



*Center for the Commercialization of
Advanced Technology*

**FLC Mid-Continent &
Far West Regional Meeting**

Stuart G. Gordon, Ph.D.

Director, CCAT-San Bernardino



San Bernardino



San Diego



The Organization History

- **Initial 2 year CCAT funding from Office of Naval Research (ONR) to San Diego State University Foundation**
 - **Partners:**
 - SPAWAR SSC
 - Orincon Industries
 - UCSD School of Engineering & CONNECT
 - SDSU Entrepreneurial Management Center (EMC)
 - **Goals:**
 - Crisis Consequence Management Technologies (Homeland Defense)
 - Commercialize Government Laboratory Technologies
- **2nd Round of Funding from ONR to CSUSB and SDSUF (50%/50%)**
 - **Funding of CCAT – San Bernardino**
 - **Launch of OTTC**
 - **ACE-Net**
- **Goals of OTTC and CCAT San Bernardino Program**
 - **“Spin-out” Government & Military Laboratory Technologies to Private Business**
 - **“Spin-in” Academic and Business Technologies to Military**
 - **Enhance Economic Environment in the Inland Empire**
 - **Promote and Support Academic Programs**

Organizational Structure



CCAT Funding from DoD thru Office of Naval Research

SPAWAR Systems Center, San Diego

Equal Division of Funds

San Bernardino

Office of Technology Transfer
and Commercialization (OTTC)

San Diego

CCAT San Diego



SDSU Foundation

SDSU Entrepreneurial
Management Center

UCSD Jacobs School
Of Engineering

Lockheed Martin
Orincon Technologies

UCSD CONNECT



CCAT San Bernardino

ACENet/Active Capital



Sources of Funding



- Center for the Commercialization of Advanced Technology (CCAT): Congressional Earmark from the support of Congressman Jerry Lewis, through the Department of Defense, the Office of Naval Research (ONR), and SPAWAR Systems Center San Diego (SSC-SD)
 - FY 02: \$3.8 M
 - FY 03: \$4.8 M
 - FY 04: \$8.6 M
- ACE-Net: A national database and website to unite entrepreneurs and venture capitalists will provide educational modules for all participants for a fee.
- Future Funding
 - Army Research Laboratories
 - Revenues Derived from CCAT Business
 - Contract and Grants from Companies and Institutions
 - Selling OTTC Services to Other Institutions

Our Services



- Technology Assessment
- Intellectual Property Due Diligence and Technology Valuation
- Market Assessment/Market Research and Analysis
- Funding Research and Development
- Funding Prototype Development and Validation
- Business Plan Development
- Business Mentoring and Management
- Marketing of Technologies to Licensees
- Negotiating and Drafting License and Other Contractual Agreements
- Facilitate the Creation of New Businesses
- Assist in Identifying Financial Resources for Entrepreneurs
- Help Promote and Network our Clients
- Facilitate the Introduction and Acquisition of Technologies to the Military



The CCAT Process

- Identify areas of technology the Navy (Military) needs
- Open a National Solicitation for Proposals for:
 - Any military or government laboratory technology with commercial potential, or
 - Technology from academic or businesses that address the areas of need
- Have the Proposals Reviewed and Critiqued by Expert Referees to Assess the Quality and Potential of the Technologies
 - Written critique of proposals, select best candidate technologies
 - Oral presentation to panel, final selection of best technologies
 - Review selection with the president & Executive Committee
- Assign a Client Manager to the Project
- Awards for Market Studies or Business Plans
 - Assign the project to one of the Marketing Research Groups
 - Initiate the MS/BP process
- Sub-award Agreements for Technology Development or Prototype Development and Testing awards
 - Ask recipient to review the agreement
 - Ask recipients to provide statement of work, milestones and budget
 - Execute the agreement
- Analyze the Outcome of the OTTC Efforts and, with the Awardee, the Next Steps that are Required to Complete the Commercialization Process.

Benefits of Technology Transfer and Commercialization



- Economic Development for the Inland Empire
 - Help IE Companies Develop and Commercialize New Technologies
 - Bring New Technology Companies into the IE
 - Bring New Business to Existing IE Companies
- Build a Stronger High Technology Business Base in the IE
- Increase the Demand for Educated Labor Force in the IE
- Create Stronger Ties between the Business and Academic Communities
- Enhance the Resources of the Academic Community
 - Strengthen the Technology Based Education Facilities
 - Provide Greater Resources for Collaboration with the Business Community
 - Provide Educational Opportunities for Students and Faculty
- Establish OTTC as a Critical Resource for High Technology Development and Commercialization both Locally and Nationally
 - Be Viewed by the Navy and other Military and Government Research Laboratories as an Important Resource
 - Be Viewed by Academia and Small Businesses as an Important Resource to Facilitate the Commercialization of Technologies
 - Provide a Conduit into the Military Acquisition System

CCAT Progress



- Some Metrics
 - Number of Solicitations: 14
 - Number of Proposals Received: more than 600
 - Number of Proposals Funded: 123
 - Funds Directly Allocated to Clients: ~\$13 million
 - Number of Clients that received Follow-on Funding: 15
- Successes
 - CCAT awards of \$1.3 M has led to more than \$13.4 million of additional funding from other sources—a 1:10 leverage of CCAT funds
 - 14 technologies are being used or tested by the military or homeland security programs
 - 7 companies have commercialized technologies that were supported by CCAT awards
- How to Participate
 - <http://otc.csusb.edu>
 - www.ccatsandiego.org