

Virginia's Center for Innovative
Technology
FLC Mid –Atlantic Regional Meeting
Presentation

Dan R. Mills
Vice President Regional Operations

March 24, 2004



Mission

*CIT accelerates Virginia's next generation
of technology and technology companies*

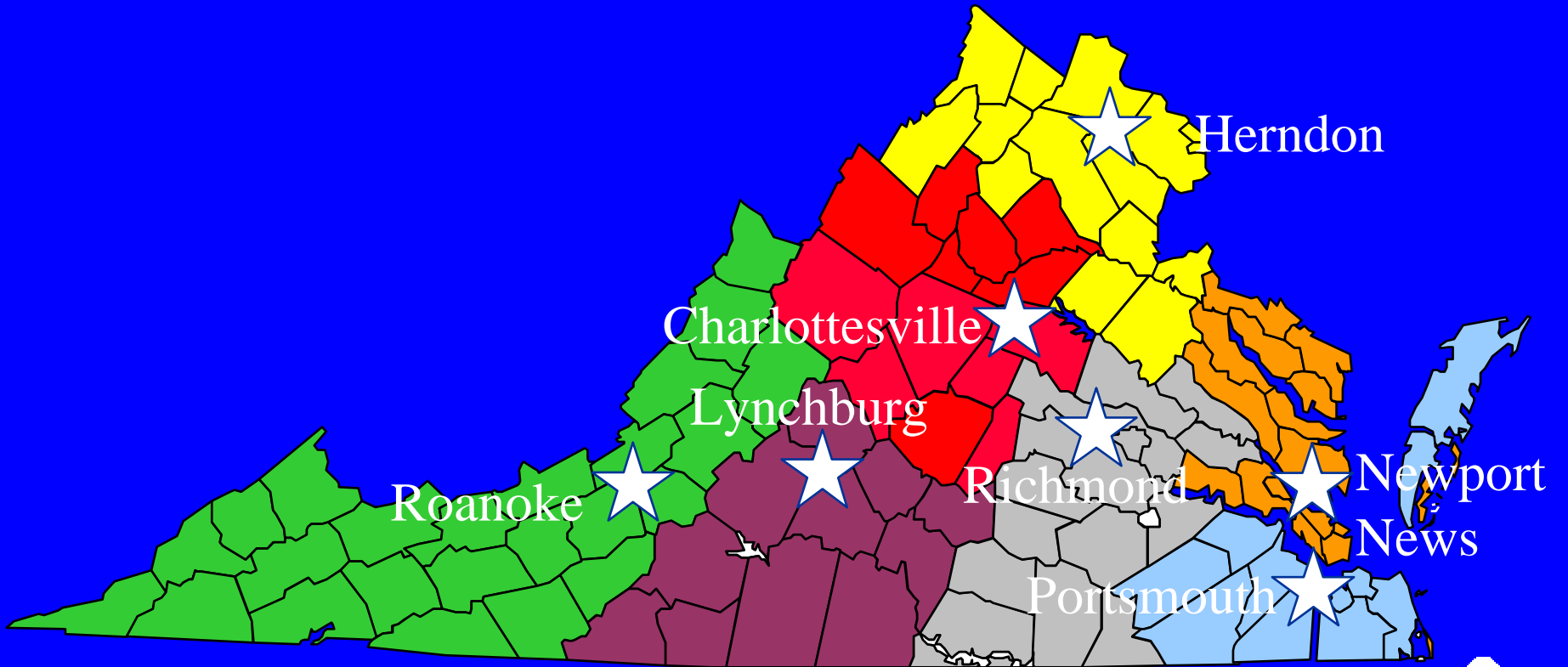


FY 2005 Strategic Goals

1. Create new nanotechnology and life sciences industry clusters in Virginia
2. Solve national and regional technological challenges through world-class R&D programs
3. Make Virginia a global leader in the development of entrepreneurial technology ventures
4. Advance Virginia's Technology Commissions and Policy Initiatives



Regional Operations



Regional Operations

- Services
 - Technology Business & Marketing Planning
 - Entrepreneurial Support
 - Business & Technical Information Briefings
 - Internet & e-Commerce Applications
 - Prototyping and Testing
 - Federal Grants & Contracts Assistance
 - R & D & Technology Expertise
 - Technology Transfer from & into NASA
 - Manufacturing Process Improvement



Mission Support Metrics for Mid-Atlantic RTTC

Accomplishments (3/03-Present)

- Cooperative SA Agreements (Goal-2):
 - Facilitate-2 In process-1
- Technology Licenses (Goal-2):
 - Viable Applications-1 Licenses-2
- Productive leads requiring investigative follow-up:16 (Goal-12)



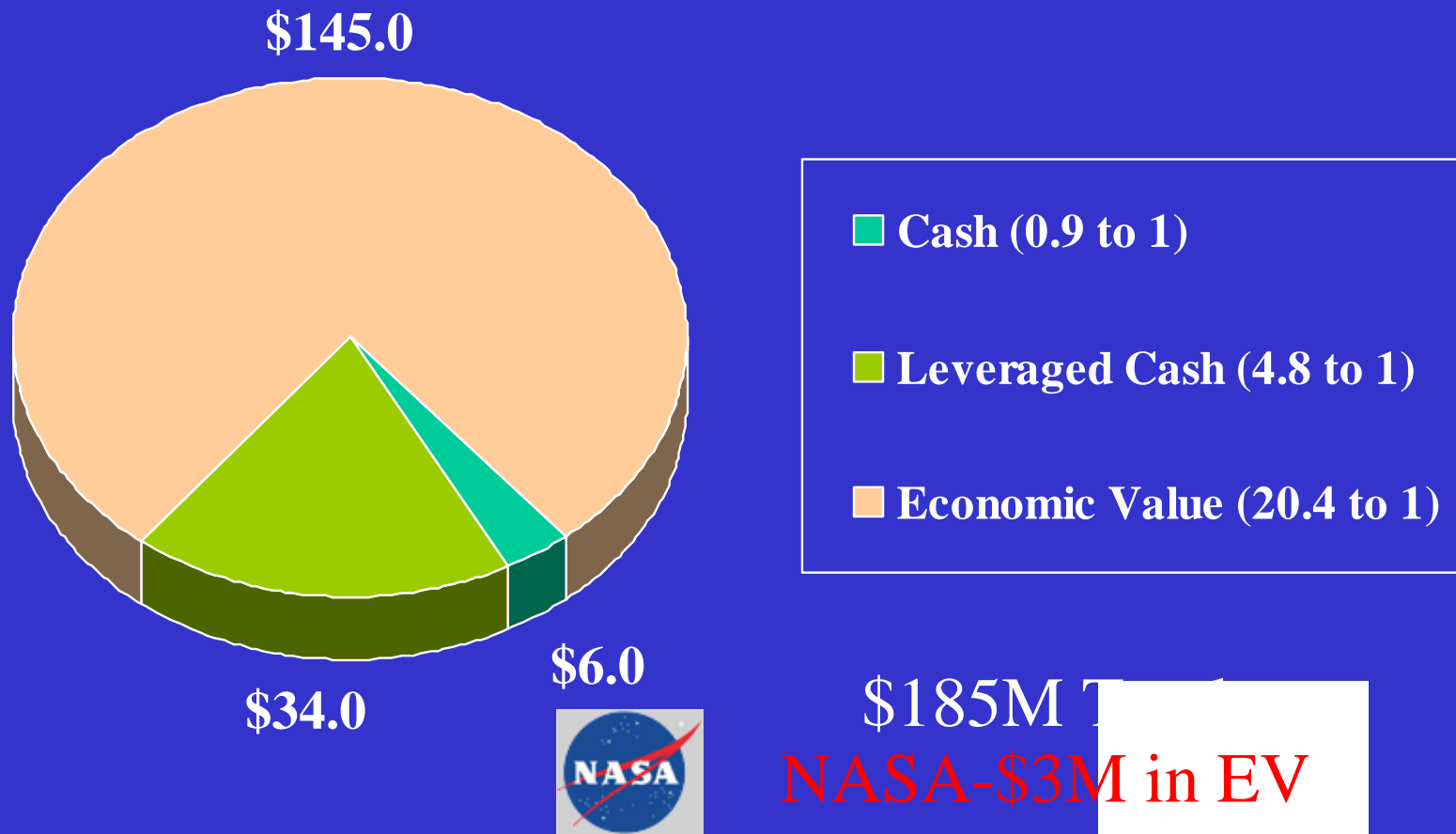
Mission Support Metrics for Mid-Atlantic RTTC

Accomplishments (cont.)

- Productive leads for technology infusion (spin-in)-9 (Goal-12)
- Success Stories-3
- Outreach Events-10 (Goal:1 State/2 Local)
(Showcase NASA technologies to 200 cos.)
- Company Visits to TeCC-4

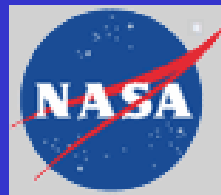


2004 Performance Measurement



Best Practices-Future Opportunity

- Convert one staffer to a NASA Technology Specialist with state wide program responsibility.
- Maintain a high level of responsiveness from field offices to staffer with program responsibility.
- Utilize a high quality database of technology businesses to develop productive leads.



Best Practices-Future Opportunity (cont.)

- Streamline the contractual processes.
- Integrate the follow-up with productive leads into normal service stream (meetings & communications).

