



# The White House Lab-to-Market Summit Recommendations and Implementation

National Academies GUIRR Webinar  
by Co-Chairs

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# Summit Background

- ▣ Organized by OSTP and NIH Natl. Heart, Lung and Blood Institute
- ▣ Agencies identified 20 non-government experts to review innovative programs, identify synergies and promote greater commercialization of \$140 B. federal R&D investment

# Panel Focus

- Common barriers and approaches in lab-to-market models
- Agency end-market or technology specific barriers
- Resources that could be leveraged across agencies/programs
- Policies enhancing cross-agency cooperation and industry partnerships
- Development of cross-agency initiatives
- Potential links with private sector, state and local programs
- Metrics of success

# Findings

- ▣ Need to bring federally funded R&D to later development stage to attract private sector interest
- ▣ Lack of mechanisms to identify market demand and align with agency research
- ▣ Limited agency experience with private sector, investors and industry models
- ▣ Industry frustration with complexity of federal tech transfer practices

# Findings

- ▣ Lack of cross agency process to identify and leverage common research
- ▣ Need to identify opportunities and reduce barriers that could lead to multi-agency commercialization
- ▣ In some agencies, insufficient prioritization of technology transfer and commercialization

# Recommendations: Office of Innovation & Fed Tech Partnerships

- ▣ Create Office of Innovation and Federal Technology Partnerships to:
  - Help agencies prioritize/incentivize tech transfer
  - Help find synergies for multi-agency commercialization initiatives
  - Insure tech transfer laws and policies are implemented uniformly
  - Assist in the development and implementation of effective, consistent incentives and rewards for federal researchers

# Recommendations: Office of Innovation & Fed Tech Partnerships

- Insure agency attorneys and program officers facilitate and support tech transfer, reduce time to complete partnership and licensing deals
- Promote dialogue with industry on market needs and trends and align with federal R&D
- With help from investors, assist agencies to access private development capital for commercialization
- Identify and share innovative uses of SBIR/STTR to increase commercialization

# Recommendations: Innovative Public/ Private Partnerships & Investment Vehicles

- ▣ Create and test new investment approaches (philanthropic, national early stage fund of funds, Deshpande/Coulter programs, etc.)
- ▣ Provide tax incentives for corporate scale up and proof-of-concept of federally funded R&D
- ▣ Expand entrepreneur in residence, mentoring, and entrepreneurial programs with experienced business/venture capital experts for commercialization programs and federal labs



# Recommendations: Innovative Public/ Private Partnerships & Investment Vehicles

- ▣ Encourage federal researcher guest worker programs in industry
- ▣ Provide innovation and partnering training for federal tech transfer officials and researchers
- ▣ Educate business students on value creation and entrepreneurship
- ▣ Strengthen partnerships with state and local organizations, universities and others intermediaries to become “technology translators”

# Recommendations: Innovative Public/ Private Partnerships & Investment Vehicles

- ▣ Repurpose a greater portion of SBIR/STTR funding to allow awardees to obtain broader range of commercialization related services

# White House Response

- ▣ March 14, 2014 “From Lab to Market: Accelerating Research Breakthroughs and Economic Growth”  
(<http://www.whitehouse.gov/blog/2014/03/14/lab-market-accelerating-research-breakthroughs-and-economic-growth>)
- ▣ President’s FY ‘15 budget includes:
  - \$25M expansion of NSF “I-Corps” program
  - \$6 M to support greater interagency collaboration on Lab-to-Market efforts

# White House Response

## New Lab-to-Market Cross-Agency Priority Goals

- ▣ Optimize management and ease of licensing for 100,000 + federally funded patents
- ▣ Increase utilization of Federally-funded research facilities by entrepreneurs/innovators
- ▣ Incentivize federal institutions/employees to prioritize R&D commercialization
- ▣ Identify steps to develop human capital with experience in tech transfer, expand entrepreneurship education, and
- ▣ Maximize economic impact of SBIR/STTR programs

# For More Information

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