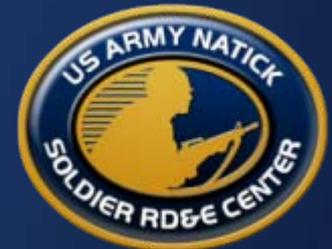




TECHNOLOGY COMMERCIALIZATION OPPORTUNITIES FOR ARMY/STATE COLLABORATION

Arthur Robert
MA Office of Business Development

Arnie Boucher
S&T Board Manager



UNCLASSIFIED

- Action item from 19 NOV 2009 S&T Board meeting to “schedule a Life Sciences focusing meeting with NSSC/State/Industry representatives prior to the next NSSC S&T Board meeting to explore Life Sciences collaborative opportunities”.

- 19 MAR 2010 Life Sciences focusing meeting held at NSSC to:
 - Provide NSSC the opportunity to present their priority Life Sciences technology needs to State/Industry representatives
 - State/Industry team to identify and introduce Life Sciences companies to the NSSC
 - MA Office of Business Development
 - MA Biotech Council
 - John Adams Innovation Institute
 - Interleukin Genetics

- Difficult /time consuming to match up MA Life Sciences companies to NSSC needs
- Industry Perceptions
 - Companies do not understand how to do business with the DoD
 - Companies believe working with the Army is too time consuming and difficult to be worth considering
- Army fact
 - Activities at the NSSC control substantial budgets
 - There are a number straightforward ways companies can partner with the Army

- Conduct an event that will impart Army life sciences technology needs to the state's life sciences community
- Don't assume companies won't be interested - allow companies to self-select
- Explain – in simple terms - ways companies can partner with NSSC
- Provide brief overviews of Army life sciences needs in 3 key areas
 - Food Safety Performance, Probiotics & Phytonutrients (Combat Feeding)
 - Small, Non-invasive Diagnostics & Sensors (WarSTAR)
 - Skeletal/Muscular Injury & Stress (ARIEM)
- Provide opportunity for “structured” networking
- Be prepared to provide “surge” capacity, to capture post-event interest

- **Keynote: Dr. Stephen J. Lee**, Chief Scientist,
Office of the Director, U.S. Army Research Office (ARO)
- **Pathways to Partnering with Army Researchers**
Jeffrey DiTullio, Head, Office of Research and Technology
Applications, (NSRDEC)
- **Food Safety & Performance, Probiotics & Phytonutrients**
Dr. Pat Dunne, Research Scientist, NSRDEC
Ms. Betty Davis, Supervisory Food Technologist, NSRDEC
Mr. Craig Rettie, Supervisory Physical Scientist, NSRDEC
- **Small, Non-invasive Diagnostics & Sensors**
Dr. Ramanathan Nagarajan, Research Chemical Engineer, NSRDEC
Dr. Charlene Mello, Research Chemist, NSRDEC
- **Skeletal/Muscular Injury & Stress**
Dr. Michael Sawka, U.S. Army Research Institute of Environmental
Medicine

- Co-sponsors:
 - Mass Biotech Council (MBC)
 - Natick Science & Technology Board
- Date & Time: September 29, 12:00 noon to 2:00pm
- Location: Mass Biotech Council – One Cambridge Center, Cambridge
- Information and registration: www.massbio.org
- MBC support includes:
 - Meeting space
 - Light lunch
 - Web-based marketing & on-line registration