

Industry-national laboratory interactions

- Why work with National Laboratories?
 - Unique and strong expertise and capabilities
 - Sustained DOE commitments to unique facilities capabilities
 - Particular strength in energy R&D
 - Willing partner - National Laboratory incentive to commercialize for broad impact
- Different modes for access, collaboration
 - **User facility** - access to a capability; proposal based; Non-proprietary is free, proprietary fees
 - **Applied technology program** – intended industry access or participation (e.g., solar PV, battery R&D, etc.)
 - **WFO or CRADA** - R&D by NL staff on industry-defined project; usually industry-funded

Interactions with core programs – best when sustained common interests

- National Labs work best on long term challenges, not fast iteration of a technology
- National Lab R&D strong in DOE/Agency mission areas
- Developing familiarity takes time
 - For industry to learn NL strengths/weaknesses & constraints
 - For NL to understand industry technology & business constraints
- National Laboratory - Industry project approval is often more complex than either side desires (but improving)
- IP licensing often works best if it involves program interactions – another reason for sustained interaction.

Core Program Interactions - Advice

- Start small - technical project in an area of common interest
 - Small project can start fast if it fits in the NL research theme
 - Preliminary data encourages additional commitments
 - Technical staff familiarity (company-NL) is important
- Build multiple links
 - Technical staff to technical staff
 - Division or department manager to manager
 - With Technology Commercialization office

Strong National Laboratory technology commercialization office is a critical resource

- It can guide on choosing collaboration mechanism
 - Unfunded technical staff visits are very valuable
 - Material Transfer Agreement – w/ or w/o payment
 - Work for Others
 - Cooperative Research and Development Agreement
- Understand the NL process, and successful examples
- Three parties – company, National Laboratory, DOE