLS 2,295,594

DETERGENT SOAP PRODUCT AND PROCESS

Filed Jan. 28, 1941 3 Sheets-Sheet 1

The figure below is from a design patent for what?

A. Hair comb

B. Headlight accessory

C. Mustache guard

D. Salad serving implement

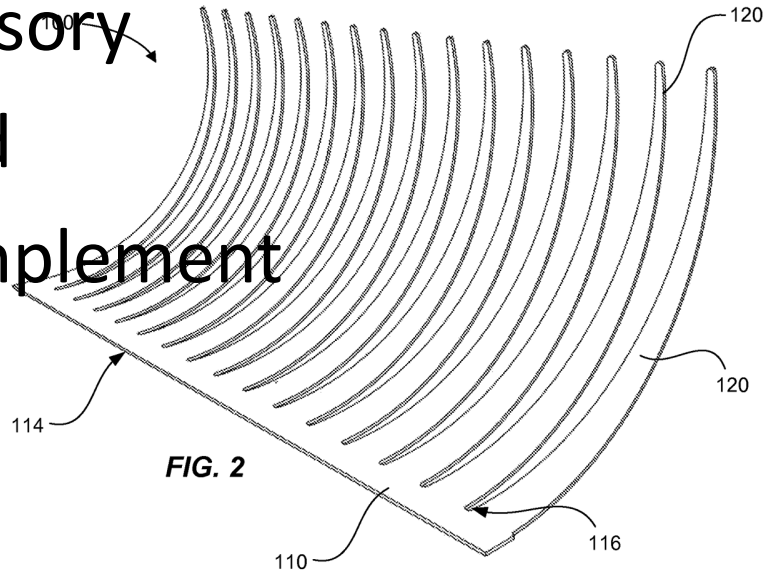
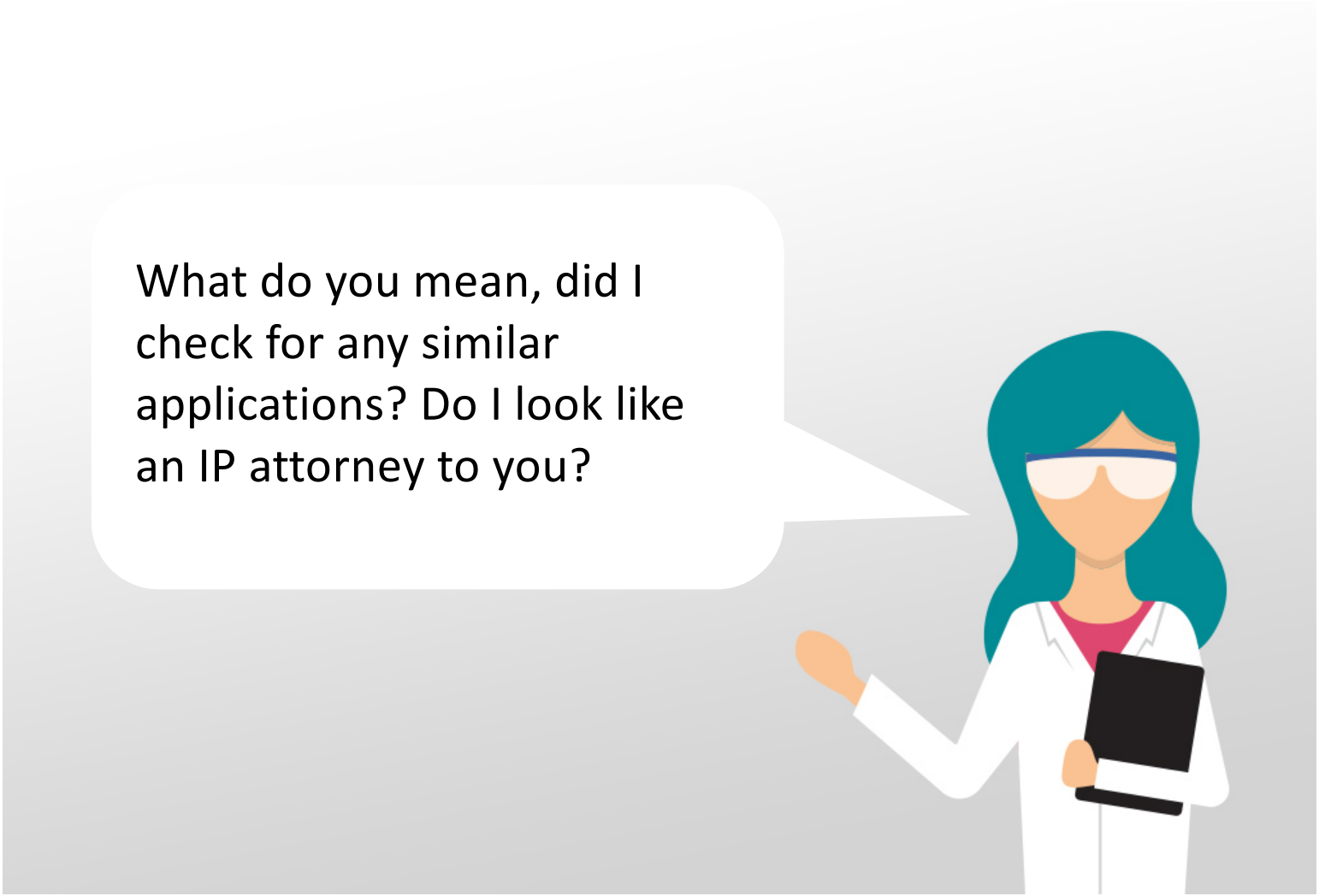


FIG. 2

B. Headlight Accessory

Why It Matters

- Foundational for T2
  - – Allows government to protect how its inventions are used
  - – Lets government grant technology to commercializers without having to give it to everyone
- Royalties incentivize invention for some
- Making money is a business incentive


What do you mean, did I check for any similar applications? Do I look like an IP attorney to you?

Trademark

- Name/style of logo and product
- Protects:
  - Word
  - Symbol
  - Or combination thereof

to indicate a source of goods

TM = unregistered goods

SM = unregistered services

You can claim use, but not a formal legal protection

= registered trademark (legal protection granted by USPTO)

- Must be renewed every 10 years
- Protected as long as mark is in use

Why it Matters

- Some federal agencies can use trademarks – if authorized by Congress
- Important for preserving perception – brand, marketing, quality (key T2 concepts)

BURGER


amazon


FedEx
®

(Service branches have special authority.)

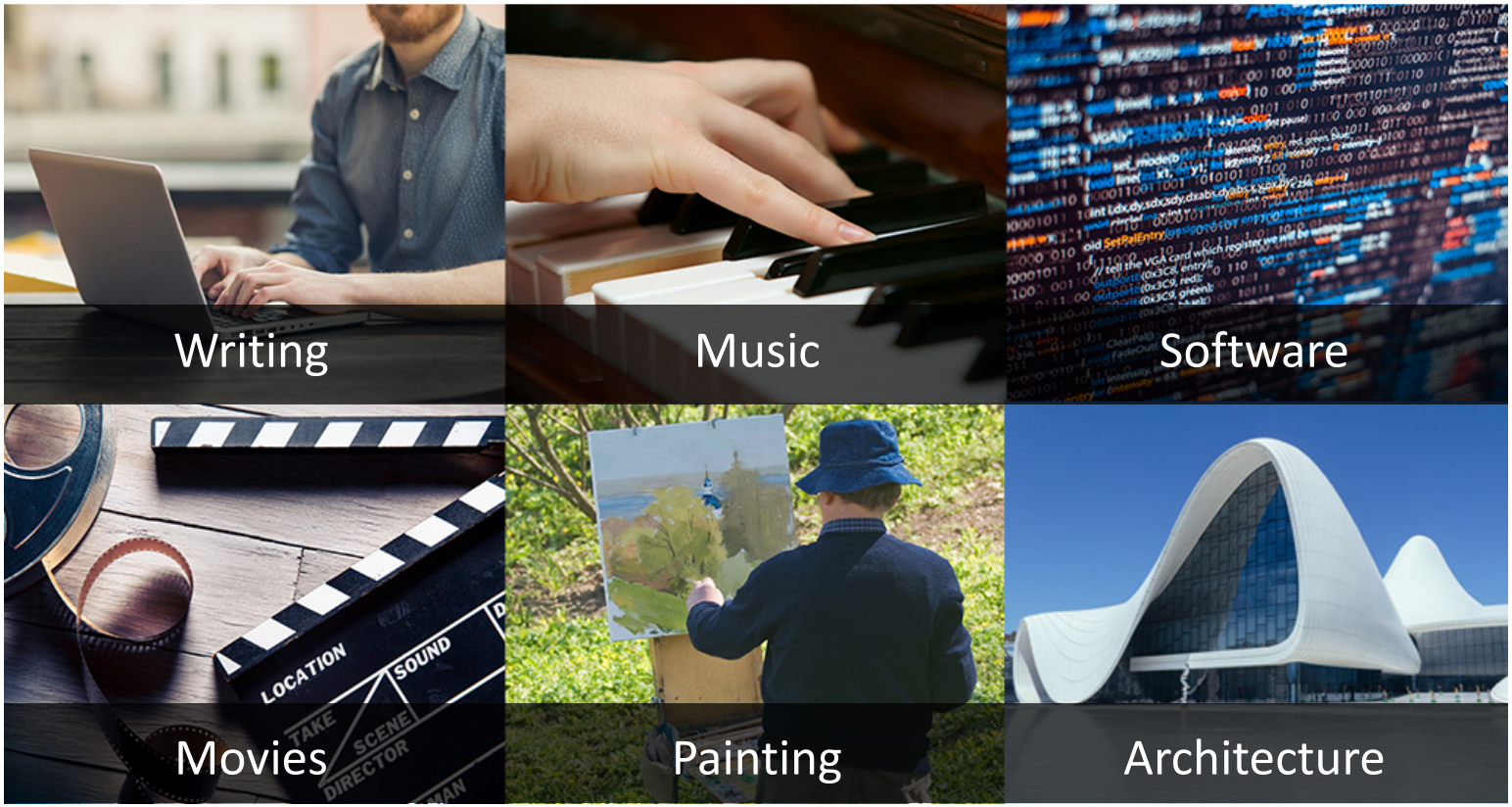
Copyright

Grant Wood

Claude Monet

Copyright: Tangible Expression of products of the mind

…(not subject matter)



= registered with U.S. Copyright Office

Copyright doesn't **require** registration, but you need it to protect against infringers

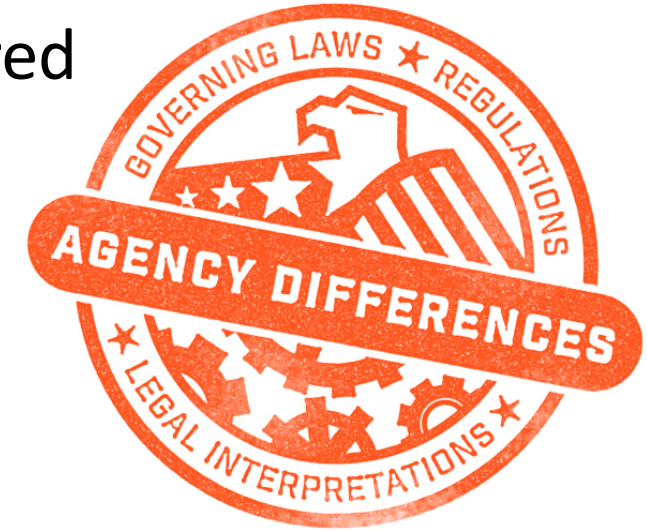
Protected for the author's

Life + 70 years

Feds can't receive copyright*

*…sort of.

- Can hold rights transferred to them
- Some laws are slowly changing because of **software**



Why It Matters

- Groups you work with may have or want to:
  - Protect their copyright
  - Give their copyright to you
- Software is an increasing T2 concern

Trade Secrets

- Kept from public knowledge
- Gives owner a competitive advantage

Requirements

Can be kept as long as those who know the secret keep quiet.

Not registered anywhere…but stealing/misuse is still illegal.

Coke Formula

FLC INTELLECTUAL PROPERTY

Bush's Baked Beans

Why It Matters

- Feds can't have trade secrets (that's why we have classified info)
- But T2 partners may, and they need to keep them safe – and will want to know you can protect their secret.

Case Study

The T2 Process and Your Role In It

Your Role

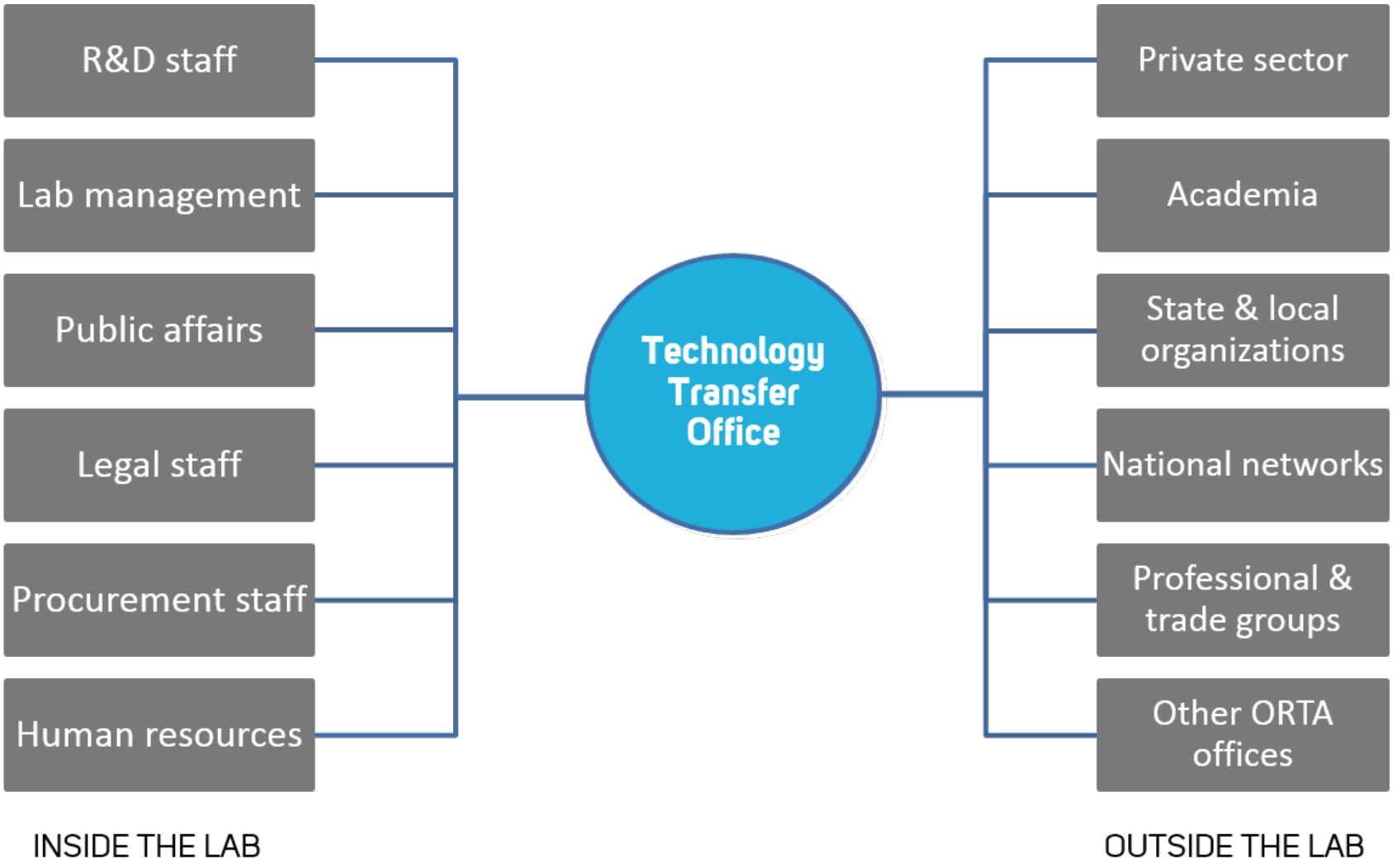
The T2 Office…

- What law?
- Official authority
  - Agency heads delegate signing authority to lab directors
  - ORTA/T2 office formally designated at labs or agencies

Some large….

Some tiny

Focal point for T2



Roles Inside the Lab

T2 Office Duties May Be…

Agreements/ Mechanisms

- Choose
- Develop
- Negotiate
- Shepherd

IP

- Help identify
- Track disclosures
- Work with patent counsel
- Deal with subject inventions
- Manage licenses and agreements

Legal Authorities

- Keep up to date on laws
- Educate others
- Search for creative ways to do T2 while meeting legal requirements

Marketing

- Promote lab technologies and capabilities
- Inform on the value of T2 and the lab (internal AND external)

Networking/Outreach

- Industry
- Other labs
- Economic communities/ development orgs
- State & local governments
- Academia
- Venture capitalists
- Etc.

Expert

- Stay knowledgeable
- Know mechanisms in and out
- Train and educate lab staff

Tracking/Reporting

- Metrics
- Results
- Process
- Impact

Represent Your Lab in FLC

- Vote (if official Lab Rep)
- Submit successes, lab, awards
- Get updates
- Maintain lab's FLC Business data

- Some labs/agencies have you do more than others do

T2 Mechanisms

The authorities and agreements that make it happen

"Well, I want to get a CRADA in place and do an MTA because my partner and I think we can..."

NOPE

"Don't tell me how to do it, tell me **what you want to do**."

FLC

THE T2 PROCESS AND YOUR ROLE IN IT

What you can do depends on:

- Project
- Law
- Policies

FLC

THE T2 PROCESS AND YOUR ROLE IN IT

THE BIG 2

- LICENSE
- CRADA

LICENSING:

"THE UTILIZER"

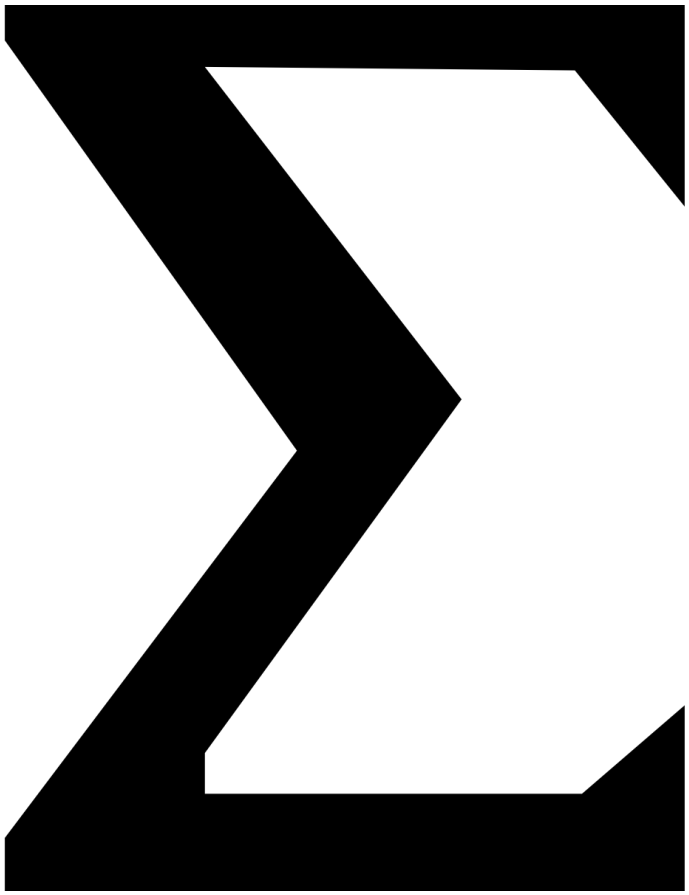
OF GOVERNMENT INVENTIONS

Contract that sets an IP owner's terms to give another party permission to use the IP

Sell

Use

Make



Refresher

- All these things can (sometimes) be licensed:
  - Patented processes, machines
  - Plant varieties
  - Software
  - “Other” inventions

THE T2 PROCESS AND YOUR ROLE IN IT

Licenses can:

- Be for research or commercialization
- Be royalty free or income-bearing
- Divide rights to IP by field of use, geography, etc.
- Include lab support or not

License Types

Nonexclusive

Exclusive

Partially exclusive

Co-exclusive

License Requirements – Government **Musts**:

- Substantial U.S. manufacturing
- Small business preference
- Government Use License retained

Negotiables – Government "Can-Bes"*:

- Royalties
- Ties to CRADAs
- Fields of use

*Depends on agency policies

When Can You Pursue Exclusivity?

- Easy:
  - If you invented it together
- Hard:
  - Scope is what's needed – not more
  - Doesn't suppress competition
  - Practical application won't work without it
  - It's critical for getting the necessary capital investment

Watch For – Ethical Issues:

- Keep inventors out of negotiations
- Use royalty income appropriately (e.g., no hiring fed. employees)
- Keep any CBI from licensees protected/secure

CRADA:

"THE FLEX"

(FLEXIBLE COLLABORATION MECHANISM)

Agreement with a partner to conduct joint R&D

- **P**: Help **private** sector improve technology or processes
- **Y**: Work with partners to improve lab's (**your**) technology or processes
- **T**: Develop a technology or process **together**

Q: Who Can You Partner With?

A: Just about anyone.

- Nonfederal parties
- One or more parties
- Foreign parties

What's the point?

- Better science
- Recognition for your work
- More funds to the lab
- More bang for your buck
- Help the economy
- "Ins" with industry trends

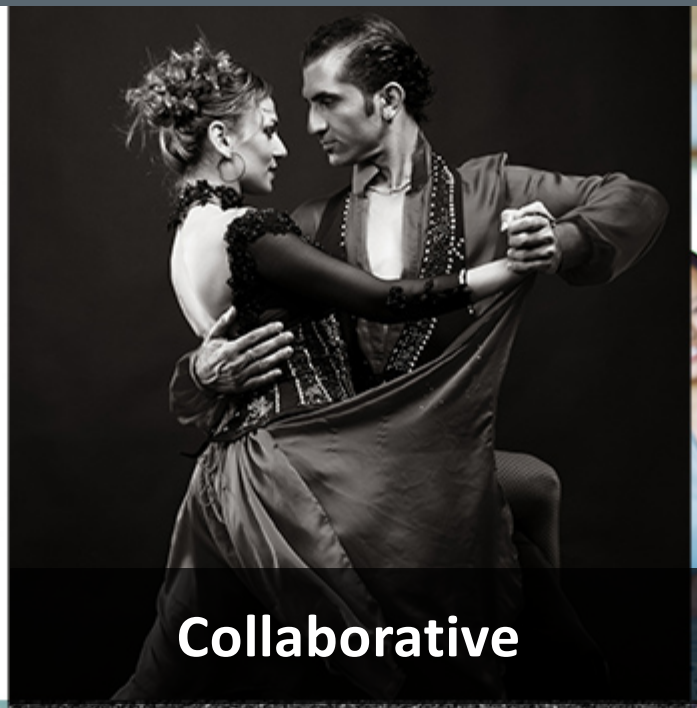
What's in it for me?

- Access to federal facilities, expertise
- Advance your R&D with existing resources
- Help create a product
- Invent things
- More bang for your buck
- First right to negotiate exclusive license

What about us?

- Solves public problems
- Gets products to market faster
- Increases return on tax dollars
- Creates industries/jobs

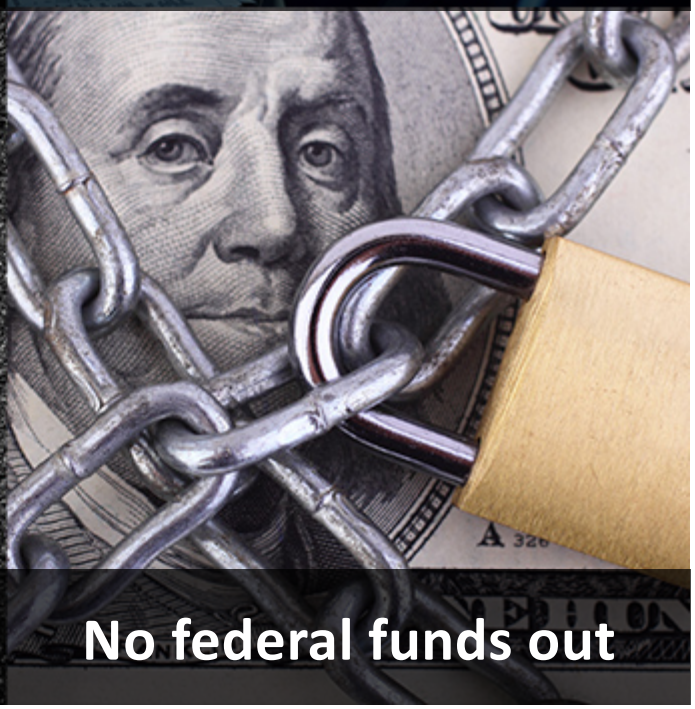
CRADA Criteria


Collaborative


Nonfederal partner


Consistent with mission


In-kind contributions


No federal funds out

You can provide

PERSONNEL

SERVICES

FACILITIES

EQUIPMENT

OTHER RESOURCES

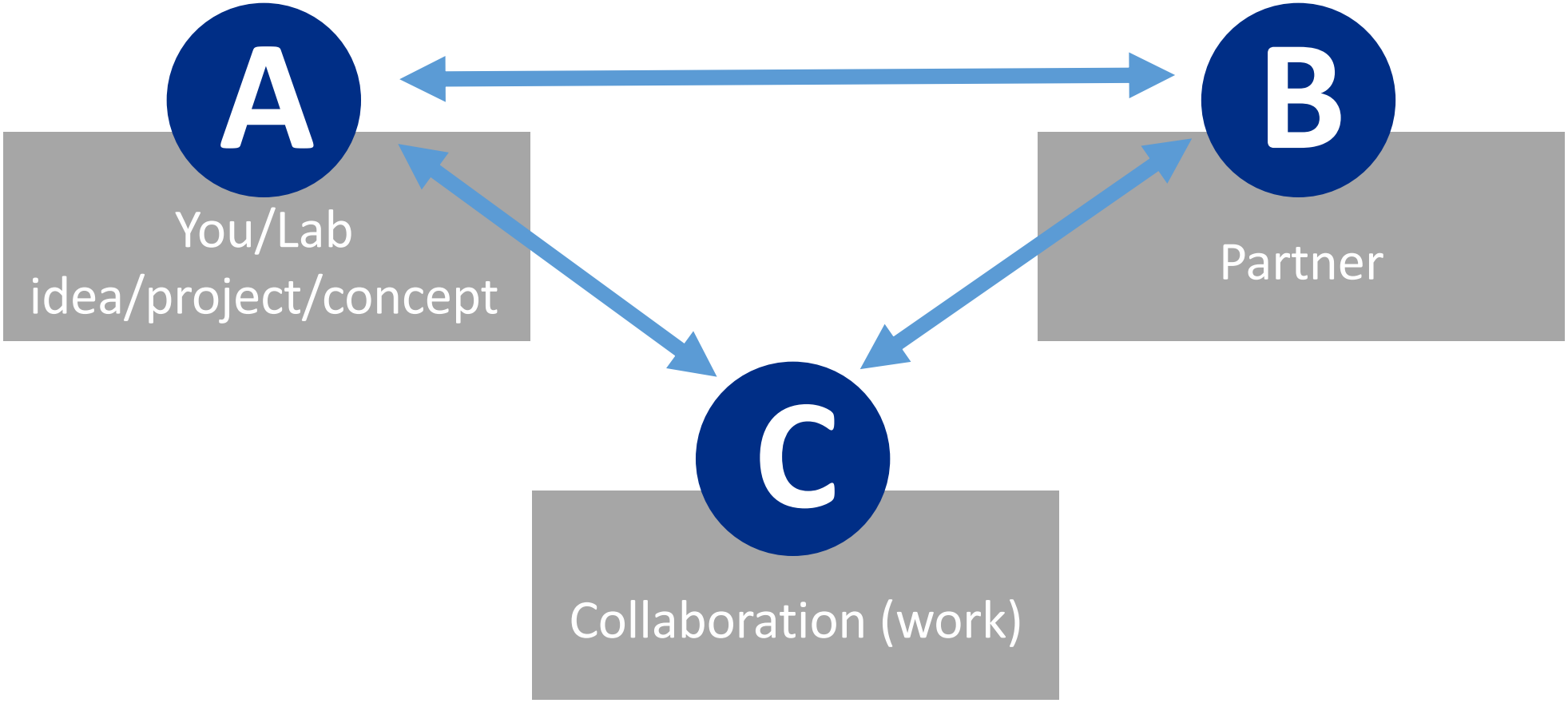
NOT FUNDS

Partners can provide

Protecting Proprietary Info

- Patent application
- Freedom of Information Act
- Subject invention
- 5
- Exception
- Confidential Business Information
- Generated

The CRADA Triad



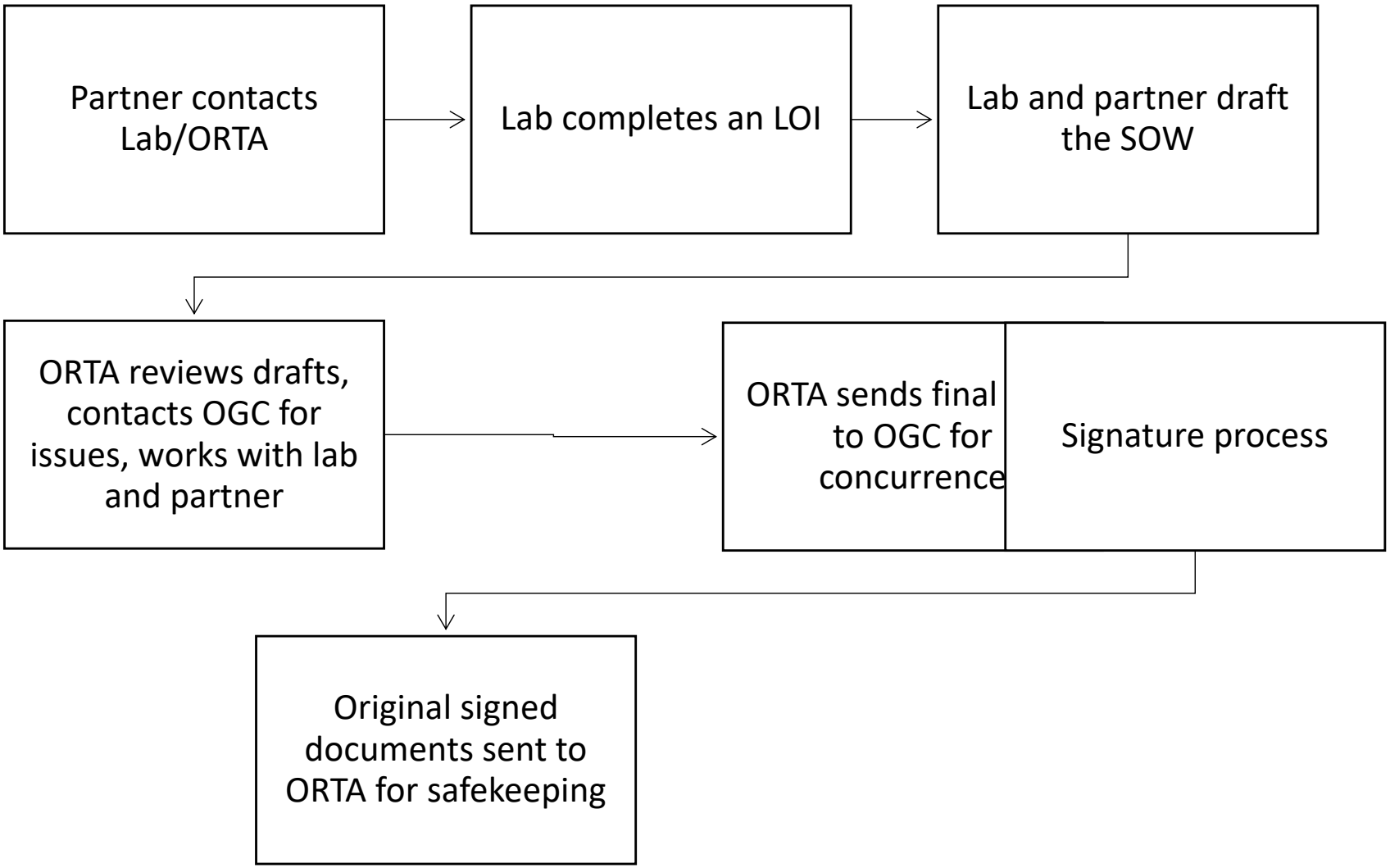
You can start at A or B. How you get to C depends on how you start.

Start at A: If you're looking for a partner

- Advertise
- Fair & open competition
- Clear selection criteria

(FedBizOpps, Fed Register, FLC Business, etc.)

Start at B: If a partner contacts you



Typical CRADA Components

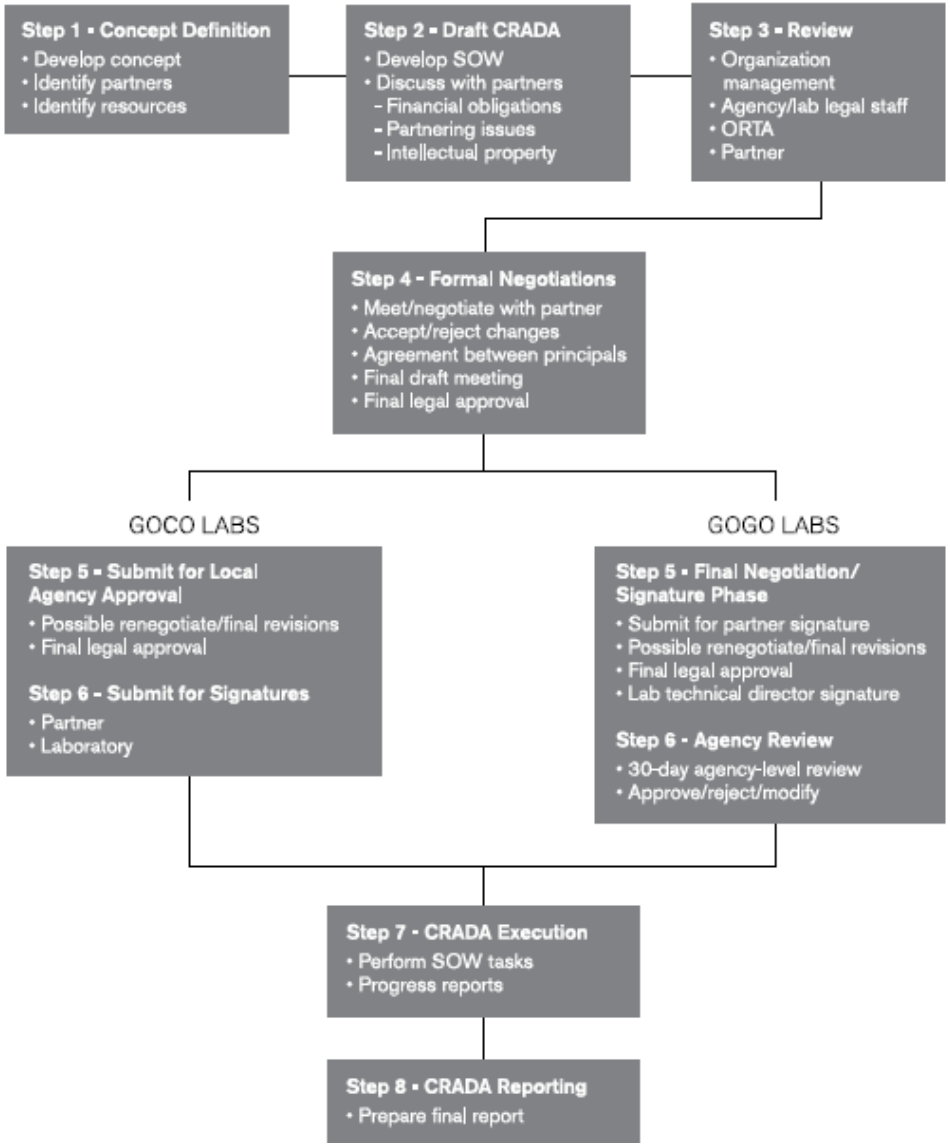
Precursors

- NDA
- LOI -> SOW

Sections

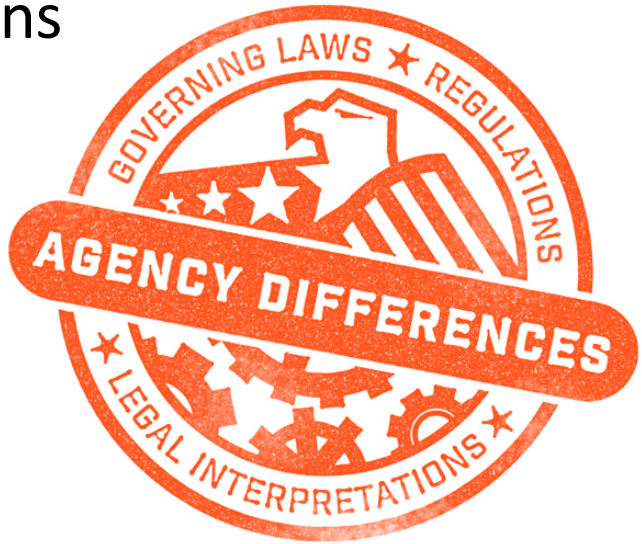
- Definition/Scope of Project
- Key Personnel
- Project Duration
- Costs and Expenses
- Data/Intellectual Property Rights
- Liability
- U.S. Preference
- Option to Pursue Follow-On License
- How to Change the Agreement
- Dispute Resolution
- Termination

Negotiation Process



After It's Signed

- PI and partner: do the work of the project (perform the SOW)
- You:
  - Get reports, track data
  - Process amendments/extensions
  - Conduct close-out procedures
  - Address disputes if necessary
  - MAYBE: Address IP, licenses



CRADA Sub-Types

- May be different templates/uses for
  - **MCRADA/MT CRADA**
    (for transfer of material with a little collaboration)
  - **Special Purpose CRADA**
    (shorter version for very specific uses)
  - **Clinical Trial CRADA**
    (with extra provisions to deal with human subjects)
  - **Limited Purpose CRADA**
    (more focus on transfer of material or equipment)
  - **Multiparty CRADA**
    (with extra provisions to account for more partners)

Other T2 Mechanisms Allow For:

- Helping partners
- Planning collaborations
- Providing funds to partners
- Providing consulting or services
- Resource sharing
- Use of facilities
- Alliances
- Informal/collegial exchanges

Transfer of materials

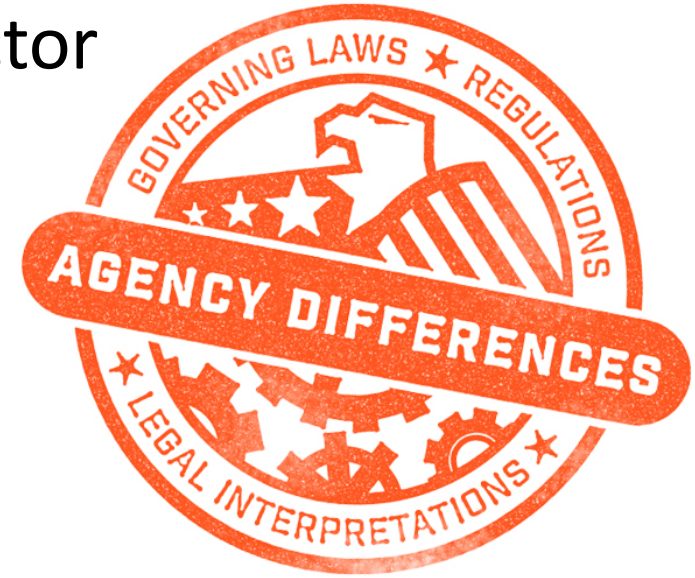
- Lab or partner shares a piece of technology or other material for research purposes
- Protects existing IP but grants no rights
- Common mechanism: Material Transfer Agreement

Facility Use

- Private party uses federal facility or engages lab to do so
- Can be proprietary or non-proprietary
- Common elements:
  - Cost recovery
  - No equivalent facilities in the private sector
  - Fair access
  - “Designated” facilities
- Mechanism examples:
  - Facility Use Agreement
  - User Facility Agreement
  - Facility CRADA
  - Commercial Test Agreement
  - Tech Deployment Center Agreement

Services

- Government can lend, sell, or rent services equipment, or materials
- Can't compete with the private sector
- Can be for reimbursement or not
- Mechanism examples:
  - Consulting
  - Work For Others
  - Work for Private Parties
  - Test Services Agreement
  - Commercial Services Agreement



Personnel Exchange

- Temporary assignment of personnel for a limited time
- Examples:
  - Guest researchers
  - Industry or lab fellows
  - Integrated Personnel Exchange

Technical Assistance

- Lab provides some help – knowledge, expertise, equipment, facilities
- Can be as simple as a brief phone chat, or more complex

Funding

- Grant – government provides funding for commercial R&D
- Cooperative agreement – government provides funds and is involved in the private research

- **COMPETITIVE PROCESS IS REQUIRED**

Precursor Agreements

- Memorandum of Agreement/Understanding: non-binding, general plan for working together
- Nondisclosure/Confidential Disclosure Agreement: allows potential partners to share CBI or proprietary info so they can explore a collaboration

Interagency Agreement

- T2 agreement between one or more federal agencies
- i.e., no nonfederal parties are involved

Educational Partnership Agreement

Government helps educational institutions with STEM initiatives

- Access to lab or its scientists
- Lesson plans or guest lectures
- Lend equipment

Partnership Intermediary Agreement

Some agencies have relationships with organizations that are set up to help with their T2 process

Knowledge Transfer

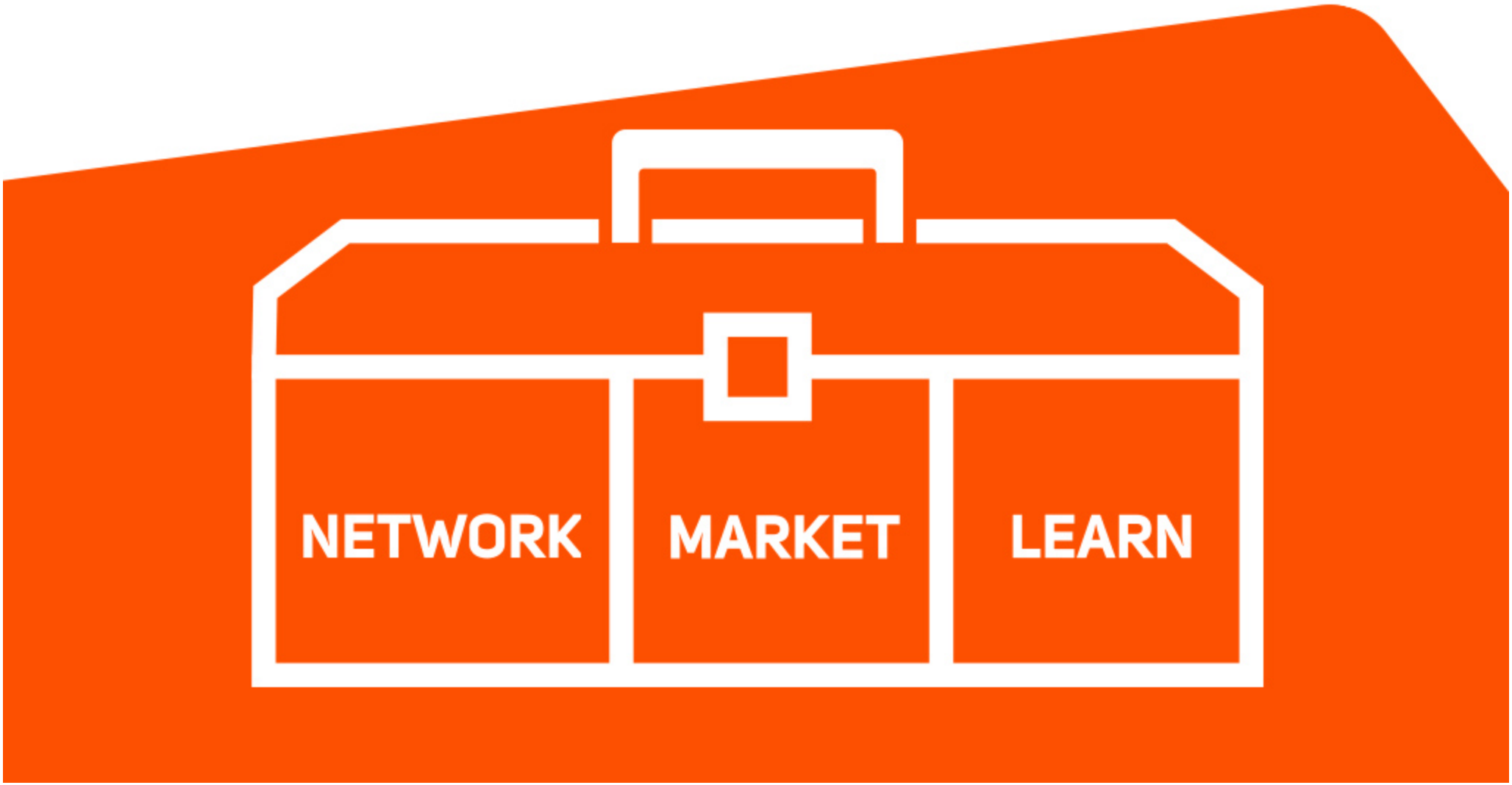
- Making public or sharing info for any use
  - Publications
  - Information exchange
  - Data sets
  - Free downloads
  - Etc.
- Informal T2 – agreements not involved

Agency-Specific

- Not all agencies have access to all of these
- Different names can be used for the same thing…
- Or the same name for different things
- Some agencies can do things others can't, e.g.,
  - Software licenses
  - Work with partnership intermediaries
- Some agreements are specific to an agency:
  - ARS Field Days
  - Space Act Agreements

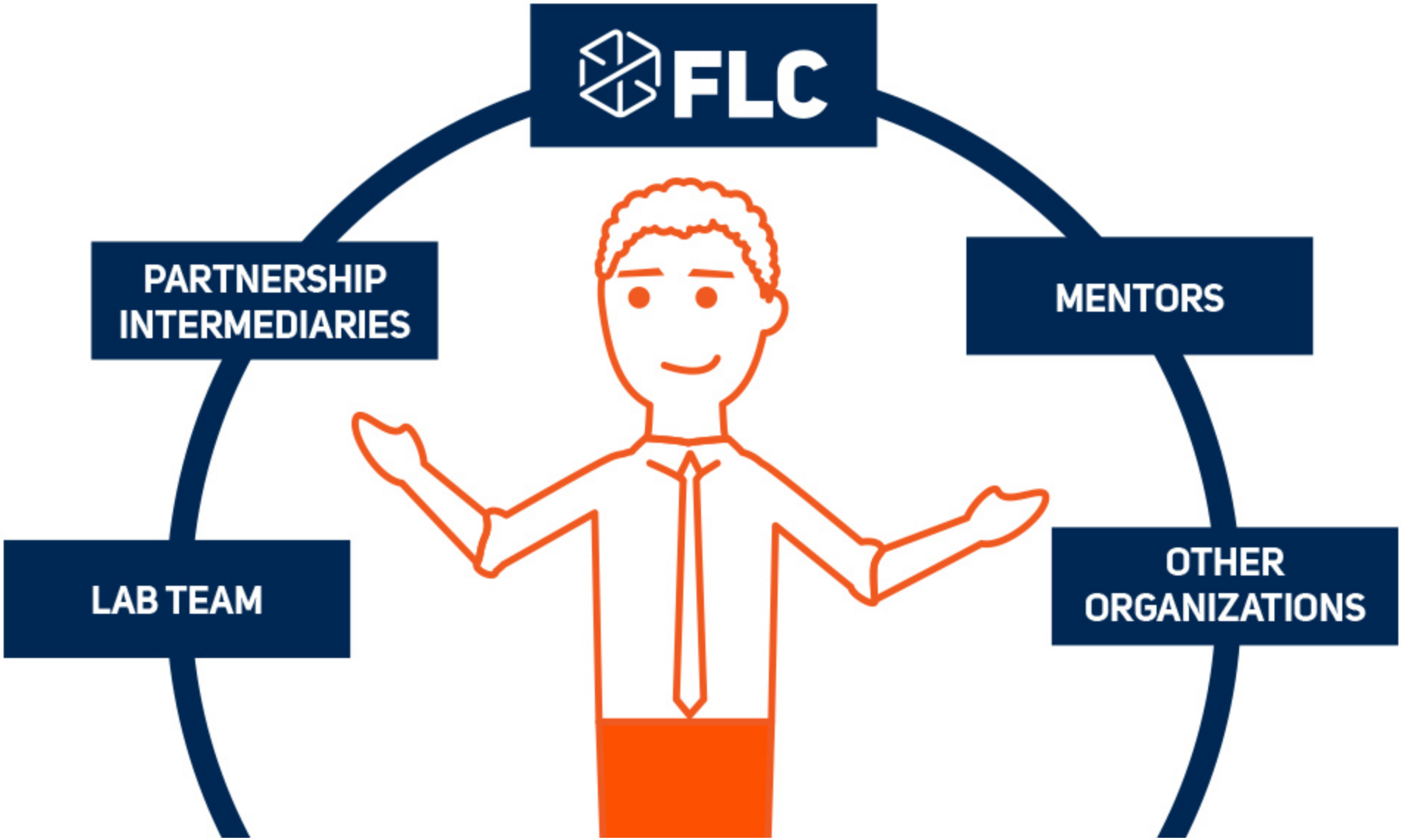
Activity: Is this a CRADA?/Case Study

Your Toolbox



Network

FLC YOUR TOOLBOX



Know Your Lab Team

- **Technical** → what are their projects/capabilities?
- **Administrative** → they help ensure smooth processes

  You need their:
  - Support
  - Signatures

- **Legal** → you need them for agreement reviews
- **Managerial**

All groups need training. You need buy-in from all groups

Your Lab Team - Make Connections

- **Technical**
  - Attend technical meetings
  - Ask them about their work
- **Administrative** → establish good working rapport
  - Explain goals of T2
  - Clarify difference between T2 and contracting
- **Legal**
  - Seek consistent “face time”
  - Promote the value of T2 to the lab
- **Managerial**

Register With the FLC

- Join email and mailing lists
- Official registrations for members:
  - Lab Rep (voting member) or Consortium Participant (registered member)
  - Join FLC Business and maintain your lab's info
- Attend national, regional events
- Find us online at @federallabs
- Participate in FLC Forum

Find Mentors

- FLC Mentorship Program
- Lab/agency mentoring programs
- Talk to people you meet

Partnership Intermediaries

Not-for-profits, wholly or partially government-funded to:

- Advise/counsel
- Assist
- Evaluate

your labs and other T2 programs

Partnership Intermediaries

National PIAs - "Closers"

- Virtual extension of the T2 office
- Closes the deal
- Help find partners
- Educate companies
- Help set plans, terms, expectations

Local PIAs - "Connectors"

- Local/regional organizations plugged into the specialized ecosystem
- Know the local players
- Have insight into different industries/sectors

Other Organizations

AUTM
Association of University Technology Managers®
Advancing Discoveries for a Better World®

TechConnect

ASSOCIATION OF UNIVERSITY RESEARCH PARKS
Creating Communities of Innovation

wbtoi™
OPEN INNOVATION

IRI Industrial™ Research Institute
Creating Innovation Leadership Solutions

AutoHarvest.org®
Collaborate, Innovate and Win

MONTGOMERY ECONOMIC DEVELOPMENT
MONTGOMERY COUNTY, MARYLAND
Locate Innovate Accelerate

Maryland TEDCO
Technology·Development·Corporation

SBIR·STTR
America's Seed Fund

LES™

TechLink

MINORITY BUSINESS DEVELOPMENT AGENCY
U.S. DEPARTMENT OF COMMERCE

SPIE.
CONNECTING MINDS.
ADVANCING LIGHT.

Innovation™
Global Network

SSTI

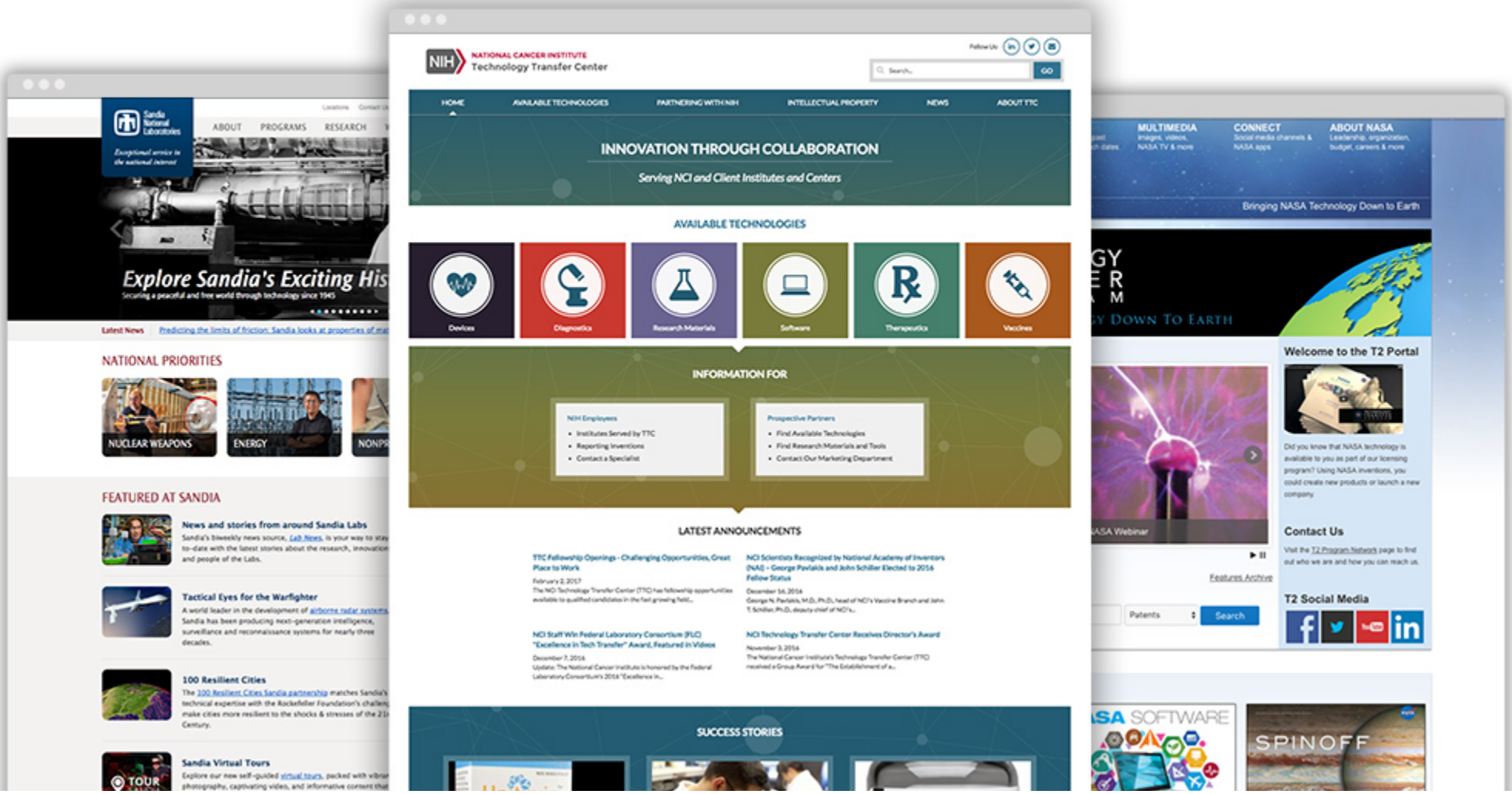
Market

Outreach

- Audiences:
  - Industry (potential T2 partners)
  - Experts in fields
  - Other organizations (universities, EDCs, business development groups, PIAs, etc.
- To sell:
  - Your lab as a service
  - Lab capabilities
  - Specific T2 opportunities

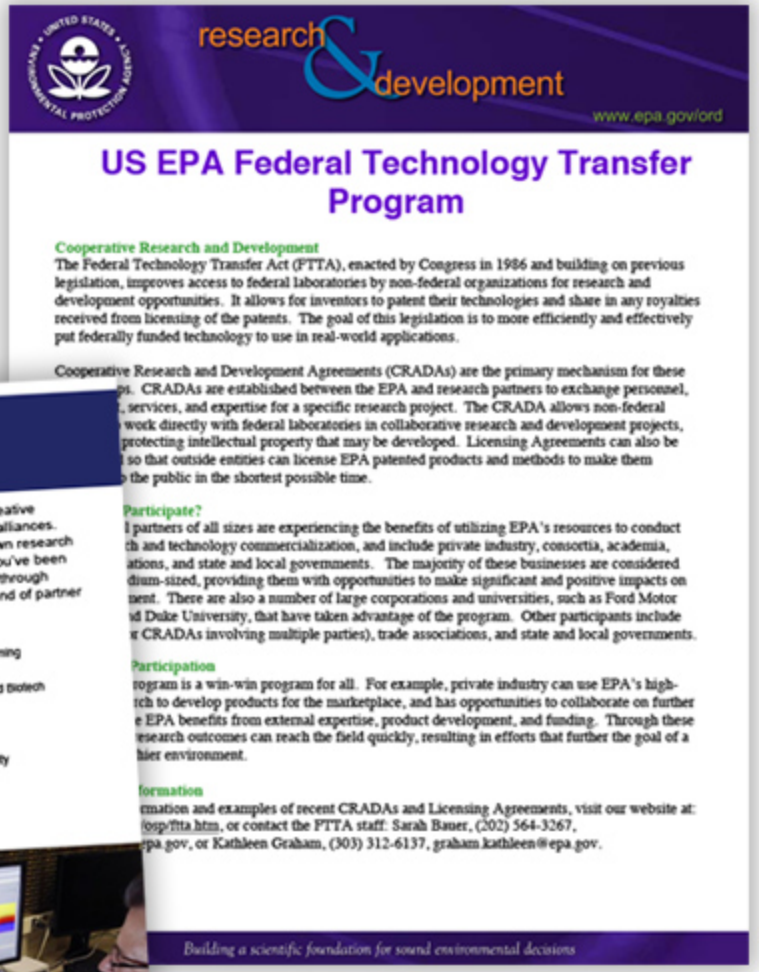
Your Website

Makes T2 accessible




Innovative Partnering
CONNECTIONS
Program Overview
AIR FORCE TECHNOLOGY TRANSFER


Industry
APPLICATIONS
There are a variety of ways to partner with us, and we take a creative approach to exploring collaborative possibilities, and long term alliances. Whether our expertise is most useful as an extension of your own research and development efforts, one of our technologies is just what you've been looking for, or the possibility of discovering something together through collaborative research exists, we have the flexibility to be the kind of partner you need.
Aerospace and Defense
Agriculture
Automotive and Transportation
Chemicals/Materials
Communications and Media
Computers and Electronics
Consumer Products
Education
Energy and Utilities
Entertainment and Gaming
Fabric and Apparel
Healthcare, Pharm and Biotech
Manufacturing
Medical
Oil and Gas
Security/Cyber Security


research & development
www.epa.gov/ord
US EPA Federal Technology Transfer Program
Cooperative Research and Development
The Federal Technology Transfer Act (FTTA), enacted by Congress in 1986 and building on previous legislation, improves access to federal laboratories by non-federal organizations for research and development opportunities. It allows for inventors to patent their technologies and share in any royalties received from licensing of the patents. The goal of this legislation is to more efficiently and effectively put federally funded technology to use in real-world applications.
Cooperative Research and Development Agreements (CRADAs) are the primary mechanism for these
CRADAs are established between the EPA and research partners to exchange personnel,
services, and expertise for a specific research project. The CRADA allows non-federal
work directly with federal laboratories in collaborative research and development projects,
protecting intellectual property that may be developed. Licensing Agreements can also be
so that outside entities can license EPA patented products and methods to make them
the public in the shortest possible time.
Participate?
partners of all sizes are experiencing the benefits of utilizing EPA's resources to conduct
and technology commercialization, and include private industry, consortia, academia,
ations, and state and local governments. The majority of these businesses are considered
dium-sized, providing them with opportunities to make significant and positive impacts on
ent. There are also a number of large corporations and universities, such as Ford Motor
d Duke University, that have taken advantage of the program. Other participants include
r CRADAs involving multiple parties), trade associations, and state and local governments.
Participation
rogram is a win-win program for all. For example, private industry can use EPA's high-
ch to develop products for the marketplace, and has opportunities to collaborate on further
e EPA benefits from external expertise, product development, and funding. Through these
esearch outcomes can reach the field quickly, resulting in efforts that further the goal of a
hier environment.
formation
rmation and examples of recent CRADAs and Licensing Agreements, visit our website at:
/osp/ftta.htm, or contact the FTTA staff: Sarah Bauer, (202) 564-3267,
epa.gov, or Kathleen Graham, (303) 312-6137, graham.kathleen@epa.gov.
Building a scientific foundation for sound environmental decisions

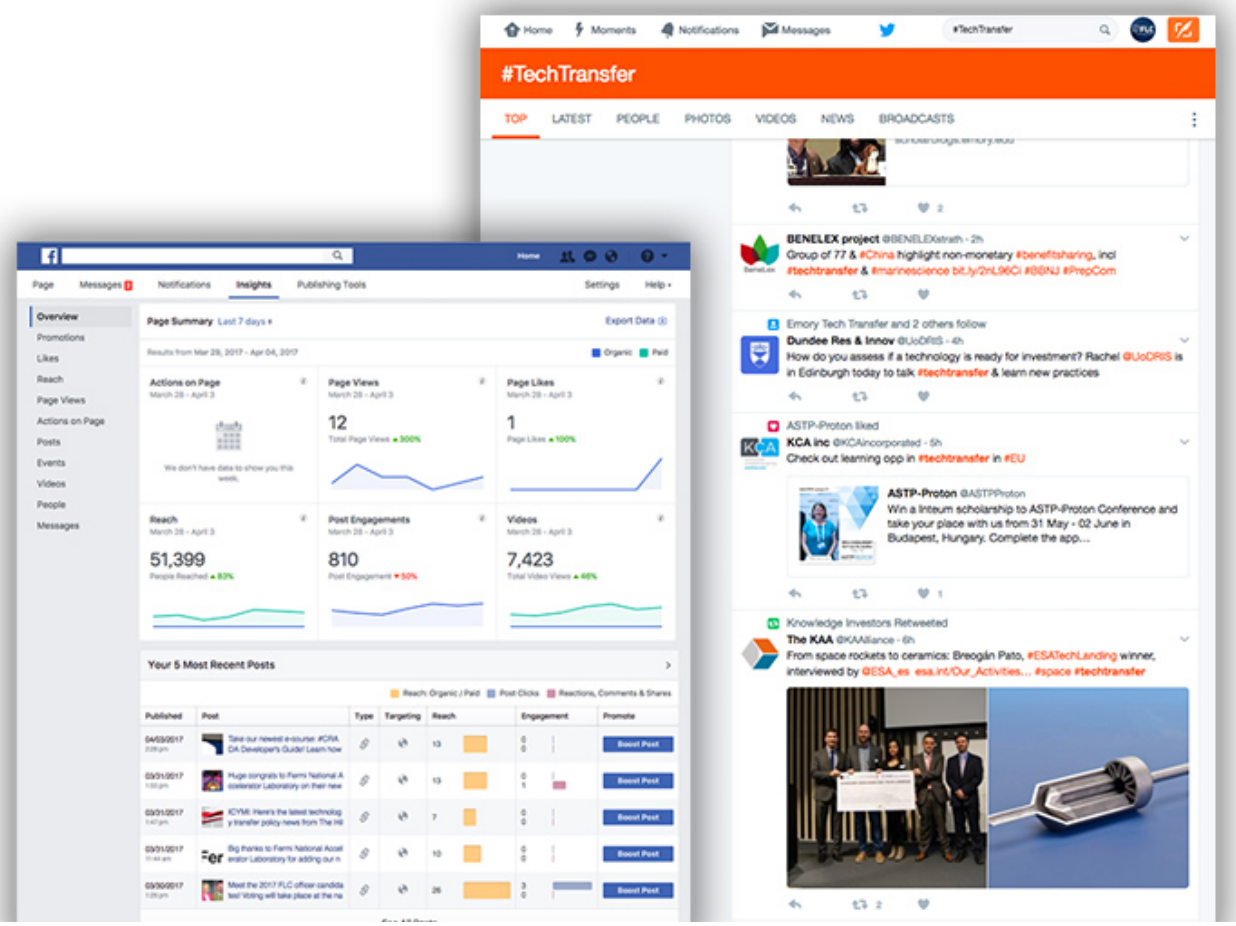
Events

- You: champion (in conversation)
- Scientists: expert (work possibilities)

Social Media

#techtransfer

- Technologies
- Successes
- Events
- Developments
- Stand out



Advertise Opportunities

- FLC Business – programs, available technologies, capabilities
- Federal Register
- FedBizOpps
- FLC publications, News/Digest, success stories

Inreach

- Audiences:
  - Management
  - Technical Staff
- To sell:
  - T2 as valuable
  - Benefits of collaborating/reaching out to industry
  - Need for support
  - Aligning research with business needs/industry trends

Inreach Methods

- Training
- Demonstrate success
- Recognize efforts (your own recognition + FLC awards, etc.)
- Events – think Innovation Discovery Events, competitions, valuation, etc.

Learn

Core FLC Curriculum - National Meetings

Introductory Level

Technology Transfer for Beginners

Intermediate Level

- CRADA Workshop
- Licensing & Negotiation Workshop
- Intellectual Property for T2 Professionals

2019 Advanced Topics

- Technology Valuation & IP Portfolio Management
- Strategic T2—Engaging the External Ecosystem
- AMA Training - Technology Transfer Through Teaching and Coaching

Essential Reference Guides

T2 Desk Reference

“The Green Book”

Online Learning

- E-courses on demand
- Webinars
- T2 Playbook
- White papers
- Videos

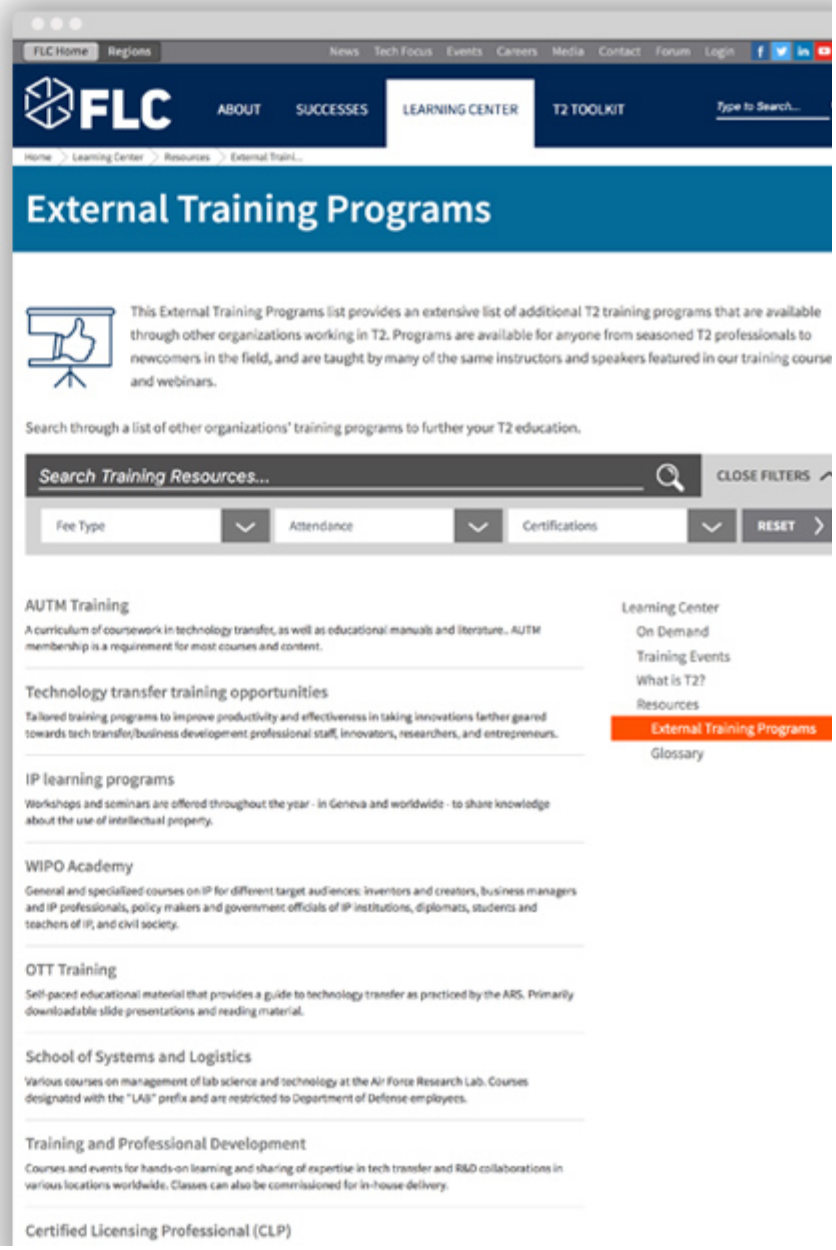



Learning Center

- E-courses
- Webinars
- Reference Library
  - “The Green Book”
  - T2 Desk Reference
  - White papers
- Find training resources

Other Training Orgs

- Check FLC External Training Resources database: https://www.federallabs.org/External-Training-Programs



IP Education

- USPTO
- U.S. Copyright Office
- Licensing Executives Society
- Cendi
- WIPO

Attend Tech Meetings at Your Lab

Conclusion

Technique is everything and we play a contact sport.

- Troy Vincent