Sandia Partnership Opportunities

Sandia National Laboratories uses a variety of agreement mechanisms to develop new partnerships with industry, state and local government, and universities. Goals of the partner/sponsor, coupled with funding sources for the agreement and Sandia's strategic business objectives, are used to determine the most appropriate partnering mechanism.

The table below summarizes key aspects of each agreement type.

Agreement Type	Funding	Benefits	Requirements
CRADA (Cooperative Research & Development Agreement): Sandia and one or more partners outside the Federal government (usually from industry, non-profit organizations, or academia) collaborate and share the results of a jointly conducted research and development project.	• Funding to support the work Sandia performs for a CRADA may come from: ·100% partner funds, or ·100% government program funds (from DOE or other Federal agencies), or ·Combination of funding from the partner(s) and the government. • When partner is providing funding, payment must be received before work commences.	• Leverages research efforts by Sandia and partner. • Each party may take title to its own CRADA-generated intellectual property. • Partner has option to obtain license to Sandia's CRADA-generated intellectual property in limited field of use on agreed-upon reasonable terms and conditions. • CRADA-generated information can be protected for up to five years. • CRADA non-disclosure provision protects proprietary information.	• Partner "in-kind" contributions of labor and, possibly, property or services. • Work must benefit a DOE mission. • Written statement of work. • Related collateral documentation. • Acceptance of legal terms and conditions. • U.S. manufacturing requirements (or benefit to U.S.). • Government retains non-exclusive, paid-up, royalty-free license to all CRADA-generated intellectual property for U.S. government use. • Approval by DOE. • Final report upon completion of project.
Commercial License Agreement: Sandia conveys intellectual property rights to a non-Federal partner (licensee) through a license agreement. Intellectual property includes patent applications, patents, copyrights, and trademarks.	• Payment is non-refundable and provided by the licensee. Any/all of the following categories may be included: ·License issue fees. ·Running royalties on sales. ·Minimum annual royalties. ·Equity in licensee company.	• Provides avenue for technology maturation and commercialization of products that may be used by: ·DOE for mission needs. ·Other federal agencies. ·Public sector (consumer goods). • Ensures that commercial interests of partner are legally protected. • Portion of royalties distributed to: ·Technical organizations within Sandia for discretionary R&D and technology maturation. ·Sandia authors and inventors as incentive awards.	• Business plan information and basic information about the licensee's company. • Government retains non-exclusive, paid-up, royalty-free license to all intellectual property for U.S. government use. • The following negotiable items appear in every license agreement: ·Level of exclusivity. ·Field(s) of use. ·U.S. government march-in rights (exclusive licenses only). ·U.S. manufacturing requirements (or benefit to U.S.). ·Sandia rights to licensee-created software (as applicable).
Funds-In Agreement (FIA): Sandia performs work on a reimbursable basis for a non-Federal entity (NFE) sponsor. Sponsor is from private industry, state/local government, non-profit organization, or academia.	• NFE sponsor provides 100% of funding. • Payment must be received before work commences.	• Allows Sandia to perform mission-related, reimbursable work. • Sponsor can access Sandia's unique capabilities, facilities, and equipment to validate or improve technologies. • Sponsor is provided a minimum of a non-exclusive, paid-up license to practice Sandia's subject inventions. • Title to Sandia's subject inventions can be assigned to sponsor under certain conditions. • Agreement provisions protect proprietary information.	• Work cannot compete with capabilities in the private sector. • Work cannot adversely impact DOE programs or create future burden for DOE. • Work must benefit DOE and tie to Sandia's mission. • Written statement of work. • Related collateral documentation. • Acceptance of legal terms and conditions. • Approval by DOE. • Government retains non-exclusive, paid-up, royalty-free license to all FIA-generated intellectual property for government use.
Designated Capability (DC) Agreement: A type of Funds-In Agreement (FIA) whereby a Sandia organization develops generic documentation that can be applied to various FIAs.	• NFE sponsor provides 100% of funding. • Payment must be received before work commences.	• Allows Sandia to provide similar services to different non-Federal entity (NFE) sponsors without duplicating documentation and processing requirements. • Reduced processing time for individual agreements. • All other FIA benefits also apply.	• Work must fall within scope of generic, pre-approved statement of work. • All other FIA requirements also apply.
User Facility (UF) Agreement: A non-Federal entity (NFE) sponsor uses a Sandia • facility; • a collection of interrelated facilities; • specialized equipment, instrumentation, and/or personnel; or • a related capability or resources to conduct scientific and technical research.	• NFE sponsor provides 100% of funding. • Payment must be received before work commences.	• Sponsor can access Sandia's unique facilities and equipment to validate or improve technologies.	• Work cannot compete with capabilities in the private sector. • Work cannot adversely impact DOE programs or create future burden for DOE. • Work must benefit DOE and tie to Sandia's mission. • Written statement of work. • Sponsor representative performs the work. • Sandia provides support staff to ensure compliance with maintenance and safety procedures. • All generated data belong to sponsor. • Not intended for use when intellectual property may be generated.

Sandia National Laboratories

Albuquerque, New Mexico Livermore, California

“...exceptional service in the national interest”

Sandia National Laboratories—a Department of Energy multiprogram engineering and science laboratory—actively seeks opportunities to partner with private companies—large or small—and with state and local government agencies and universities.

Sandia’s primary mission is to ensure that the nuclear weapons stockpile is safe, secure, and reliable. Today, Sandia brings together technical teams to solve a wide range of problems facing the nation. Synergistically with its weapons mission, Sandia works to reduce the vulnerability of the nation to proliferation, threat, or use of weapons of mass destruction and other nuclear incidents. Sandia also helps to preserve the nation’s overall security through ensuring, for example, the safety, security, and reliability of the nation’s energy supplies and information infrastructures and through anticipating and responding to technological surprise by militant nations or terrorist groups.

To support its missions, Sandia’s engineers and scientists conduct research in many areas. Many of the technologies and processes and special technical know-how they have developed have been applied to solving problems in the private sector through mutually beneficial, technology partnerships. Companies partnering with Sandia range from some of the nation’s largest companies to small New Mexico businesses. Projects involve a broad range of technologies including materials and materials processing, advanced manufacturing and precision engineering, microelectronics and photonics, advanced computing and information technologies, modeling and simulation, nanotechnologies, vulnerability analysis, robotics and intelligent systems, failure analysis and reliability technologies, software, and energy and environmental technologies.

Sandia has been committed to technical and scientific excellence in meeting the nation’s defense needs for more than 50 years. Sandia’s roots reach back to the mid-1940s when it was an Albuquerque extension of the Manhattan Project headquartered in Los Alamos, about 90 miles to the north. Sandia’s real birthday, however, was November 1, 1949, when AT&T assumed management of the Laboratories at the request of President Harry Truman, who offered the company “an opportunity to render an exceptional service in the national interest.” In 1993, Lockheed Martin Corporation (then Martin Marietta) assumed management of the Labs.

For more information about Sandia, visit our Web site at *http://www.sandia.gov.* If you are a potential partner, visit our Technology Partnerships site at *http://www.sandia.gov/partnerships/.*

Sandia National Laboratories
Corporate Business Development & Partnerships

Albuquerque, New Mexico • (505) 284-2001 Livermore, California • (800) 294-8358

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NNSA National Nuclear Security Administration

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