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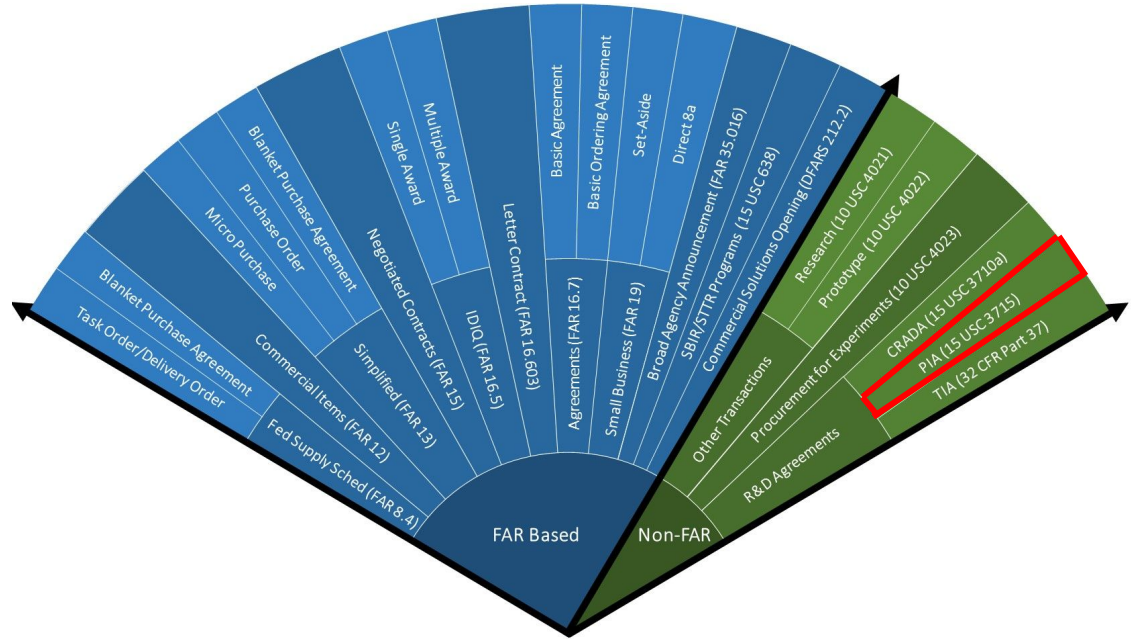
The Tech Perspective:

Supporting Tech Transfer with Partnership
Intermediary Agreements (PIAs)

What is a PIA?

A contract, agreement, or memorandum of understanding with non-profit partnership intermediary to engage academia and industry on behalf of government to accelerate tech transfer and licensing. They exist to help government agencies, especially R&D orgs, with tech transfer.

The authority for PIAs derives from USC Section 15 1375 – PIAs are non-FAR based.



Leveraging a PIA

What is a partnership intermediary?

An agency of a State or local government, or a nonprofit entity chartered by, funded by, or operated by or on behalf of a State or local government, that assists, counsels, advises, evaluates, or otherwise cooperates with small business firms, institutions of higher education, or educational institutions funded by government grants.

Can any office leverage a PIA within their organization?

It depends on who is specified for use within the PIA. For example, DoD has PIAs established by OUSD(R&E) that can be leveraged across the DoD with Techlink and Miltech.

Who in Gov can enter into a PIA?

Only federal labs and warfare centers can enter into PIAs. However, basically every agency which conducts R&D activities should be able to leverage PIAs. (DHS, DoD Components, NGA, HHS, etc.)

Who from industry can enter into a PIA?

1. State or local government
2. Nonprofits representing state or local governments (I.e. Missouri Technology Council)

They must assist small businesses or work with higher education or education institutions that work with government.

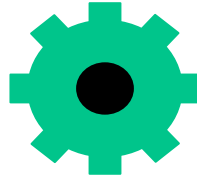
The Players

Who can be a PI?



- Non-profit entity owned, chartered, operated by state or local government
- Entity must cooperate with small business and/or academic institutions

Who can partner?



- Academic institutions
- Industry
- Small businesses

Who is funding?



- State or local government
- Federal government organizations
- Customers outside of the Federal government

Common Applications

Support for
SBIR and
STTR
programs

Technology
and market
research

Patent and
intellectual
property (IP)
management

Planning and
implementing
prize
competitions

Prototyping
and
manufacturing

Collaboration
spaces and
business
incubation

RDT&E
collaboration
agreements

Technology
showcases
and events

Partnership Intermediary Agreements

Pros

Accelerates technology transfer and commercialization

Directly provides technical knowledge and infrastructure to companies developing early-stage technology

Incredibly flexible; allows for a wide range of activities and partnerships through the many existing PIAs

A PI can function as a neutral third-party between government and industry to increase opportunity for collaboration

Cons

Takes a lot of time to negotiate and execute, extending timelines

Many people are unfamiliar with PIAs, which can extend timelines

Leveraging a PIA to Procure Innovative Tech

Use flexibility to your advantage

While the PIA authorities provide a definition for what is a suitable State and local government affiliation, in practice there is a range of interpretations of how to fulfill this requirement.

Do your research

Look into which PIAs your Federal organization has created and discern which would be the best fit for the type of work you're searching for.

PIAs help small businesses enter the Federal market, and help Federal organizations connect with emerging technology. It's a win-win partnership!

Examples: N-Step and TechLink

PIA	Organizations Involved	Purpose
N-Step	<ul style="list-style-type: none">● NIST● Maryland Technology Development Corporation	<ul style="list-style-type: none">● Independent translational research and development of technologies specifically related to NIST's mission to commercialize them.
TechLink	<ul style="list-style-type: none">● DoD● Montana State University	<ul style="list-style-type: none">● Increasing number and quality of licensing agreements between DoD and industry



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Meet our panelists.