Essential Elements of University/Laboratory/Industry Research Partnerships

Northwest Academic Forum
Panel Session
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Pacific Northwest National Laboratory
PNNL’s role as a regional asset: Catalyze R&D growth

Be a conduit that links the region’s R&D assets to national needs

Catalyze R&D growth in the Northwest

Creation of high-tech jobs and a sustainable economy
How We Do It...

Government Research Base

Industrial Collaboration

Intellectual Property

Partnerships

Intellectual Asset Mining

Advocacy

Financial Impact

Scientific Reputation

Economic Development
PNNL’s partnerships deliver value to the region

**R&D Breakthroughs**
- Nanoscience
- Cell signaling
- Microproducts
- Bioproducts
- Global Security

**Science & Engineering Education Programs**
- Science education reform
- Student opportunities
- Teacher/Faculty opportunities
- Support for educational organizations

**University Partnerships**
- Joint research institutes
- Collaborative research
- Fellowships and internships
- Technology Entrepreneurship Program
New emphasis on industrial contract research

- Dedicated director
- Created external advisory board with Industry leaders
- Conducting “business acumen” and “political acumen” training
- Pursuing “marquee accounts”
- Selecting “megaprojects”
PNNL generates IP available for licensing

**Licensing Revenue 1998 – 2004 ($M)**

- 1998: 0.8
- 1999: 1.3
- 2000: 1.8
- 2001: 2.3
- 2002: 2.4
- 2003: 2.5
- 2004: 2.6

**New Ventures**

- Vitex Systems
- Velocys
- OHNI-Viz
- SafeView, Inc.

**Battelle Ventures**

*New fund to bring technology to market*

- Battelle Ventures to spend $150 million on projects over 12 years

*By Annette Cary, Herald staff writer*

Battelle has formed a venture capital fund to bring promising technologies researched at Pacific Northwest National Laboratory and other labs with Battelle connections to the marketplace. Battelle Ventures will spend $150 million over 12 years on projects related to the national lab it operates for the Department of Energy in Richland, three other...
It Takes Two…

- Willing licensor of technology and a correctly positioned business prepared to accept the technology
- Licensors are properly motivated and are doing their job
- Viable businesses positioned to span the gap in technology/product development are needed
- Critical to have money, management talent, and access to markets in addition to technology
Bioproducts, Science, and Engineering Laboratory Facility Description

- State-owned
- PNNL lease (~50%)
- 60,000-70,000 square feet
- Located at WSU Tri-Cities
- Biological and chemical research laboratories
- High bay for engineering development
- Advanced analytical instrumentation
- Teaching laboratories, classrooms and offices