

# Creating a Culture of Innovation



**Stephen J. Susalka**  
**Chief Executive Officer**

December 9, 2020

# AUTM's Mission

**To support and  
advance technology  
transfer globally**



# Allegra - Georgetown University



# FluMist - St. Louis SOM & Univ. of Michigan



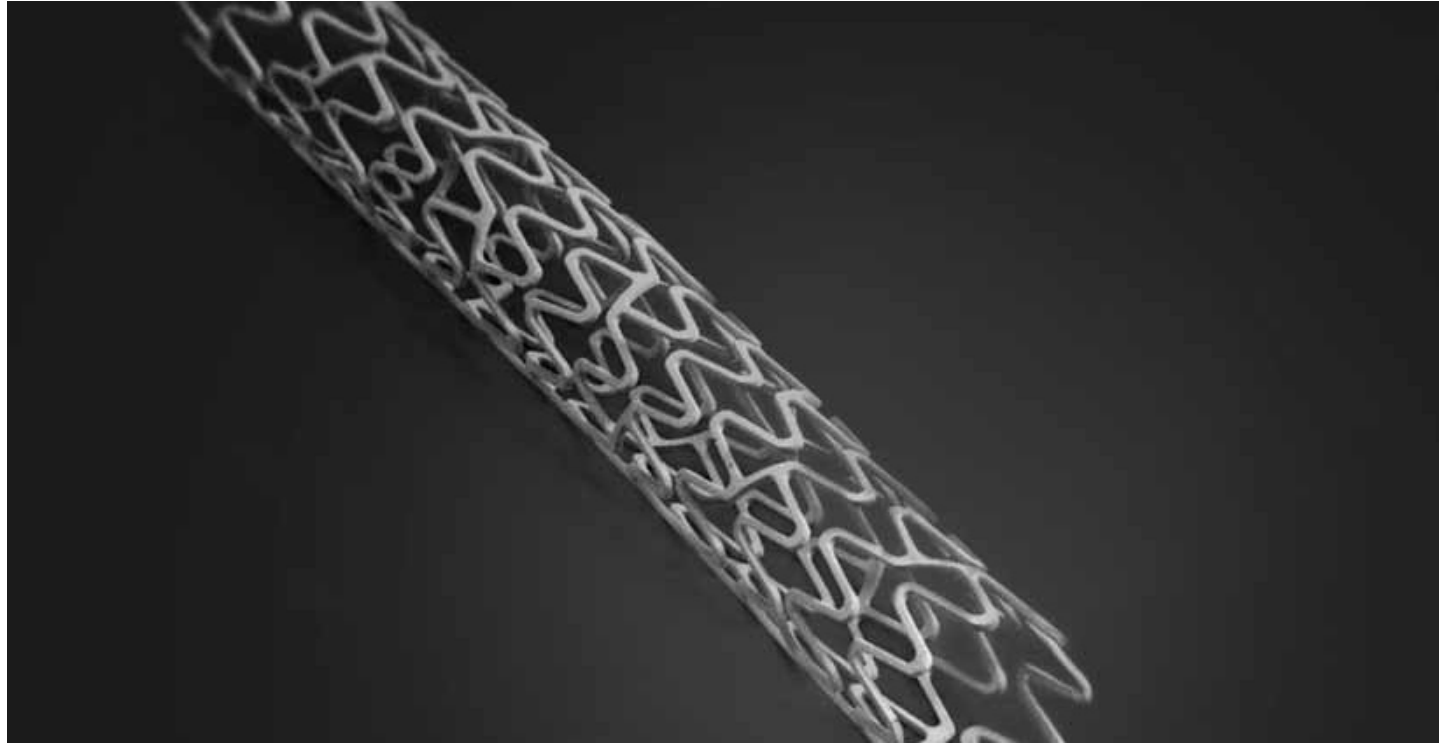
# Nicotine Patch - UCLA



# Siri - DARPA



# Coronary Stents – National Energy Technology Laboratory



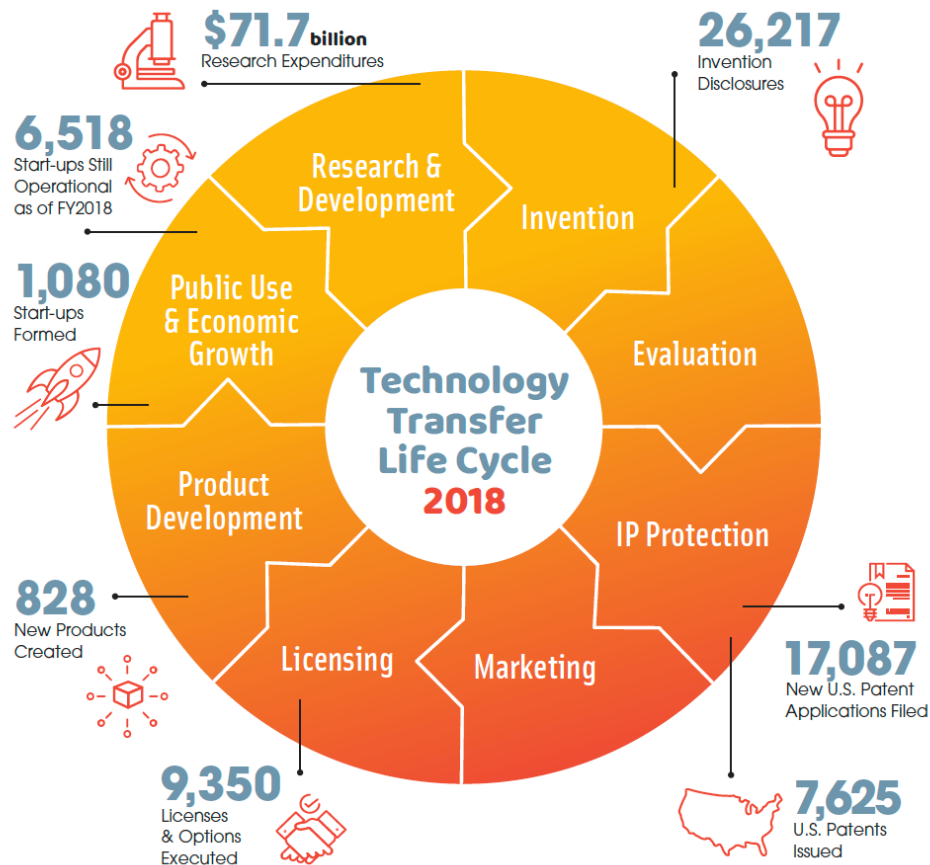
# Why is Technology Transfer Important?

- Societal benefit
- Fulfills Agency/lab mission objectives
- Economic development
  - New companies
  - Job opportunities
- Develops future alliances with industry
- Culmination of research



# Benefiting Society and the Economy

## Technology Transfer For 2018



Every year early-stage research yields discoveries with vast commercial potential.

# Driving the Innovation Economy

## Technology Transfer In Numbers

From 1996 to 2017, up to...

**\$1.7** trillion

contributed to  
U.S. gross  
industrial  
output



**\$865** billion

contributed to  
U.S. gross  
domestic  
product



**5.9** million

jobs supported



**420,000+**

inventions disclosed...

**100,000+**

U.S. patents issued...



to research institutions since 1996

**13,000+**

start ups formed



**67%**

of university  
licenses are to  
start-ups and  
small companies



**200+**

drugs and vaccines  
developed through  
public-private partnerships  
since Bayh-Dole Act  
enacted in 1980



# Infuse a Culture of Innovation

## “Bottom-Up” Strategies

- Technology Transfer Internship Opportunities
- Seminar Series
- Course Development (w/ local universities)
- Networking Opportunities

## “Top-Down” Strategies

- Technology Transfer Presentations
- “Invite only” IP Commercialization Course
- Prototype Development
- Innovation Policy Implementation
- Celebrate Successes!



# Cultivate Local Soil

Focus on the economic “soil” in your region

- Alternative energy
- Medical devices
- Software

Assess capabilities, talents, and strengths

Reach out to Universities in the area



# Coordination

Innovation ecosystems requires close coordination

- Government
- Higher Education
- Entrepreneurial Community
- Workforce Development
- Infrastructure



# Collocate

Provide Resources

- Learning Spaces
- Maker Spaces

Create a Density of Connections

Increase Intellectual Collisions

Engage the Community



# Federal Laboratory Consortium for Technology Transfer (FLC)



300

FEDERAL  
LABS

14

FEDERAL  
AGENCIES

## WHAT IS THE FLC?

A consortium of 300+ federal laboratories and 14 federal agencies. Formally chartered by the Federal Technology Transfer Act of 1986 (15 USC §3710(e)(6)).

# FLC Business (FederalLabs.org)

[FLC Home](#) [Regions](#) [News](#) [Tech Focus](#) [Events](#) [Careers](#) [Media](#) [Contact](#) [Forum](#) [Login](#) [f](#) [t](#) [in](#) [v](#) [p](#)

 [ABOUT](#) [SUCCESSIONS](#) [LEARNING CENTER](#) [T2 TOOLKIT](#)  

[Home](#) [FLC Business](#)

[About](#) [Directory](#) [Contact](#) [Rep Login](#)



## FLC Business

**Your One Stop Shop For U.S. Laboratory Information**  
Laboratories, Available Technologies, Funding, Programs, Facilities and more

  [SEARCHING IN All Categories](#)  [ADVANCED FILTERS](#) 

## U.S. Laboratory Directory

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z #

[OPEN FILTERS](#) 



# Summary

- Technology Transfer has multiple positive outcomes
- The university/non-profit community is a partner
- Cultivating, coordinating and collocating will enhance your mission
- Other resources available to support you include:
  - FLC ([www.FederalLabs.org](http://www.FederalLabs.org))
  - AUTM ([www.autm.net](http://www.autm.net))



# Contact Information

**Stephen J. Susalka, Ph.D.**

Chief Executive Officer, AUTM

ssusalka@autm.net

[www.autm.net](http://www.autm.net)

