

**Welcome to the
Transition to Practice
Technology Demonstration Day
for
Investors, Integrators and IT
Companies**

August 22, 2013
San Jose, CA

Meeting Logistics



Please set your mobile devices to silent



Bathrooms - first floor off the Dome Foyer
- third floor near the 1754 Boardroom



Emergency Exits are marked in the facility

Q&A will be during the afternoon demonstrations

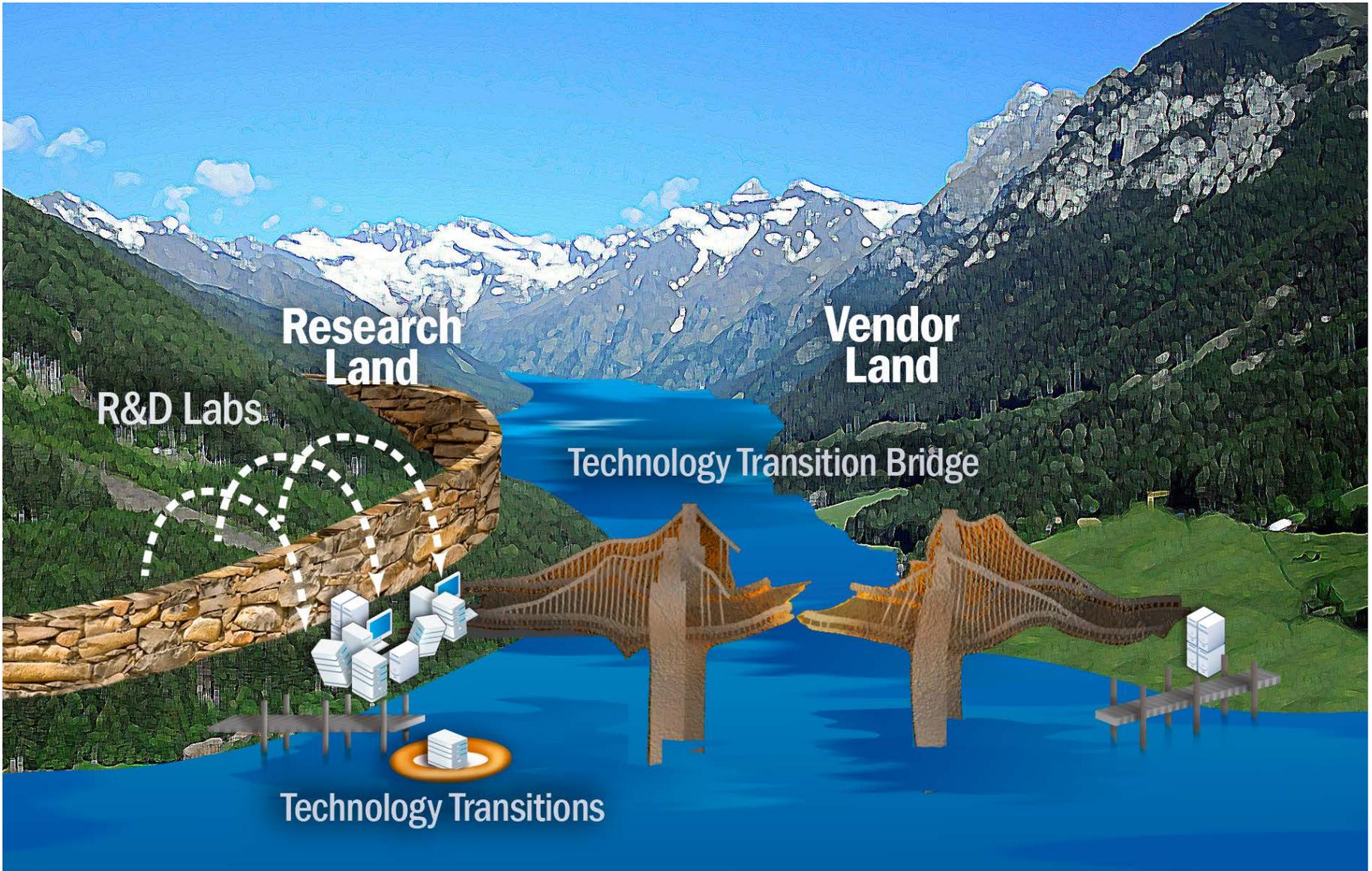
Please note the eateries guide in your meeting materials for lunch

Finally, please complete the Survey Monkey when you receive it tomorrow

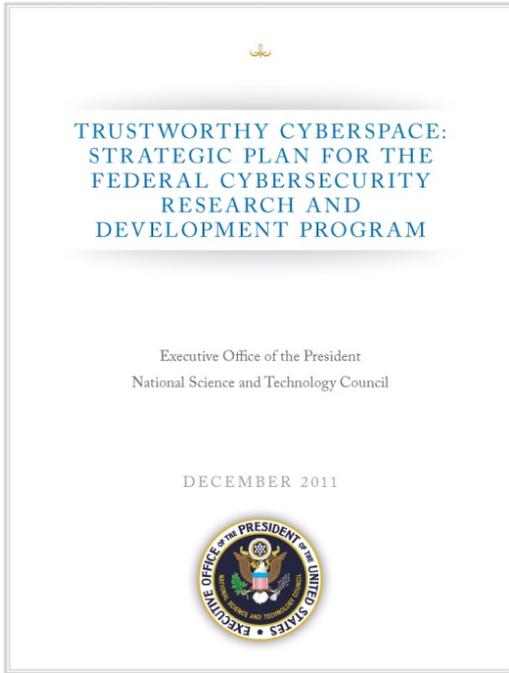
Goals for Today

- Showcase emerging cybersecurity technology
- Find pilot partners
- Learn about your cybersecurity needs
 - Please make sure to fill out your Survey Monkey to tell us what you would like us to help you find
- Build relationships

The Valley of Death



Transition to Practice



The White House
Office of the Press Secretary

For Immediate Release October 28, 2011

Presidential Memorandum -- Accelerating Technology Transfer and Commercialization of Federal Research in Support of High-Growth Businesses

MEMORANDUM FOR THE HEADS OF EXECUTIVE DEPARTMENTS AND AGENCIES



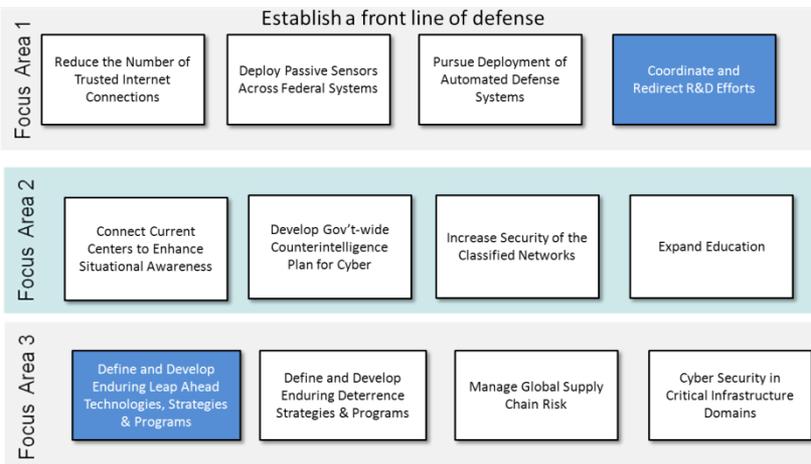
The White House
Office of the Press Secretary

For Immediate Release February 12, 2013

Executive Order -- Improving Critical Infrastructure Cybersecurity

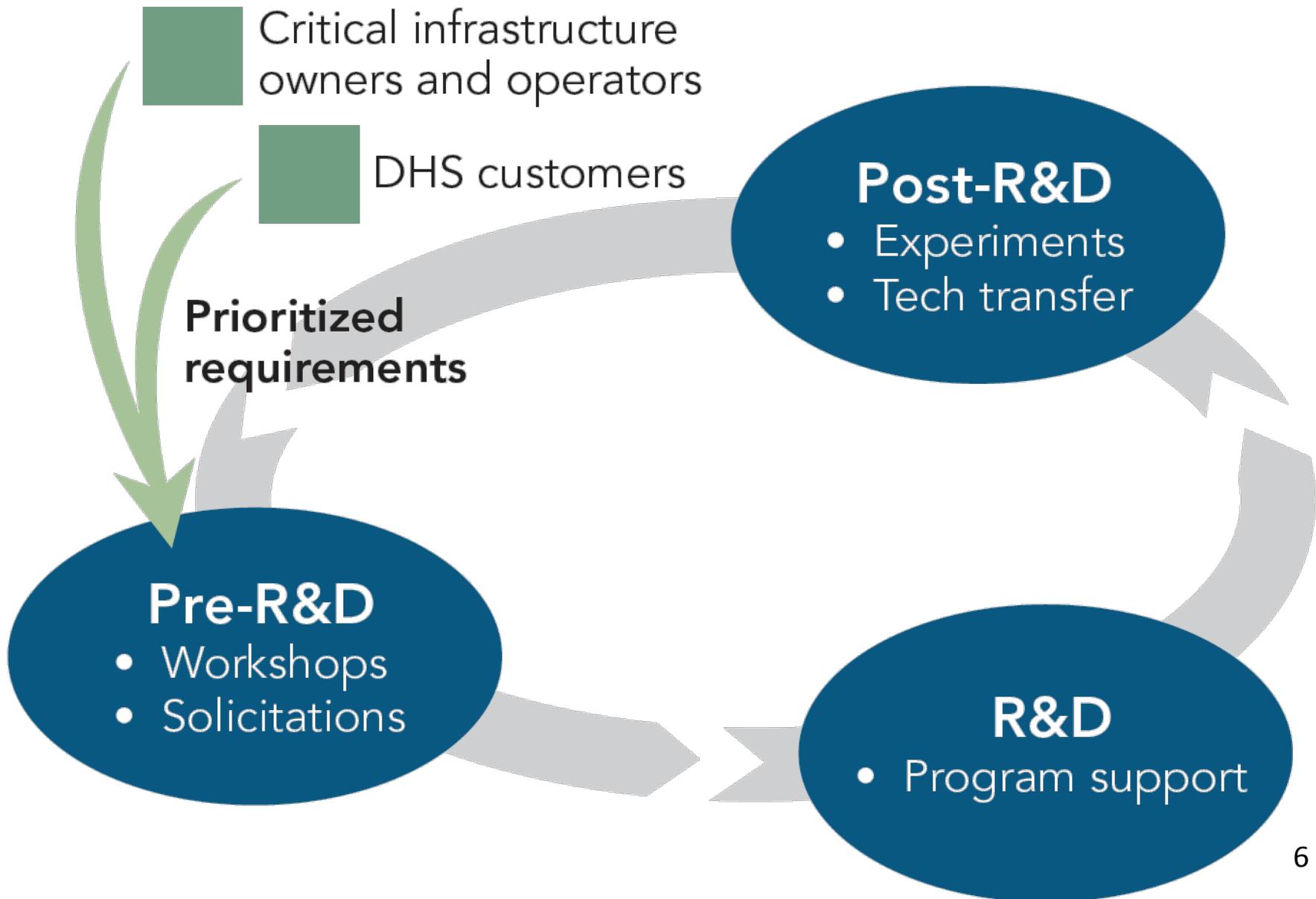
EXECUTIVE ORDER

IMPROVING CRITICAL INFRASTRUCTURE CYBERSECURITY





Cybersecurity Division R&D Execution Model



Overarching Goals of TTP

1. Promote the CSD methodology so that Technology Transition becomes an early and continuing focus, thus shortening the time it takes to go from the lab to the marketplace
2. TTP will become a connection point for the research community, cybersecurity professionals and private sector:
 - Researchers can use TTP to find operational partners for pilots and commercialization partners
 - Cyber professionals can find emerging technologies to meet their operational needs more easily
 - Private sector can more easily find innovation to license and invest in

TTP Focus Areas



R&D Sources

- DOE National Labs
- DOD FFRDC's
- Academia

Validation

- Testing & evaluation
- Red Teaming
- Pilot deployments

Utilization

- Open Sourcing
- Licensing
- New Companies
- Adoption by cyber operations analysts
- Direct private-sector adoption
- Government use

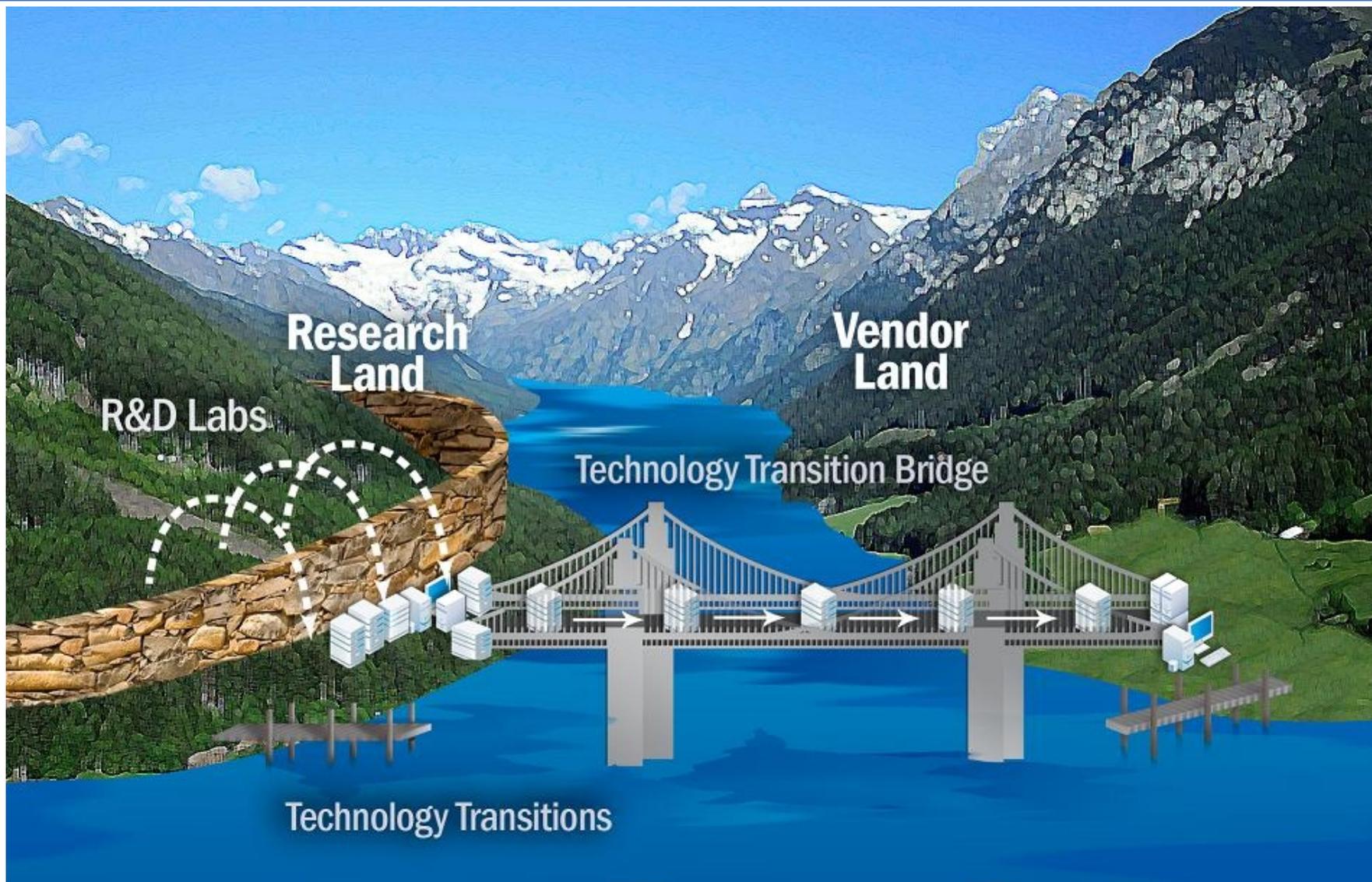
TTP World Tour FY12

Pacific Northwest National Lab (PNNL)	April 17
Lawrence Livermore National Lab (LLNL)	April 18
Sandia National Lab – Livermore (SNL)	April 19
Lawrence Berkeley National Lab (LBL)	April 20
Oak Ridge National Lab (ORNL)	May 14
Los Alamos National Lab (LANL)	May 16
Sandia National Lab – Albuquerque (SNL)	May 17
Argonne National Lab (ANL)	June 12





Better Transition = Better Cybersecurity



What's Next for TTP?

- Investors, Integrators and IT Company (I3) Demo Days
 - West- San Jose, CA - Aug 22
 - East- Washington, DC - Oct
- Pilots (Hopefully with some of you!)
- Nine new technologies
- TTP Demo Days for other areas of Critical Infrastructure
- TTP Demo Day for the Finance Sector 2014

Working with the DOE National Labs

Partnering with DOE Labs

U.S. Department of Energy (DOE) Labs partner with industry to:

- Conduct basic and applied research and development across a broad spectrum of sciences
- Enhance the U.S. energy security, national security, scientific discovery, economic competitiveness, and quality of life.

Benefits to Industry:

- Access to unique knowledge, facilities and capabilities
- Licenses for intellectual property for breakthrough technologies and scientific innovations
- Science and engineering solutions for difficult problems

Partnering with DOE Labs

Intellectual Property (IP) Licensing:

- Limited term test and evaluation license agreements
 - Best option for Pilot Projects
- Commercial license agreements
 - Nonexclusive and field-of-use rights may be available based on needs demonstrated in commercialization plans
- Reference DOE Licensing Guide for more information
 - <http://techtransfer.energy.gov/>

Industry Sponsored Research Projects

- Non-Federal Work for Others agreements (NFE-WFO)
- Cooperative Research and Development Agreement (CRADA)
- Agreements to Commercialize Technology (ACT)

Next Steps

For technologies you want to pursue

1. Send a “Letter of Interest” to the Business Development Executive (BDE) or Commercialization Manger (CM) representing the technology
2. Execute an NDA
3. Request a Test & Evaluation license for the technology
4. Visit the DOE laboratory for a deep dive on the technology
5. If you are interested in commercializing the technology, work with the BDE or CM and submit a commercialization plan

Technology	Lab	Tech Transfer BDE	Email
Path Scan	LANL	David Seigel	seigel@lanl.gov
Code Seal	SNL	Craig Smith	casmith@sandia.gov
NeMS	LLNL	Charity Follett	follett2@llnl.gov
MLSTONES	PNNL	John McEntire	john.mcentire@pnnl.gov
Hone	PNNL	John McEntire	john.mcentire@pnnl.gov
Hyperion/FX	ORNL	David Sims	simsdl@ornl.gov
Choreographer	ORNL	David Sims	simsdl@ornl.gov
USB ARM	ORNL	David Sims	simsdl@ornl.gov



Expectations and Time Frames

DOE laboratories have very limited ability to modify the terms and conditions in NDAs, license agreements and CRADAs.

If no changes are needed DOE laboratories can often execute agreements in the following timeframes:

- NDAs
 - Couple weeks
- Test & Evaluation/limited term license agreements
 - Less than a month
- Commercial license agreements (including negotiation of fees, royalties and technical milestones)
 - Often several months
- CRADAs and NFE-WFOs (for unclassified projects)
 - Often several months

Summary

- **Work with the Business Development Executive for the technology**
 - Send a “Letter of Interest” to start discussions
 - Execute an NDA
 - Start license, CRADA, NFE-WFO, and/or ACT agreements as soon as possible
- **Avoid changes to terms and conditions**
 - Any changes to the DOE laboratory’s template terms and conditions will greatly delay execution of the agreement
 - Indemnification language is non-negotiable
- **Benefits of partnering with DOE labs**
 - Access to unique:
 - Technology
 - Knowledge
 - Capabilities
 - Facilities
 - Science and engineering solutions for difficult problems