

## Center for Commercialization of Advanced Technologies

[www.ccatsandiego.org](http://www.ccatsandiego.org)

CCAT is a consortium that intends to bridge the gap that exists between the generators of technology, the Department of Defense and the commercial marketplace.

The CCAT program, supported by Congress and funded through the Office of Naval Research, is a public-private collaborative partnership between academia, industry, and government. Partners include San Diego State University (SDSU) Research Foundation and Entrepreneurial Management Center, the University of California, San Diego (UCSD) Jacobs School of Engineering, the von Liebig Center for Entrepreneurism, CONNECT, and the Space and Naval Warfare Systems Center Pacific.

### **Additional partners include:**

[Active Capital](#), a 501(c)(3) non-profit corporation and spin-off of the original ACE-NET program (a SBA sponsored initiative), is the premier Website for entrepreneurs seeking private investment and private investors seeking deals in a secure and protected environment consistent with all investment laws. It grew out of a challenge to the government and private investment community to create access to equity capital for entrepreneurs. Active Capital, a CCAT partner through the CCAT San Bernardino program, offers CCAT clients an opportunity to register their company in a secure, nation-wide database of entrepreneurs and private investors and to avail themselves of training programs, networking opportunities, etc to help them gain access to needed capital.

[National Safe Skies Alliance](#), is a 501(c)3 non-profit organization formed in 1997 to enhance the security of our nation's airports through a cooperative alliance of public and private organizations. Our purpose is to serve transportation by providing impartial testing of security devices and systems and to provide an impetus for pre-competitive research and development. Funding for National Safe Skies Alliance is provided by our member institutions and by the Federal Aviation Administration. Safe Skies testing activities are coordinated with the U.S. Department of Homeland Security, through the Transportation Security Administration. As a CCAT partner, NSSA will assist CCAT in evaluating selected technologies that offer dual use - DoD and DHS, applications.

### [Office of Law Enforcement Technology Commercialization \(OLETC\)](#)

A program created by the National Institute of Justice's (NIJ) Office of Science and Technology, OLETC develops partnerships and offers showcasing opportunities to assist in the commercialization of innovative technology for use by the law enforcement and corrections community. Cooperatively OLETC and CCAT will help transition publicly and privately developed technologies invented

to improve the effectiveness of first responders such as the military, law enforcement, corrections, and public safety personnel.

[The Office of Technology Transfer and Commercialization \(OTTC\)](#) at California State University, San Bernardino is a public-private collaborative partnership of academia, industry, and government. OTTC serves as the umbrella organization for all CSUSB's technology transfer programs. Its creation is credited to CSUSB's successful partnership with the Center for the Commercialization of Advanced Technology (CCAT).

[San Diego Tech Coast Angels](#) is a group of private investors who invest in and assist early-stage, Southern California companies. It is the San Diego network of the Southern California-based Tech Coast Angels organization, which also has networks in Santa Monica and Newport Beach. (At the left is a link to the Tech Coast Angels Web site.) The SD TCA has its own Board and works cooperatively with the other TCA networks. TCA members serve as evaluators, panelists, and mentors in the CCAT program. In addition, CCAT clients may benefit from direct exposure to private sector equity investors.

[TechLink](#) helps the Department of Defense and NASA to commercialize leading-edge new technology by partnering these agencies with private sector companies for technology licensing, transfer, and research and development. These technology transfer partnerships solve industry problems, create business opportunities, and stimulate economic development while helping DoD and NASA to achieve their missions. The TechLink site is used to search for technology available for licensing, patents for a variety of industry areas, technology opportunities and abstracts, information about SBIR and other assistance programs, and news stories about our technology transfer successes. CCAT and TechLink collaborate with new licensees to assist them in the commercialization process. In particular, CCAT picks up where TechLink leaves off.

[Technology Research, Education, and Commercialization Center \(TRECC\)](#)

The Technology Research, Education, and Commercialization Center (TRECC) is a program of the University of Illinois at Urbana-Champaign, funded by the Office of Naval Research and administered by the National Center of Supercomputing Applications. The Center links businesses, education, and the government with next-generation technologies and facilitates responsive, comprehensive exchanges of information.

**CCAT provides** a broad range of unique services to technology innovators and developers. The Center's goal is to move these technologies through the developmental milestones necessary for success. Whether success is defined by the receiving of a government contract, the finalization of a business plan, or achieving a certain profit level, CCAT aids the technology for as long as necessary.

## **CCAT Process**

The CCAT program has been designed to provide customized support to both commercial companies in the early development phase as well as those with new technologies for commercialization, and to government scientists and university professors with the desire to commercialize their technologies. In all cases, our goal is to fast-track advanced technologies in both the commercial and government (DoD) marketplaces.

In general, two major categories of assistance are provided as follows:

\* Business Services

- Business planning
- [CCAT Forum and Springboard](#)
- Connection with sources of venture funding/product license support
- Intellectual property support
- Market analysis and/or Market validation
- Product license support

\* Product Development Funding (\$75K)

- Prototype development
- Test and evaluation

The CCAT process begins with a solicitation which uses independent experts in each technology area to assist in performing the evaluation and ultimate selection of award recipients. After selection of a new client, CCAT will then perform a combination of the above services and awards based on the specific needs of each client.

## **Solicitation**

a. Targeted Solicitation 2006-02IA is now CLOSED.

Check back for future solicitation information.

b. Open Government Solicitation

*Government laboratories interested in submitting an application for CCAT's latest solicitation, Smart Robotics Initiative, (detailed above in section a.) must use the application provided for that solicitation.*

CCAT accepts applications from Department of Defense and other government laboratories on an ongoing basis through the Government solicitation page of this web site ([click here](#) to go to that page).

CCAT conducts solicitations to identify and support promising technologies that provide solutions to critical national defense and homeland security needs. You

can visit the Focus Areas section of this web site for a list of general solicitation topics of interest. However, each solicitation may differ regarding topics based on input from CCAT's sponsoring government agencies and partners.

Individuals, businesses, or organizations that intend to submit an application against future solicitations should register their contact information with the CCAT Program Administrator. You may request to be placed on the Solicitation Notification List (SNL) for future solicitations. Please provide your name, title, organization, and email address to the CCAT Program Administrator at [ccat@foundation.sdsu.edu](mailto:ccat@foundation.sdsu.edu) with SUBJ: Add to SNL. Or you may use the form provided below for your convenience. Solicitation notification will be by email only.

Solicitation 2007-01G is an open solicitation.  
Applications may be submitted at any time.  
Center for Commercialization of Advanced Technology (CCAT)

Solicitation 2007-01G Open Solicitation for Government-Developed Technologies  
The Center for Commercialization of Advanced Technology (CCAT) based in San Diego, California, is soliciting applications from government laboratory technology developers seeking technology transfer assistance. CCAT will administer the solicitation and available funds will be used to support the most promising technologies for commercialization. Application can be filed at any time, and CCAT will review them monthly. Applicants will be advised of their proposal status.

CCAT will consider a broad range of technology areas that address Department of Defense and Homeland Security needs. Some of the critical focus areas include technologies that support:

- C4ISR
- Biological and Chemical Defense
- Enhanced Communications
- Incident Assessment and Recovery
- Information Systems and Superiority
- Missile Defense
- Personnel Protection
- Port and Border Security
- Sensor Technologies
- Surveillance Technologies
- Technologies to Support Military Requirements and Homeland Defense
- Other Government Priorities

### **Selection Criteria and Process**

CCAT's objective is to fast-track the introduction of advances in technology into the defense and commercial markets. Accordingly, promising and innovative

technologies must have proceeded beyond the conceptual and early-stage development phase. Applicant technologies should be at the technology validation, pre or post-prototype development stage. The technology must also provide a solution to a Department of Defense and/or homeland security mission requirement that does not currently exist or which is a step-function increase in capability.

Each application is evaluated by the CCAT "Spin-out" Committee on the basis of the following basic criteria:

Technical Merit (maturity and feasibility)

Commercial Potential (dual use)

Government Application (alternative use)

Intellectual Property Protection/License Opportunity

CCAT may select applications for an independent review by a panel of subject matter / marketing experts or may proceed directly to award. If applicable, selected applicants will be invited to present their proposal to the panel. The panelists will evaluate and score each application and provide recommendations to the CCAT team members. Based on the results, the CCAT team presents its final recommendations to the CCAT Executive Board. After completion of all reviews, CCAT Executive Board will approve selected awards to the most qualified applicants. The Executive Board's decision is final.

## **Frequently Asked Questions**

Questions concerning the CCAT Solicitation Process

1. Why is CCAT of interest to individual researchers and companies?

The CCAT founders, and San Diego Congressional representatives, saw a need to help individual researchers and companies move their advanced concepts to the marketplace. Often these researchers and emerging companies do not have the resources to obtain the marketing analyses, business plans or independent validation of their technologies to be able to attract venture capital, or even additional company funding. With these independent reports in hand, the innovators may be able to obtain the backing needed to bring their products to the marketplace.

2. Who may apply?

CCAT solicitations are open to technologists in academia, industry, and government laboratories nationwide. Applicants located outside the San Diego area, however, will have to fund travel to San Diego or make other suitable accommodations to facilitate performance of the CCAT services. Applicants may be individual researchers, businesses, non-profit organizations, faculty or students at an academic institution, or government employees.

### 3. What technologies are being solicited?

A very broad range of technologies are being solicited to address Department of Defense requirements and those related needs of federal, state and local emergency response services and teams. In particular, technologies are needed for the DoD Crisis and Consequence Management Programs (anti-terrorist Homeland Defense efforts) and for Missile Defense Programs. (Technologies developed at government expense that are believed by the applicant to have commercial potential are also solicited.) If you have technologies that you believe may fit these programs, please submit them and include in your application how you believe they address these critically important national programs.

### 4. How do I apply?

The application process is simple and requires that the applicant fully complete an application form, answer several questions about the technology, and provide supporting documentation. Detailed instructions and forms are provided on the website solicitation page.

### 5. Where do I apply?

CCAT is administered by the San Diego State University Research Foundation, and applications should be emailed to: [ccat@foundation.sdsu.edu](mailto:ccat@foundation.sdsu.edu) as specified in the solicitation instructions found on the website solicitation page.

### 6. When do applications need to be submitted?

Application submission deadlines are specified in the solicitation announcement and instructions. In general, applications must be received by CCAT by 4:00 p.m. PDT on the date of the solicitation close. An email application shall be determined to have been received in a timely fashion if the email time stamp from the sender ISP is on or before 4:00 p.m. PDT on the date of the solicitation close.

### 7. What happens to late applications?

Applications that are not received by the closing deadline will not be considered in this solicitation. The applicant will be notified of this decision within 2 working days of the submission.

### 8. What about proprietary information?

**DO NOT DISCLOSE ANY PROPRIETARY BUSINESS INFORMATION!**

Our policy is to keep your information confidential, but we cannot guarantee its security. It is strongly urged that applicants submit publicly available information about their technology and/or application. Generally, technology can be described in broad terms that do not require submittal of proprietary information. What the technology will DO is the most important issue for selection for CCAT support. However, limited information on the HOW should be included in the application to allow reviewers to assess the maturity and validity of the technology.

9. How may an applicant use the information provided by CCAT?

The information provided to the applicant by CCAT may be used to help transition the technology from the laboratory or drawing board to a commercial or government marketplace. The applicant may use the marketing analyses; business plans; development, test and evaluation reports; and the results of the R&D projects to support marketing and fund-raising activities. However, selection and reports issued by CCAT do not imply endorsement of the technologies submitted and resultant products or services by the U.S. Navy, U.S. Government, the CCAT program or CCAT collaborative team members.

10. How are applications selected by CCAT?

The Center uses a multi-stage process for review and selection. After an initial review for compliance with the solicitation guidelines and target requirements, each qualified application is independently reviewed and rated by a group of Subject Matter Experts, consisting of scientists, engineers, business owners, entrepreneurial support personnel, venture capitalists, and university business faculty, against established criteria (see question 11) for its technical merit, marketability, business potential, etc and suitability for the CCAT services requested. The CCAT Board will advance top candidates to the next round of review based on available CCAT resources to fill the services requested. At this point, selected applicants may be asked to make a presentation to a focus group panel of experts and CCAT members after which the Board makes the final selection and award of services. The process routinely takes about 6 weeks to complete.

11. What are the evaluation and scoring criteria?

The criteria used in the review, evaluation and selection process may vary depending on the requirements of the current solicitation. In general, applications will be rated based on the following:

Relevance to Crisis/Consequence Management (Homeland Defense), Missile Defense, or other targeted priority as specified in the solicitation.

- Technical merit, maturity and cost to complete development.
- Commercial Potential and Business viability.

- Ability for Technology to sustain a competitive advantage.
- Project Team - ability to execute the plan.
- Potential Impact of CCAT investment for services and awards.

## 12. How does the CCAT program work?

CCAT offers services for the applicant such as market studies, mentoring, and IP support. CCAT provides Research Service Awards for R&D or PDT&E performed by the applicant. The CCAT team provides the selected researchers with independent, thorough marketing assessments, business plans, product test and evaluations, and other commercialization products and services as applicable to the technology, its state of development, and the intended commercial or alternative government applications. The CCAT team will provide an objective report about your technology and provide valuable information for your use with potential license/joint-venture partners or investors.

CCAT team partners are well connected to the business community, investors, and major business service providers in the San Diego region and to the Department of Defense acquisition programs, and can assist in the commercialization of your technology.

The applicant will have the opportunity to review any final report prepared as a product of CCAT services provided to properly exclude and/or mark proprietary information. Distribution of final reports may be restricted if it is determined that the report contains proprietary and/or business confidential information.

For R&D or PDT&E services performed by the applicant, a final report outlining the research efforts and results shall be provided to CCAT in addition to other deliverables as may be specified in the award agreement. The CCAT team will provide technical and contract administration oversight/assistance throughout the designated research service performance period.