# Course Guide:
# AGREEMENTS

The 2024 FLC National Meeting has something for everyone in the federal tech transfer ecosystem – and with 14 Training Day courses and more than 20 National Meeting sessions, the possibilities are endless! To help you optimize your time, we've categorized every course and session **according to the career pathways on the FLC Learning Center**: Intellectual Property Management, Agreements, Operations/Administration, and Marketing/Business Development.

Use this guide when you register for your Training Day and National Meeting sessions to customize your experience to fit your interests and expertise. The programming below fits the Agreements pathway, and the content level is noted for each course. Some time slots do not offer sessions that fit this career pathway, giving you room to mix and match with other topics.

## TRAINING DAY: TUESDAY, APRIL 9

### 8 a.m. – 5 p.m.
**CRADA Course (Intermediate)**

**Instructors:**
- Robert Charles, U.S. Army Medical Research and Development
- Jason Martinez, Sandia National Laboratories

This full-day course will cover Cooperative Research and Development Agreements (CRADAs). CRADAs are one of technology transfer's most important mechanisms, and understanding them is crucial for most federal T2 professionals. This intermediate-level course offers a one-stop shop for everything CRADA: You will learn about the CRADA and how it works from seasoned experts who will share a real-life example. Course topics include CRADA authority and laws, practices, pitfalls and intellectual property considerations.

### 1 – 5 p.m.
**Partnership Intermediary Agreements (Intermediate)**

**Instructor:** Michael Fitzpatrick, National Geospatial Agency

This half-day course will cover the basics of the Partnership Intermediary Agreement (PIA), services available to facilitate technology transfer to the private sector and how to increase the likelihood of success in conducting cooperative joint activities. In addition, you'll review what a partnership intermediary (PI) is for a state or local government or a nonprofit entity owned/funded/chartered/operated in whole or in part by a state or local government that assists, counsels, advises, evaluates or otherwise cooperates with small business firms and educational institutions.

**12:45 – 1:45 p.m.**

**Designing Your Spin-In Agreement for Best Payoff (Intermediate)**

**Speaker:** Mark J. Surina, Office of Research and Technology Applications,
U.S. Transportation Command, LMI Consulting

Spin-in, using CRADAs and other T2 agreements, can indicate the most productive directions for government to develop new approaches based on technologies outside the government. For significant payoff, spin-in requires more than signing up an industry or academic partner to show their techniques – even a well-structured project can encounter friction, fragmentation and frustration. This session presents experiences and lessons learned about how to foster smooth, successful spin-in partnerships that greatly benefit federal and non-federal parties and how to avoid pitfalls in choosing partners, setting goals, conducting research and developing research findings.

**4:30 – 5:30 p.m.**

**Beyond Patents & Contracts: Measuring the True Impact of a Technology Transfer Program (All levels)**

**Speaker:** Steven Ferguson, Special Advisor,
Office of Technology Transfer, National Institutes of Health (NIH)

In 2022, the Office of Technology Transfer at the NIH engaged RTI International, a nonprofit research institute, to develop new methods for characterizing and measuring the impact of technologies developed by NIH's Intramural Research Program. The RTI team created models to illustrate how technologies that NIH licensed to firms contribute to the stimulation of the U.S. biomedical innovation system, economic activity and national and global public health. In 2023 this study was expanded to include Cooperative Research and Development Agreements (CRADAs). This session will look at the results of this work and consider other models of technology transfer impact such as AUTM's Better World Project and models from the Department of Defense.