



*How to Set Up and Run a
Partnership Intermediary*

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*What is the purpose of a
partnership intermediary
relationship?*

PIA Authorized Objectives

- ⊕ Authorized in Title 15 U.S.C., Section 3715
- ⊕ Intended to increase the likelihood of success in cooperative or joint activities with
 - ⊕ small business firms and
 - ⊕ educational institutions that
 - ⊕ need or can make demonstrably productive use of technology-related assistance from a Federal Laboratory.

Federal Laboratory PIA Objectives

- ✿ Use the resources of the partnership intermediary to
 - ✦ Find potential partners for technology collaboration
 - ✦ Establish mutual objectives with a collaborative partner
 - ✦ Seek funding for the collaboration
- ✿ Formalize the collaboration

TEDCO Objectives

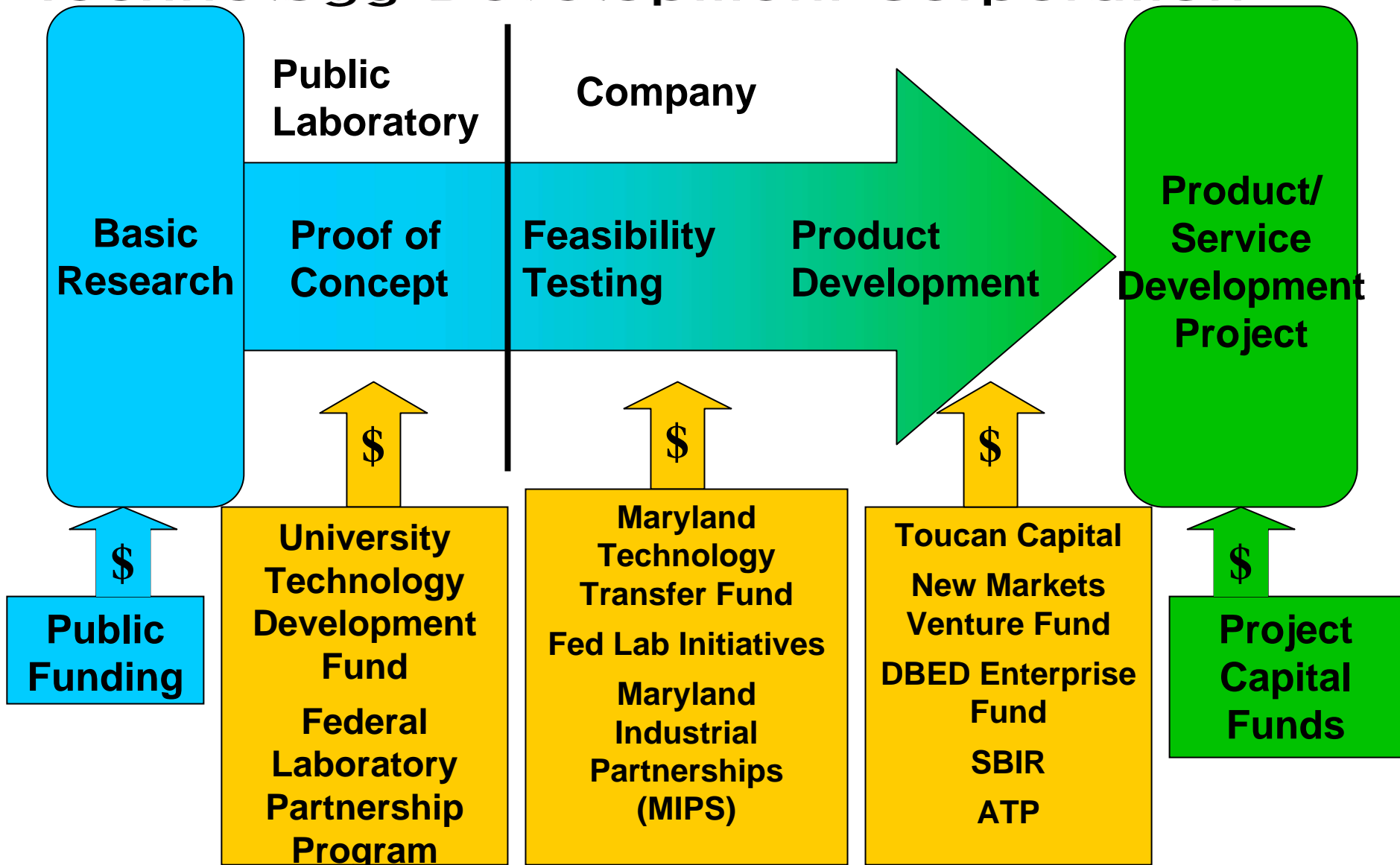
- ✿ Enhance the technology sector of the Maryland economy through technology transfer
 - ✿ Tap into \$11B annually in federally funded research in MD
 - ✿ Engage in outreach and partnership with universities and federal laboratories
 - ✿ Support technology transfer projects in Maryland businesses



*How does TEDCO act
as a partnership
intermediary?*

Maryland **TEDCO**

Technology Development Corporation



What are the obstacles to success?

- ✦ Difficulty in finding appropriate partners
- ✦ Transactional friction
 - ✦ Misaligned expectations
 - ✦ Lack of understanding of partner's needs and circumstances
- ✦ Seed funding
- ✦ Progress in meeting milestones and finding continuation funding

TEDCO PIA Activities

- ❁ TEDCO Technology showcases
 - 20 so far with over 3,000 attendees
 - NIH Neuroscience showcase October 7, USM Center Shady Grove, 8:00 – 1:30
- ❁ Networking with labs and the entrepreneurial community
- ❁ Seed stage financing for nascent technology development projects – 73 projects to date
 - ❑ TEDCO led the nation in seed financing deals in 2003
 - ❑ Maryland Venture Fund – DBED was second
- ❁ Business assistance for early stage companies



*Specific
Examples*

NSWC Indian Head Division

- ❖ Two technology showcases with Indian Head in July of 2001 and 2003
- ❖ TEDCO signed the first Navy PIA with NSWC Indian Head in January 2003
- ❖ Two small business development projects in collaboration with NSWC-IH
- ❖ NSWC-IH technology portfolio evaluation

Other PIA relationships

- ✿ TEDCO has established PIA relationships with 11 major federal laboratories in Maryland
 - ✿ APG, ARL, BARC, NASA, NAWC Pax River, NIST, NNMC, NSA, NSWC-CD, NSWC-IH, USAMRAA
- ✿ TEDCO has funded at least one collaboration between each lab and a small business
- ✿ TEDCO also has relationships with all major research universities in Maryland

Technology Insertion

- ✿ TEDCO has established several technology insertion initiatives with federal agencies whose labs are here
- ✿ Technology insertion uses TEDCO to find small businesses with breakthrough technology that meet agency needs
 - ✿ Funding program to select and fund technology development to demonstrate the ability of the company and technology to meet agency needs

Federal Laboratory Tech

Insertion Initiatives

- ✿ NAVAIR Technology Commercialization Initiative
 - ✿ Continuation being negotiated
- ✿ Aberdeen Technology Transfer Initiative
- ✿ Ft. Detrick Technology Transfer Initiative
- ✿ NSA Technology Insertion Initiative

TEDCO Portfolio Performance

- ✿ Since 2001 TEDCO has made awards to 73 companies collaborating with universities and federal labs in MD
- ✿ 33 projects have been completed
 - ▣ \$1.6 million in TEDCO funding
 - Over \$35 million in downstream funding
 - Major sources: VC, SBIR, ATP, other

*How can a lab
establish a
partnership
intermediary
relationship?*

PIA Process

- ❁ Establish the goals and focus of the PIA
 - ❁ Universities / private companies
 - ❁ What kind of technology assistance?
 - Goals of the laboratory are key
 - ❁ What kind of productive use of technology assistance?
- ❁ Build a working relationship with the intermediary organization

Executing a PIA

- ✿ Both partners must be actively engaged in meeting their mutual goals
- ✿ Frequent interaction is a must
- ✿ Mutual efforts to work out problem issues
- ✿ Metrics and evaluation are an essential part of the process



For further information

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