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| **To:** | roi |
| **Cc:** | Cusker, Brett; Friesenhahn, Ray; Swearingen, Will; Dave Appler; Jagadeesh Pamulapati |
| **Subject:** | Input for "Green Paper" on Return on Investment Initiative for Unleashing American Innovation |
| **Date:** | Monday, December 10, 2018 6:35:00 PM |

NIST Green Paper Authors,

I have read with interest your draft Green Paper, *Return on Investment Initiative for Unleashing American Innovation.* I applaud this initiative. I am writing to provide short but important inputs to the draft paper.

**Economic-Impact Studies:** The paper mentions how economic-impact studies can serve as an important tool to measure the ROI of technology transfer. The paper on p. 108 mentions an AUTM study to estimate the economic impact of academic licensing and a similar experiment to use this approach by NIST for federal laboratory licensing. In addition, on pp. 109-110, it mentions that economic-impact studies can be useful for assessing the ROI of institutions. However, the paper does not mention two major comprehensive Department of Defense-funded studies of the economic impact of DoD license agreements with industry. These studies are distinguished from the studies you mention because, rather than estimating sales from royalties, they involved actually contacting the licensees and asking about the sales of new products and services based on the licensed technology (achieving a response rate of over 90%). These studies are:

1. *National Economic Impacts from DoD License Agreements with U.S. Industry, 2000-2014* (January 2016) https://techlinkcenter.org/wp-content/uploads/2017/01/2016-DoD-Licensing-Study-E-Publication.pdf
2. *National Economic Impacts from DoD License Agreements with U.S. Industry, 2000-2011* (January 2013) https://techlinkcenter.org/wp-content/uploads/2017/05/DoD-Economic-Impact-Final-2.13.pdf

An update of the 2016 DoD study is currently underway by TechLink and is expected to be published in January 2019. In addition, TechLink is beginning the first-ever study of federal government CRADAs with U.S. industry, looking at CRADAs from three representative Army, Navy, and Air Force laboratories. TechLink is also documenting the value of DoD technology transfer to the U.S. military and to the nation's technological capabilities through a series of success stories and videos.

**Partnership Intermediaries (PIAs):** On p. 58, under "New/Expanded Partnership Mechanisms," the paper mentions that federal laboratories can use Partnership Intermediary Agreements to perform valuable partnerships with industry. However, there are no examples given of actual partnership intermediaries. This is a significant oversight, because the Department of Defense has been relying heavily on a national partnership intermediary, TechLink, to market its patented inventions and broker or facilitate license agreements with industry. TechLink was the first-ever partnership intermediary to be established by the federal government, created by DoD in 1999, and currently brokers over 60% of DoD license agreements nationwide. Sales of new products and services from TechLink-brokered license agreements for DoD are estimated at $2.5 billion, with the total economic output exceeding $6 billion per a recent economic-impact study. The Green Paper emphasizes the

importance of establishing partnership agreements “at the speed of business.” TechLink is working with the DoD labs to establish and rapidly expand “express licensing.” This initiative has reduced the time it takes DoD labs to establish license agreements from 6-12 months to under 3 weeks.

I hope you will include this information in the final draft of the Green Paper. I stand ready to provide additional details at your request.

Regards,

Will Swearingen

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