

# “Small Business Initiatives Across the Federal Labs”



Federal Laboratory Consortium—Mid Atlantic Meeting

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FirstLink

[www.dodfirstlink.com](http://www.dodfirstlink.com)

# *FirstLink*



“The Department of Defense National Center of Excellence  
for First Responder Technology Transfer”

## Program Goals:

- Form connections to DoD laboratories & programs
- Advance technologies for civilian & military first responders.
- Create a return on DoD R&D investments while supporting valuable technology solutions.
- Provide an unbiased review of technologies/opportunities.



[www.DoDFirstLink.com](http://www.DoDFirstLink.com)

Over 240 achievements for the DoD since 2004.

# Historical Success

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- **Over 220 Technology Transfer Agreements Executed**
- **Executed over 20 Market Analyses for DoD and DHS in FY010**
- **Returned over \$5 million to the federal government**
- **Facilitated the identification of over \$7 million in funding for small firms providing technologies supporting DoD and First Responder needs**
- **Thousands of technologies reviewed every year**



# Partnership Intermediaries

Provide skill & capabilities not resident in DoD labs:

- To LABS
  - Proactive, focused, and sustained marketing of lab technologies and capabilities
  - Pursue leads
  - Closer to the marketplace and can employ a technology pull approach
  - Facilitate communications with companies
- To PARTNERS
  - Help find technology solutions or new product opportunities
  - Make government “red tape” invisible
- To BOTH
  - Conduct market research to establish value of licensable technologies
  - Understand expectations
  - Develop viable license applications and commercialization plans

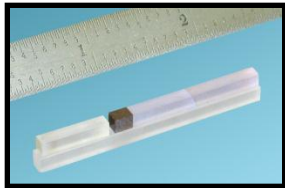


## KEY ACTIVITIES

1. Licensing DoD-developed technologies to companies
2. Establishing cooperative R&D agreements between DoD labs and companies
3. Helping DoD acquire innovative technologies through outreach to private sector and to DoD innovation centers.

## STATISTICS

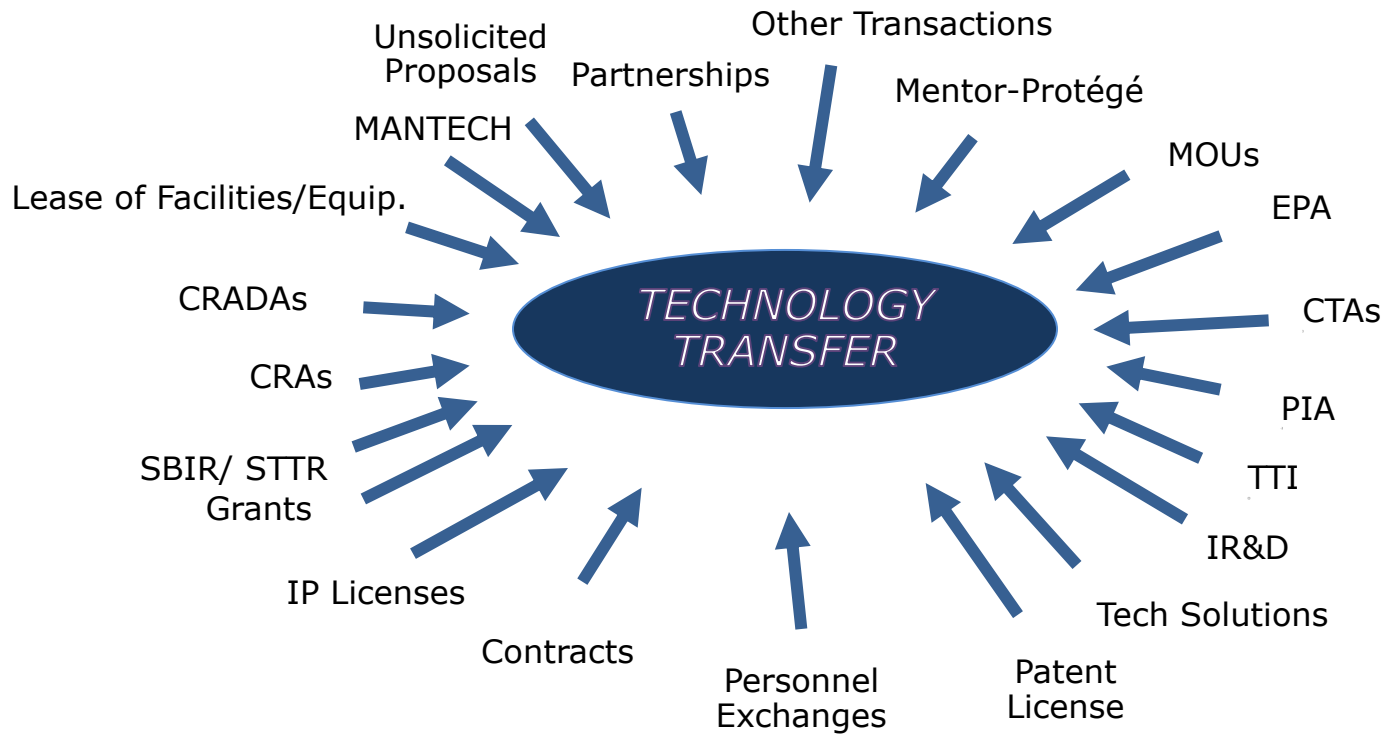
1. Over 500 technology transfer partnerships established between companies and DoD labs
2. Brokered 50% of all DoD patent licenses nationwide FY 2003-2009
3. Providing 4:1 return on investment to DoD from technology transfer activities



# Technology Transfer Mechanisms

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T2 mechanisms support a foundation of T2 best practices



# SonicEye®

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## U.S. Army Telemedicine and Advanced Technology Research Center (TATRC) and Blacktoe Medical

- A new ultrasound probe that is more intuitive and can be used with a smartphone application to send ultrasound images from the field back to a radiologist in the states
- Performed market analysis for finger-mounted ultrasound probe
- Analysis was instrumental in obtaining Phase II SBIR funding from U.S. Army and private funding
- Facilitated CRADA with Naval Medical Research Center (NMRC) San Diego



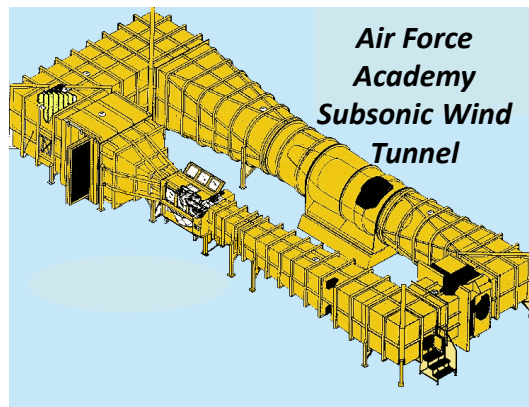
*SonicEye® Finger-mounted Ultrasound Probe (left)  
And iPhone® application capability (right)*

# Forward Looking Infrared (FLIR) Camera

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## Air Force Academy (AFA) and FLIR Systems, Inc.

- Needed to test the infrared (IR) surveillance camera in high wind conditions
- Needed to be in a controlled environment (ie: wind tunnel)
- Facilitated the usage of the AFA's Subsonic Wind Tunnel through a CRADA with FLIR Systems
- Testing for the new FLIR camera was conducted, improving the reliability of IR surveillance data in high winds



The Star SAFIRE HD airborne thermal imaging system—FLIR Inc.

# Field Expedient Bleeding Simulation System (FEBSS)

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**U.S. Army Medical Research and Materiel Command (USMRMC)  
and SKEDCO, Inc.**

- System of pumps, tubing, clamps and remote control units that simulates bleeding of one or more arterial or venal wounds
- Facilitated a Patent License Agreement
- Over 100 units have been purchased to U.S. military services—Air Force, Army, and Navy—and foreign militaries
- Solider credits FEBSS training with saving his life



*Mannequin (left) and suit for body wear*

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