

MONEY FOR NOTHING

— OR —

How I Learned to Stop Worrying and Love Federal Technology Funding



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FEDERAL TECHNOLOGY FUNDING

*'I'm from the
Government, but I'm
here to help you . . .'*

FEDERAL TECHNOLOGY FUNDING

I'm from the Government, but I'm here...

◆ NO ONE BELIEVES THAT

- Expectations Are Negative
- Interaction is Avoided

◆ SEMINAR OBJECTIVE

- Provide Information
- Whet Appetite
- Show Some Pathways

FEDERAL TECHNOLOGY FUNDING

I'm from the Government, but I'm here...

- ◆ Entrepreneurs — Add To/Build New Business
- ◆ Small Businesses — Special Advantages
- ◆ Large Businesses — Increasing Opportunities
- ◆ USG Contractors — Old Hat, New Wrinkles
- ◆ Foreign Businesses — Not Locked Out
- ◆ Attorneys/Consultants — Improved Counsel

GLOSSARY

The Government's not *that* helpful

- ◆ **CRADA**: Cooperative **R**esearch **A**nd **D**evelopment **A**greement
- ◆ **GOCO**: Government **O**wned / **C**ontractor **O**perated **L**ab
- ◆ **GOGO**: Government **O**wned / **G**overnment **O**perated **L**ab
- ◆ **FLC**: Federal **L**aboratory **C**onsortium
- ◆ **NTTC/RTTC**: **N**ational/**R**egional **T**ech **T**ransfer **C**enters
- ◆ **ORTA**: Office of **R**esearch & **T**echnology **A**pplications
- ◆ **SBIR**: **S**mall **B**usiness **I**nnovation **R**esearch **P**rogram
- ◆ **WFO**: **W**ork **F**or **O**thers
- ◆ 'Subject Invention' / 'Technical Data' / 'Software'

PRESENTATION OVERVIEW

- ◆ Scope / History of the Issue
- ◆ Federal Commercialization Requirements
- ◆ Federal Laboratories
- ◆ Extramural Research
- ◆ Federal Procurement
- ◆ Information / Access Pathways
- ◆ Summary & Recommendations

SUMMARY AND RECOMMENDATIONS

- ◆ Be Aware of the Enormous Potential
- ◆ Be Aware of ‘Traps for the Unwary’
- ◆ Give it a Shot
- ◆ Negotiating Tips
 - Bargain hard // emphasize commercialization
 - Understand limits from fed law // org policy
 - Review typical agreements from others
- ◆ Be Ready to Have Some Fun [but don’t forget your patience]

THANKS FOR YOUR INTEREST!

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