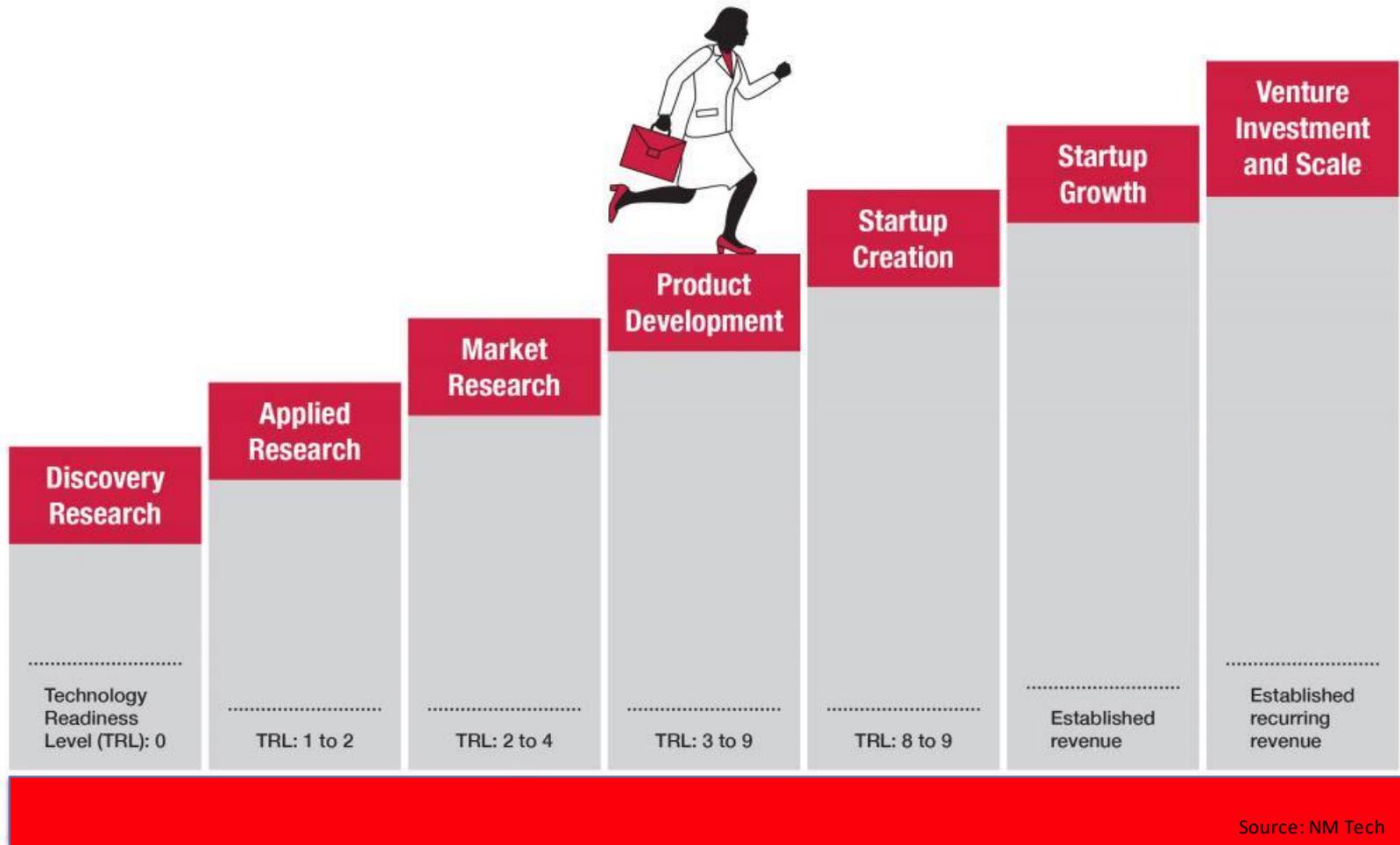


Leveraging Intellectual Property Resources to Create Jobs

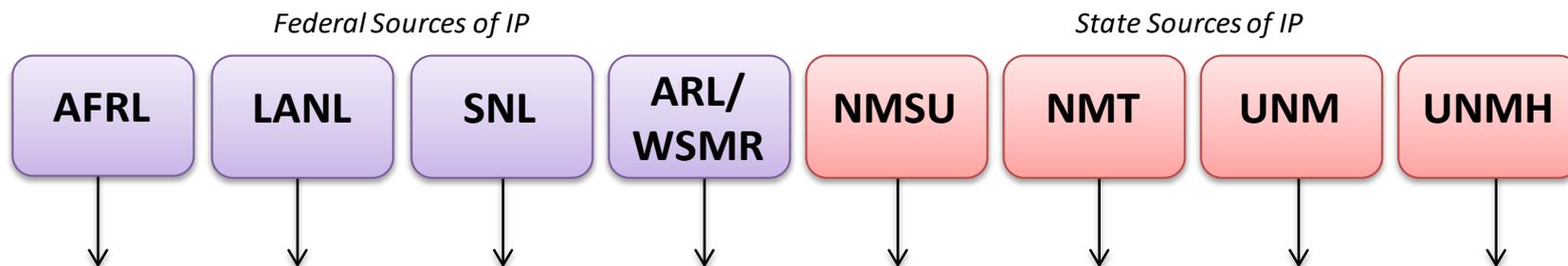
Steps to Commercialization



TRC Mission: to promote the commercialization of technologies born in New Mexico, working in the range of steps 3 to 5.

Leveraging Intellectual Property Resources to Create Jobs

Current Environment

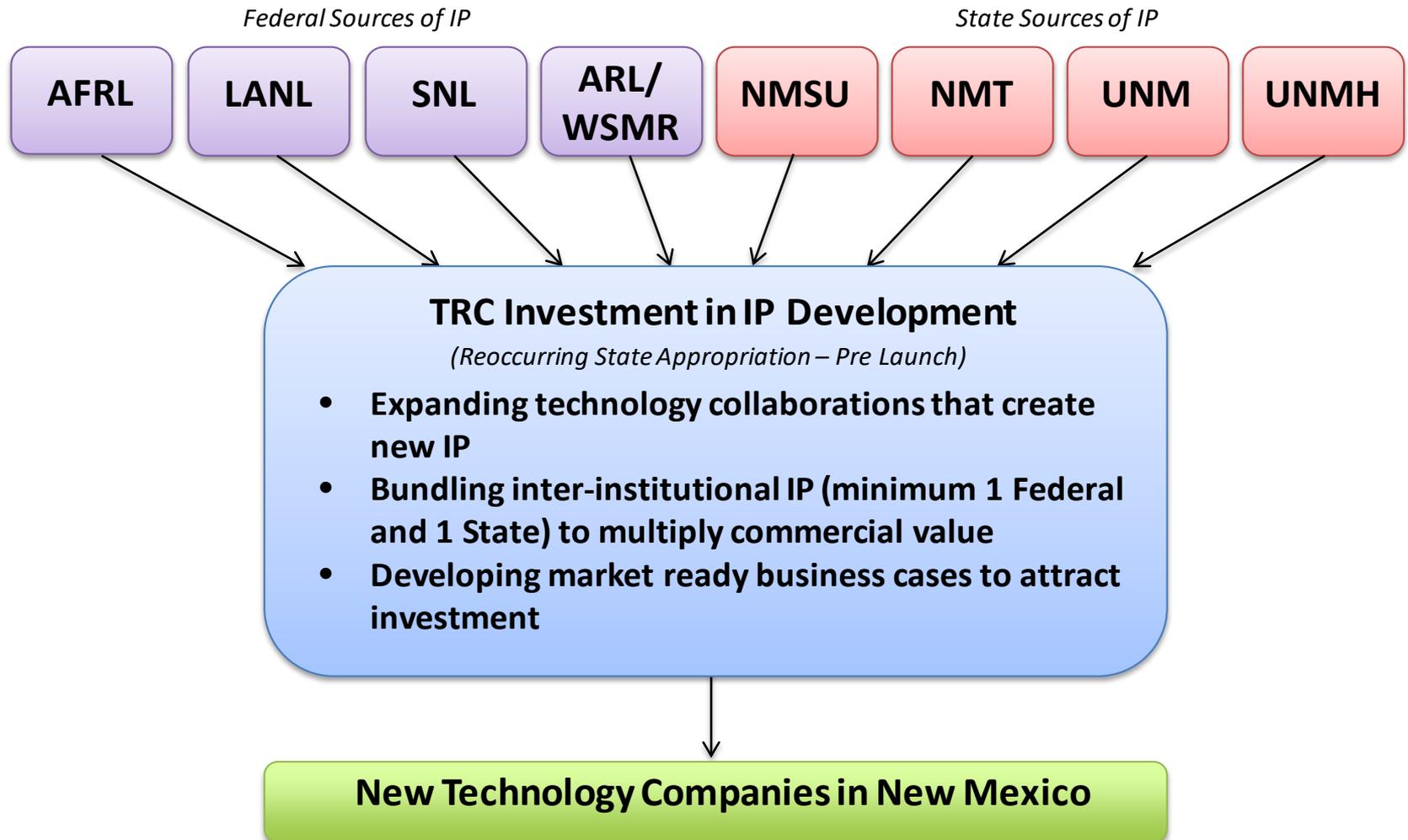


Individual Institutional Protocols

- Limited to no collaboration
- Inconsistent institutional licensing procedures
- IP that is not generally market ready
- Separate institutional outreach
- Limited commercialization opportunities

Leveraging Intellectual Property Resources to Create Jobs

New Mexico TRC



Leveraging Intellectual Property Resources to Create Jobs

New Mexico TRC

TRC Investment in IP Development



New Technology Companies in New Mexico

(SIC Backed Investment – Launch)

- Ensuring collaboration that requires minimum of 1 Federal and 1 State IP source
- Standardizing licensing procedures
- Generating market ready IP and identifying technology entrepreneurs to bring to market
- Coordinating institutional outreach
- Expanding commercialization opportunities
- Causing investment in companies through venture funding
- Creating jobs in New Mexico

TECHNOLOGY RESEARCH COLLABORATIVE (TRC) How would it work?

Hypothetical Scenario for a TRC Grant

The TRC Board of Directors would solicit proposals from member institutions for funding, evaluate the market worthiness of submittals, and award grants based on merit.

Suppose for example that both New Mexico State University (NMSU) and Los Alamos National Laboratory (LANL) have been doing research on sealant technologies with applications in oil and gas fields, focused on providing a solution for oil and gas wells to reduce organic hydrocarbon leaching and pollution.

NMSU and LANL have reached a point where they recognize commercial potential and need further funding to advance the technology to market readiness, thereby creating jobs in New Mexico. They prepare a proposal to the TRC seeking a grant to further both technology and market research. The TRC evaluates the proposal and determines the project has significant potential to ultimately create private sector jobs and awards NMSU say \$400,000 to advance this research.

NMSU then administers this grant, in collaboration with LANL, and allocates grant funds amongst NMSU and LANL personnel and perhaps outside resources to get the technology market ready. At the appropriate point, NMSU and LANL would bundle their jointly developed market ready technology, patent the technology, and identify one of the institutions as the licensing authority, focused on private sector job creation in New Mexico.

The licensing authority would then be able to license the technology to a private sector company in exchange for royalties divided among NMSU and LANL. The private sector company would then embark on commercializing the technology, possibly seeking equity capital to launch the operation, and lay the foundation to create jobs in New Mexico.

TECHNOLOGY RESEARCH COLLABORATIVE (TRC)

How would it work?

Grant Award Criteria

TRC grant awards are only to be invested in technology maturation, involving technology and market research conducted at TRC member institutions. TRC members are:

- Air Force Research Laboratory
- Army Research Laboratory
- Los Alamos National Laboratory
- New Mexico Institute of Mining & Technology
- New Mexico State University
- Sandia National Laboratories
- University of New Mexico
- UNM Health Sciences Center
- White Sands Missile Range

Minimum grant award is \$50k and maximum grant award is \$600k.

A grant award must include at minimum a collaboration of one research university and one national laboratory in accordance with the 2005 Inter-Institutional Agreement, signed by TRC members, that provides for intellectual property (IP) bundling and identifying a single licensing authority for each IP bundle.

TRC solicitations for grant award proposals from member institutions will require a plan be submitted that identifies the: 1) member institutions involved, 2) purpose for technology maturation, 3) technology readiness level, 4) market potential being addressed, 5) resources needed to accomplish the goal, 6) project timeline, 7) project risk, and 8) potential for private sector job creation.

The TRC Board will evaluate submittals and make awards based upon their relative merits in each of the above areas. A positive 60% vote of the TRC Board is required for award.