

NSWC INDIAN HEAD'S DEITER RECEIVES HIGH HONORS FROM DOD

Thursday, January 4, 2007

By IHDIV Public Affairs

Congratulations to Dr. J. Scott Deiter, Director of NSWC Indian Head's (IH) Technology Transfer Office, recipient of the prestigious 2006 Department of Defense (DOD) George F. Linsteadt Technology Transfer Achievement Award.

Chosen by fellow members of the DOD technology transfer community, this award recognizes the extraordinary efforts of individuals who facilitate the transfer of technology from DOD laboratories to their partners in the public and private sectors.

At NSWC IH, Deiter is responsible for all aspects of technology transfer, including cooperative research and development agreements (CRADAs), partnership intermediary agreements (PIAs), and patent licensing.

The patent program at NSWC IH is flourishing under Deiter's leadership; patent disclosures have increased from 30 in FY01, to 50 and 51 in FY05 and FY06 respectively. Deiter notes that the patents themselves are not only increasing in quantity, but also in quality, which he attributes to his training and networking efforts with IH scientists and engineers.

Among Deiter's significant accomplishments is the development of a standard PIA for use by Navy labs to work through state and local economic development activities. Deiter was the first to use and write the first two Navy PIAs. "These efforts have proven highly successful for his lab in promoting two-way technology transfer," said Cynthia Gonsalves, Office of the Deputy Undersecretary of Defense (Advanced Systems and Concepts), Acting Director of Technology Transition and Associate Director of Technology Transfer and Transition. "In addition, by working with ONR legal counsel in the development of standard boiler plate language, he has made it significantly easier to tailor PIAs to individual labs to meet their unique needs," she said. Further, Dr. Deiter's technology transfer business plan model is now the template for use by the Office of the Secretary of Defense and a model for all branches of the service.

Commercialization of a highly durable, cost-effective, and safe container technology called the Joint Modular Inter-Modal Container (JMIC), is another example of one of Deiter's most prominent successes. JMIC's, developed by NSWC IH's Packaging, Handling, Storage and Transportation Department in Earle, NJ., open easily for inspection and significantly reduce the negative impact on the environment. These containers are collapsible, reusable, interlocking and suitable for all modes of shipping.

After many attempts to establish a partnership with a shipping company ready to recognize the value of the JMIC technology, Deiter turned to Johns Hopkins University's (JHU) W.P. Carey Program in Entrepreneurship and Management to

assist in establishing the commercial value in licensing this, and other intellectual property.

Working with JHU professors, Deiter established a process where IH inventions are worked into the course curriculum. A list of available inventions protected as patent applications filed with the U.S. Patent and Trademark Office are provided on a yearly basis. During a two-semester course, students choose one of these IH inventions and conduct a commercial assessment and technology viability in the fall semester, then develop a business plan to commercialize the technology/invention in the spring semester. Reports are then provided to Deiter at the end of each semester. This proactive outreach has created a win-win for both institutions – Hopkins students learn management and entrepreneurship by working on real-world patented inventions, and IH receives commercial assessments and technical viability for their inventions at no cost. With this valuable research in-hand, Deiter can then move forward in matching the technologies with possible commercial entities.

Realizing the potential of their project on the JMIC technology, one student team wasted no time, and in May 2005 incorporated as Baltimore Shipping Technologies. Less than a year later, they licensed the technology, and achieved their first commercial sale in June 2006. Trade marked the OmniPak™, the DOD will replace 120-plus pallets with this container in the near future, with savings expected to exceed millions of dollars annually.

In addition, Deiter has negotiated a new CRADA between the former students and IH, allowing them to continue working with the Navy inventor to adapt the OmniPak™ for commercial markets based on commercial requirements and customer demands. The value of the OmmiPak™ container technology to commercial shipping is expected to be in the billions of dollars annually within the next few years.

This success story is hopefully one of many for Deiter, who establishes in excess of 14 CRADAs annually, generating an income approaching \$3 million a year for IH. Since he completed his first of eight patent license agreements four years ago, the royalties have increased from \$8,000 in 2002 to in excess of \$150,000 annually, with further significant increases in royalty income expected in 2007.

After eight years as Federal Laboratory Consortium (FLC) Regional and Deputy Regional Coordinator of the Mid-Atlantic Region, Dr. Deiter was elected in May 2006 as an at-large member to the Executive Board of the national FLC. Gonsalves presented Deiter with the 2006 DOD George F. Linsteadt Technology Transfer Achievement Award award in November during the DOD Technology Transfer Integrated Process Team (TTIPT) Workshop.

Nominees for the George Linsteadt Technology Transfer Achievement Award are judged on the basis of their leadership, innovation, and impact on their lab and

private industry in the area of technology transfer. Recipients are also recognized for their leadership and teamwork in sharing their knowledge and skills in technology transfer with other DoD labs and/or other Federal Agencies. Dr. Deiter embodies all of these principles and his selection as the 2006 award recipient is well-deserved.