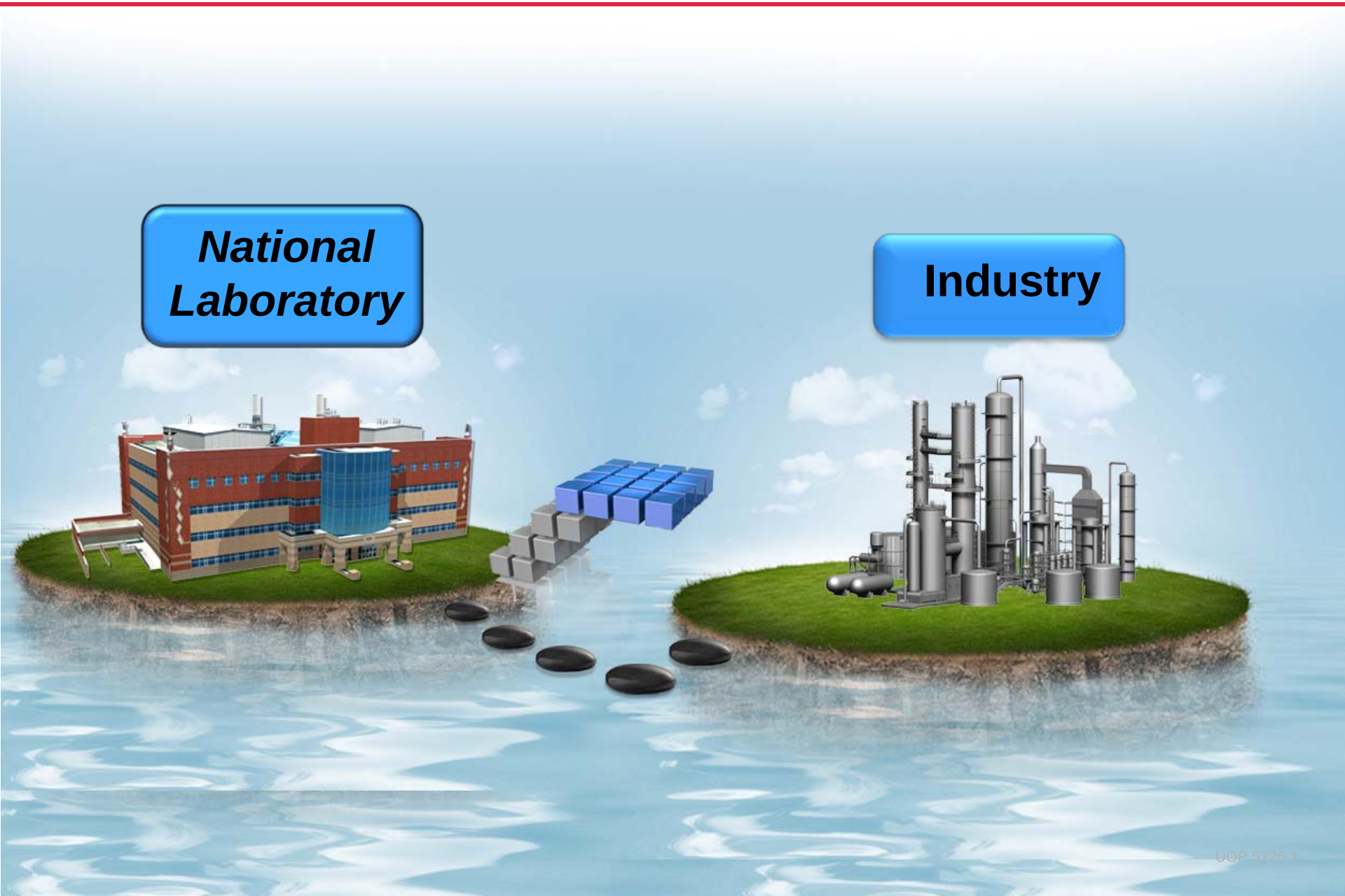
How to Engage the National Labs

UOP
A Honeywell Company



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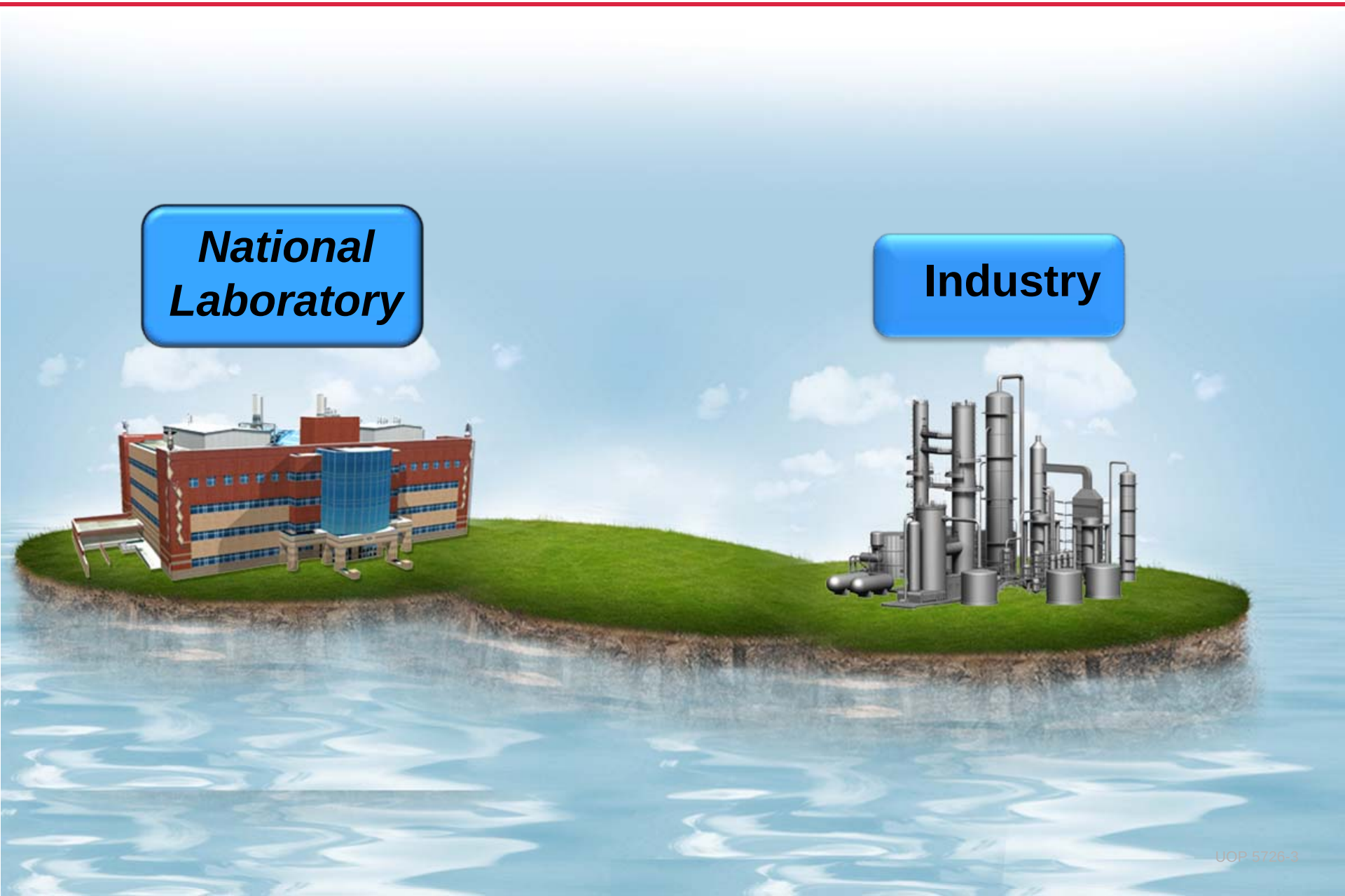

Drivers/Culture for Industry

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- Profit & results driven
- Aim is to bring new products, processes to marketplace
- Developing IP/trade secrets is paramount
- Time is critical – delays can be costly, being first to market is often rewarding
- Mission driven
- Annually senior management decides the research portfolio, and is tuned monthly - projects can be terminated quickly depending on market conditions
- Team approach – diverse skill sets brought together; R&D and business collaborate from day one.
- Projects must meet many criteria defined at the outset of the project before progression to next stage (stage gate approach)
- Not just the science – many other factors e.g. cost of research, potential benefits from the investment, manufacturing feasibility, commercial possibilities, competitive analysis, safety aspects

Drivers/Culture for National Lab

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- National resource for scientific discovery, unique facilities, new technologies
- Aim is to produce science innovations and energy technologies ready for transfer to industry
- Development of IP is encouraged, open literature publications are encouraged
- Timelines dependent upon funding sponsor
- Mission driven research centered on energy and national security
- Primarily PI driven, bottoms-up research portfolio; funding relies on innovative ideas and productivity
- Team approach, diverse skill set
- Research ranges from basic and applied (open) to proprietary and secure; metrics correspond accordingly
- Sponsor-driven, ranging from open research with publications to sensitive and proprietary research.