Panel 1 Discussion: "How to Engage with the National Labs"

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PANELISTS

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Issues & Barriers

- **Communication**
  - A need for understanding capabilities, needs, opportunities, and constraints on both sides
- **Time to establish collaborations (CRADA, WFO, [ACT])**
  - A need for understanding the constraints on both sides
  - Approval process is simply too long
  - Export control
  - Prepayment

Issues & Barriers

- **One size does not fit all**
  - Small business does not have the same resources as multinational corporations
- **Lack of uniformity / lack of flexibility** (competing issues)
- **Lack of understanding of best practices for potential collaborators – what works/what does not work**
- **Perception that labs are prioritizing profit (royalties) over technology deployment**
- **Labs do not have same rigor in tracking successes and failures as industry**
- **Mutual trust**
- **See #1**

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Recommendations

- **Communication**
  - Focused, multilevel outreach
  - Segmented industry working groups
  - Centralized bidirectional Web site – capabilities, expertise
  - Agreed-upon principles of engagement

- **Time to establish collaborations**
  - Quickly implement, and track, Agreements for Commercializing Technology (ACT)
  - Continue to simplify CRADA and WFO processes
  - Revisit DOE's prepayment policy

Recommendations

- **One size does not fit all**
  - Explore methods to make labs more accessible to small business
- **Lack of understanding of best practices**
  - Create transparency for prior successes and failures – systematic case studies
- **Technology deployment**
  - Continue to emphasize technology deployment over royalty revenue as metric of success
- **Trust**
  - See #1