



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

National Academies GUIRR Webinar
by Co-Chairs

Joe Allen, Allen Associates and
Diane Palmintera, Innovation Associates

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

- ❑ Joe Allen, Allen and Associates
jallen@allen-assoc.com; office: 740-484-1814
- ❑ Diane Palmintera, Innovation Associates
dpalmintera@innovationassoc.com; office: 703.925.9402

Download Summit recommendations at:
www.InnovationAssociates.us