

Partnership Intermediary Agreements (PIA)

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INTERMEDIARIES

In general, an intermediary is anyone who serves as a go-between, such as an executive recruiter, a distributor or a broker.

In our business, there is a variety of intermediary types

Marketing agents

Third party consortia managers

Partnership intermediaries

Master CRADA managers

What is a PIA?

Partnership Intermediary Agreement

- **Statutory authority is Title 15 U.S.C. Section 3715**
- **PIA is a contract or memorandum of understanding between a federal lab and an entity known as a partnership intermediary**

PIA provides for the partnership intermediary to perform services for the federal laboratory that increase the likelihood of success in the conduct of cooperative or joint activities with small business firms or educational institutions.

Appropriate Partnership Intermediary Organizations

**Partnership intermediary is defined in terms of the organization's
“structure and function”**

Structure:

- **An agency of a state or local government, or**
- **A nonprofit entity owned, operated and funded in whole or in part by, or chartered by state or local government**

Function:

- **Assist, counsel, advise, evaluate, or cooperate with small business firms, institutions of higher education**

Policy and Delegation

Statutory Authority for entering into a PIA provided to:

- The Director of a federal laboratory**
- A federal employee who is a contract officer for a federally funded research and development center that is not a laboratory**

All PIA's are subject to approval of the Secretary of the agency

Funding Options

The DoN laboratory and/or technical activity may, but is not required to, pay the costs of the PIA out of available funding for the support of its technology transfer function.

An appropriate separate instrument for funding must be executed if funds transferred to Intermediary

The federal entity may not receive funds under a PIA

PIA with Maryland TEDCO

TEDCO is:

- **A non-profit public corporation**
- **Provides a link between capabilities available at federal laboratories and technology needs of businesses throughout Maryland**
- **Serves as intermediary to locate and advise on R&D capabilities that may be made available to small businesses and educational institutions**
- **Develops technology marketing programs and showcases of federal lab technologies**
- **Sponsors activities and programs that showcase technology and capabilities of small businesses and educational institutions which may be of interest to federal labs**

Under PIA, TEDCO sponsored showcase of IHDIV technologies available for commercialization and facilities available for private use.

- **Resulted in two license agreements and three CRADAs to date**

PIA Boilerplate

Navy PIA boilerplate can be obtained from:

http://www.onr.navy.mil/sci_tech/industrial/tech_tran/res_docs.htm

Advice and consultation on PIA issues obtained from:

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