



THE Ames Laboratory
Creating Materials & Energy Solutions

A Technology Transfer Giant

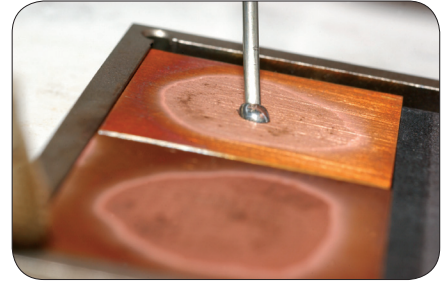
The Ames Laboratory, the smallest in terms of funding of the Department of Energy's national laboratories, creates a big footprint in technology transfer:

- ◆ Ames Laboratory's technologies formed the basis for 25 Iowa-based startup companies including:
 - ◆ New Tech Ceramics (BAM)
 - ◆ Combisep (now part of Advanced Analytical Technologies) (MCE)
 - ◆ Iowa Powder Atomization Technologies (Ti processing)
 - ◆ MTEC Photoacoustics, Inc. (Photoacoustic Detectors)
- ◆ Ames Laboratory has returned approximately \$5.3 million back to the U.S. Treasury
- ◆ In 2011, new research agreements contributed an estimated \$1.8 million in funding for the Ames Laboratory.
- ◆ Lead-free solder, Ames Laboratory's most successful technology to date, is licensed to more than 50 companies worldwide and contributes to the reduction of lead in landfills and groundwater. It is estimated that lead-free solder has generated over \$760 million in sales over its life.
- ◆ Ranked in the top three of the national laboratories in royalty income.

◆ Technology transfer has helped Ames Lab's contractor, Iowa State University, become a "licensing powerhouse" in a report prepared by Innovation Associates, Inc.

Specialized Research Center

The Materials Preparation Center is a specialized research center managed by DOE's Office of Basic Energy Sciences that provides advanced materials



Lead-free solder

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to industry, university and government research centers. The MPC is recognized throughout the world's research community for its unique capabilities in the preparation, purification, and characterization of rare-earth, alkaline-earth and refractory metal materials.

Licensing

Ames Laboratory has a portfolio of technologies available for licensing. As Ames Lab's Intellectual Property rights may be retained by Iowa State University, under a contractual mechanism known as privately funded technology transfer, ISU performs patenting and licensing activities on behalf of Ames Laboratory. Through

our technology transfer mechanisms, we can provide additional support to the licensee to help further the technology, or to possibly find new applications for a licensed technology. A list of available technologies may be found at www.techtransfer.iastate.edu or for a more specialized list of energy technologies go to www.techportal.eere.energy.gov

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Non-DOE funded research

Whether it's finding new materials, processes, applications or the need for specialized analysis of existing materials, Ames Laboratory can utilize its unique capabilities to assist both the public and private sectors. Ames Laboratory can and does enter into nondisclosure agreements, material transfer agreements and beta-testing agreements with various entities. We are also happy to partner with small businesses to respond to SBIR and STTR call for proposals, large businesses, universities and other national laboratories on other types of proposal calls, and with industry on 100 percent funds-in projects.

There are two main mechanisms for performing non-federally funded research: the Cooperative Research and Development Agreement, or CRADA, or the Work for Others Agreement, which give industry access to our unique facilities, equipment and knowledge. Knowing what to expect of a partnership with Ames Laboratory can enhance the efforts of both parties in identifying appropriate opportunities, negotiating working arrangements and meeting goals and expectations. The Ames Laboratory has a small brochure entitled "Doing Business with The Ames Laboratory" which may be found at https://www.ameslab.gov/files/doing-business_2010_0.pdf

Here are some key points to keep in mind:

- ◆ The Ames Laboratory, as a rule, does not provide funding to partners (although DOE itself sometimes does).
- ◆ The Laboratory may not do work that is available to potential partners from the private sector.
- ◆ Measures are in place to protect valuable proprietary data.
- ◆ Work is conducted on a "best-effort reimbursable cost" basis, meaning there are no guarantees that it will result in achievement of the agreed-upon goals.
- ◆ Under certain types of agreements, a company must certify that it will manufacture substantially in the United States, or demonstrate net benefits to the U.S. economy.

For more information on technology transfer at the Ames Laboratory, visit our website at www.ameslab.gov/techtransfer.

