

# *Technology Partnering for Technology Insertion*

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# *Navy Technology Commercialization Initiative (NTCI)*

- ❖ Partnership of state economic development agencies and private business networks
- ❖ Find breakthrough technologies
- ❖ Nurture early stage technologies with seed funding and choose winners by performance rather than analysis

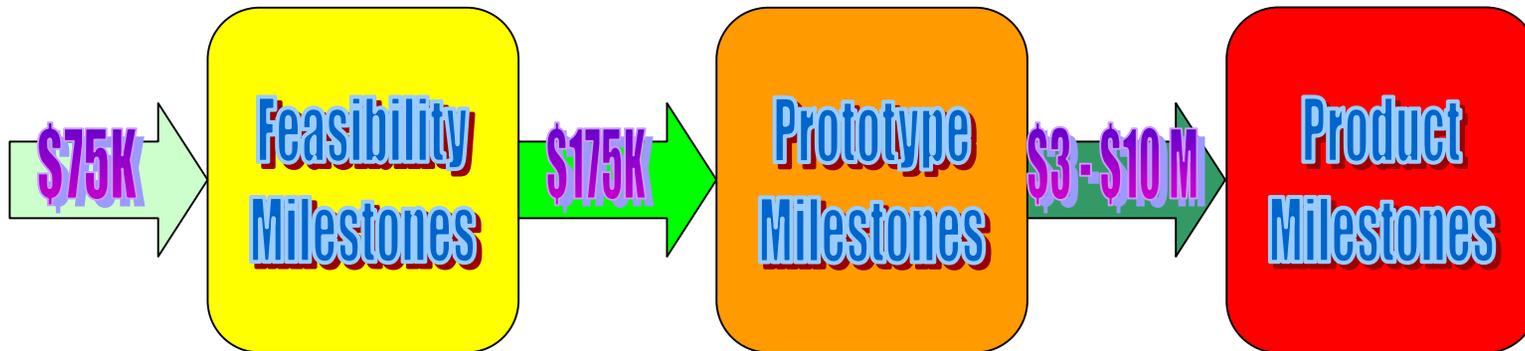


## *Advantages of State-Industry Team*

- State ED agencies are familiar with the unique industry sector capabilities of State technology businesses
- Business organizations are familiar with the needs of their members and can provide a support network in working with the Navy



# *Technology Transition Feeder*



**NTCI Partnership**

**Venture Capital  
Navy Contracts  
SBIR Programs**



## *NTCI Deal Flow*

- Initial seed funding of \$75,000 allows project initiation with key milestones
- Seamless continuation funding of \$175,000 allows unbroken development of project that meets technical milestones
- Evaluation driven by performance, not analysis
- Successful projects eligible for funding by Navy, venture capital, SBIR

## *Technology Prospecting*

- ➊ To transition the best technologies from any source into Department of the Navy programs requires:
  - ▣ Finding breakthrough technologies
  - ▣ Effectively selecting technologies for development



*Educate industry and academia  
concerning Navy needs*

- Outreach events to state business community to
  - Highlight Navy technology needs
  - Showcase Navy lab technology capabilities
- Presentations to research center faculty and deans
- Facilitate collaborations between universities and Navy laboratories



*Identify R&D activities of potential interest to the Navy*

- ❖ University surveillance through technology managers and research center directors
- ❖ Networking events with businesses in key technology areas
- ❖ Initiate proof of concept tests using NTCI funding programs



*Connect the technology sources with  
Navy prime contractors*

- ❖ Seed funding for technology demonstration projects
- ❖ Post project review and business coaching using subject matter experts
- ❖ Outreach to prime contractors in collaboration with portfolio companies



*Help companies (especially first-timers) do business with the Navy*

- ❖ Match-making service through warfare centers
- ❖ Seed funding for initial collaborations with Navy RDT&E activities
- ❖ Training programs in collaboration with Navy program activities



*For further information*

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