

# SCIENCE & TECHNOLOGY PARTNERSHIPS AND OUTREACH UPDATE

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*Commercialization Director, S&TPO*



U.S. DEPARTMENT OF  
**ENERGY**

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U.S. Department of Energy laboratory  
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NATIONAL LABORATORY

APS

# SCIENCE AND TECHNOLOGY PARTNERSHIPS AND OUTREACH

**Megan Clifford**  
*Associate Laboratory Director*

**INNOVATION,  
COMMERCIALIZATION  
AND CAPTURE**

**Ilya Kats**  
*Director*

**INSTITUTIONAL  
PARTNERSHIPS**

**Meridith Bruozas**  
*Director*

**GOVERNMENT  
RELATIONS**

**Sarah Higgins**  
*Director*

 **CHAIN REACTION  
INNOVATIONS**  
Entrepreneurship at Argonne

**Dick Co**  
*Director*

**OFFICE OF COMMUNITY  
ENGAGEMENT**

**Robyn Wheeler Grange**  
*Director*

 **MATERIALS  
MANUFACTURING  
INNOVATION CENTER**  
Argonne National Laboratory

**Chris Heckle**  
*Director*

# ARGONNE COMMERCIALIZATION STRATEGY



- Help secure key (industry) collaborations
- Develop and license Intellectual Property (patents, software, data, etc.)
- Generate licensing revenue and impact for Argonne and inventors/authors\*

\*Inventors get 34% of royalties; directorate and lab each get 33%



**ILYA KATS** | ikats@anl.gov  
Commercialization Director

- Contact ICM early to
  - Discuss inventions
  - Establish relationships with strategic partners
  - Help navigate contracts SOW details
  - Pursue IP licensing
- Contact SRO
  - CRADA and SPP approvals
  - FOA Proposal eligibility (ANL-1048)

## Innovation and Commercialization Managers (ICMs)



**LUKE HWANG**  
AES, ASD, XSD



**GRAHAM GARNER**  
IP MANAGER

## Sponsored Research Office (SRO)



**JENNY HILL**  
ANALYST, AES, ASD, XSD



**DIANE HART**  
DIRECTOR, SRO

# CRADA AND SPP AGREEMENTS

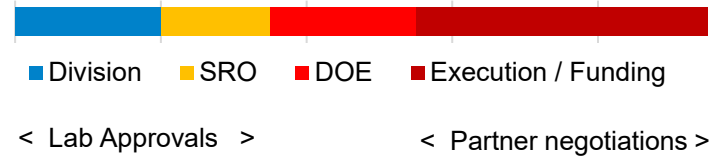
- **Enable collaboration with industry and academia beyond user support**

- Competitive funding awards (SBIR, STTR, TCF)
- Industry collaborations
- Multi-institutional research

- **Best Practices**

- Develop scope of work (SOW) with a partner
- Contact ICM for assistance with SOW early
- Work with division finance to provide required info

## CRADA/SPP Processing Timeline





## PROPOSAL DEVELOPMENT GROUP

- Proposal Development
    - Templates
    - Compliance matrix
    - Outline development
    - Editing and review
    - Submission help
    - **Training**
    - **Lessons learned**
  - Ensure compliance (SRO)
    - Verify eligibility
    - Obtain approvals
    - Ensure Prime compliance
- Goals
    - **Increase win rates for the lab**
    - Avoid unnecessary efforts
    - **“Basics of Proposal Preparation” quarterly training**
  - Major FOA support
    - Large Hubs (Q-next, Energy Storage, etc.)
    - TCF: 14 submitted in FY24 (\$250k - \$1M each).
    - Other: Energy Frontier; Early Career, Energy I-Corps
    - Smaller proposals
  - **Submit ANL-1048 to div finance as early as possible**



# SUMMARY

## ▪ IP and Innovation

- Contact **ICM** with any questions
- Take **“IP100” TMS course** to learn how to innovate for impact
- Submit invention disclosures early and often (ANL-1082 / Inventor portal)

## ▪ Partnerships

- Engage **ICM** early on **SOW** and **partner relationship**
- Work with division finance to submit completed info to SRO

## ▪ FOAs and Proposals Development

- Contact **David McCallum** or Benjamin Recchie for questions
- Attend **“Basics of Proposal Preparation”** quarterly training
- Work with finance to submit ANL-1048 before undertaking efforts



**LUKE HWANG**  
*Innovation and  
Commercialization  
Manager*



**JENNY HILL**  
*SRO Analyst*



**DAVID MCCALLUM**  
*Proposal Development*