



Using Federal Laboratories as Resources

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TYPICAL SBIR/STTR EVALUATION CRITERIA Phases I and II

- 1. Strength of the Scientific/Technical Approach**
How does a partnership with a national lab help?
 - *Researchers knowledgeable of current Federal research provide an assurance that the approach being proposed has not previously been tried.*
- 2. Ability to Carry out the Project in a Cost Effective Manner**
How does a partnership with a national lab help?
 - *Researchers with outstanding credentials can be used to augment the capabilities of the small business.*
 - *Research can be performed in unique, world-class facilities.*
- 3. Impact**
How does a partnership with a national lab help?
 - *National lab partnerships can be used to overcome obstacles that exist between patentable technology/prototype and product commercialization..*

Each of these criterion is strengthened by a partnership with a national lab.



CURRENT SUCCESS RATES

	<u>SBIR (w ORNL)</u>	<u>STTR (w ORNL)</u>
Phase I	20% (46%)	13% (65%)
Phase II	50% (67%)	50% (67%)

Proposals with ORNL as a partner

Phase I	46%	65%
Phase II	67%	67%



SIMPLE ILLUSTRATION

SITUATION 1: No SBIR Partnership

$$\begin{aligned}\text{Expected Value of Phase 1 Proposal} &= \$100\text{K} \times 20\% \\ &= \mathbf{\$20,000}\end{aligned}$$

SITUATION 2: Subcontract 20% to Lab

$$\begin{aligned}\text{Expected Value of Phase 1 Proposal} &= \$100\text{K} \times 46\% - \\ &\quad \$20,000 \text{ subcontract} \\ &= \mathbf{\$26,000}\end{aligned}$$



COMMERCIALIZATION HELP

1. National Labs have qualified technology transfer staffs to assist with commercialization, and
2. National Labs are places where venture capitalists go searching for business opportunities