

## PROPOSAL REQUIREMENTS

LANS strongly desires to continue research and development for improving the mathematics, approaches, and detection techniques for PathScan and CodeVision. Accordingly, LANS will evaluate commercialization plans/proposals based on three criterion: Demonstrated Technology Development Collaboration, Partner Attributes, and Technology Commercialization Strategy.

Interested industry partners can provide a commercialization plan for PathScan, CodeVision, or both. LANS's commercialization partner selection team will select one or more qualified Candidate Partner(s) based upon each company's commercialization plan/proposal. At a minimum each proposal/plan must address the following items set forth below or clearly indicate why such criterion is not applicable to or addressed in the submitted Proposal.

*NOTE: LANS reserves the right not to license the PathScan and/or CodeVision technology to any candidate responding to this call, if in LANS's sole judgment all candidates fail to meet the Partner Selection Criteria.*

### **Partner Proposal Elements must include, but are not limited to:**

- **Technology Development Collaboration:**

- **Joint Technology Development:** LANS is interested in Partners who desire not only to commercialize the technologies into products, but also to work with LANS collaboratively on joint R&D projects, to further advance and keep the technologies/products competitive in the market place. Accordingly, proposals should address Candidate Partner's desire and ability to enter into a CRADA to further develop and advance the algorithms, mathematics and techniques for PathScan and CodeVision.

*NOTE: U.S. Citizen Development Team:* A requirement for entering into a CRADA for these technologies is Candidate Partner technical staff who are U.S. Citizens and who can work with Official Use Only, Export Controlled, and potentially classified data and information. Proposals should clearly address this CRADA requirement.

- **Technology Development Funding:** Proposals should address Candidate Partners desire and ability to provide future funding (can include securing third party funding) to LANS for continued R&D efforts for the technologies.
  - **Ability to Collect and Share Customer Data:** Access to real customer data is extremely valuable to the LANS cyber security R&D team, and to test and validate algorithms developed. Access to such data will greatly assist the LANS cyber R&D teams at LANL and enable them to develop more advanced and robust algorithms. Proposals should address Candidate Partner's ability to provide real network data from Candidate Partner customer sites. When addressing this issue understand that LANS will protect this data under NDA, animalization of the data where needed, and of course protect the data the same way LANS protects its most sensitive information.
- **Partner Attributes**
    - **Management Team & Product Champion:** Candidate Partners' Proposal must identify and describe a strong management team that will support the commercialization efforts, and a product champion who will ensure the technology(ies) get deployed.
    - **Relevant Technical Expertise:** PathScan and CodeVision are both advanced cyber analytic capabilities, and require a strong understanding of network security, cyber threats, network forensics, graph analytics and mathematics. Candidate Partner's proposal should clearly describe in-house technical expertise, and demonstrated technical ability to understand the mathematics behind PathScan and/or CodeVision.

- **Technology Commercialization Strategy:** LANS's objective for commercializing PathScan and CodeVision is to ensure the technology is adopted, broadly deployed, and benefits the US economy. Accordingly, Proposals should describe a commercialization strategy for each technology which at a minimum addresses the following items:
  - **Product Strategy, Market Strategy & Understanding of the Cyber Security Market:** Proposals must provide a discussion that demonstrates understanding of the cyber security market and a credible market strategy for getting LANS technology into the market. Proposals must also address potential barriers to entry (market and technical) Candidate Partners envision, and how those barriers will be addressed.
  - **Customer Relationships and Reputation in Industry:** Reputation in the Information Technology (IT) industry and relationships with potential end users (including fortune 100 companies), service providers, and software resellers is a critical element of commercialization. Accordingly, Candidate Partner should describe its ability to successfully commercialize PathScan and/or CodeVision based on previous success deploying technologies.
  - **Financial resources to bring technology to market:** Proposals should address the financial resources required to execute the commercialization strategies defined, and the Candidate Partners demonstrated financial ability to secure the funding required
  - **Time to Market:** The cyber security market moves extremely fast, and it is important in the cyber security industry to bring technologies to market rapidly. Proposals should describe Candidate Partner's ability to deploy the technology in various markets (e.g. financial, government, and healthcare) in timely manner (speed to market).
  - **Product and Service model:** PathScan and CodeVision are both enterprise level solutions, and require substantial knowledge of how the technologies work to understand results generated by the technologies. Proposals should describe Candidate Partners ability to develop the technologies into quality products, and also the ability to offer the service(s) needed to make sure end users can fully understand results generated by those technologies.
  - **Licensing interest:** LANS has the ability to license exclusive and nonexclusive field-of-use rights to the patent rights and copyrights for PathScan and CodeVision, in return for negotiable license issue fee(s) and royalties. Proposals should address the specific rights Candidate Partners are seeking from LANS. For example, a partner could address all markets (all industry and government) or just a specific industry market segment.

*Note: LANS may grant exclusive or nonexclusive licenses for the intellectual property listed above. LANS has started the copyright assertion process with DOE for the PathScan and CodeVision software to perfect those for commercial licensing purposes on an exclusive or nonexclusive basis. The United States Government retains a worldwide, royalty-free non-exclusive license to use all LANS intellectual property for Government purposes.*
- **Other Criteria:** Some other criteria that LANS requires for commercialization partners, depending on the market segments addressed include, but is not limited to:
  - **Cleared Personnel:** A criterion LANS will look for in commercialization plans submitted by Candidate Partners who plan to address government markets is if the company has staff with security clearances who can work on classified government networks and collaborate on classified government research projects.