COMMERCIALIZATION PROCESS

LANS will select the most qualified commercialization partner(s) through a competitive call for proposals. The steps below outline LANS's commercialization process, and the actions required for each interested company.

1. ***Letter of Interest (LOI):*** To be considered for the commercialization process, all interested companies must submit a LOI as a prerequisite for proposal consideration. Please note that the LOI does not commit your company to commercializing the technologies, but is required to include your company in the commercialization process. This call for commercialization partners will close on December 24, 2013, and only those companies who submitted LOIs prior to closure of the call will be invited to participate in next steps.

   All LOIs must be sent to David Seigel in the Feynman Center for Innovation at LANL, and must be received no later than December 24.

   The LOI must include:

   - brief description of your company and its mission;
   - brief explanation of your company's interest in the technology,

   LOIs must be sent via email to cyber@lanl.gov. You may also send your LOI via courier please mail your LOI to the address below.

   David Seigel
   Feynman Center for Innovation
   Los Alamos National Laboratory
   P.O. Box 1663, MS C333
   Los Alamos, NM 87545
   Telephone: 505-665-2743
   Email: cyber@lanl.gov

   Note: *If you do not get a response within 2 days of emailing cyber@lanl.gov, please call David Seigel directly.*

2. ***Non-Disclosure Agreement (NDA):*** Upon receipt of your LOI, LANS will send a company questionnaire and bilateral Non-Disclosure Agreement (NDA). NDAs will allow:

   - LANS to send proprietary information regarding PathScan and CodeVision with the Commercialization Information Packet (described below)
   - Sharing of proprietary information in the proposal review process
   - Will be used if a CRADA and/or license is executed
   - If LANS decides to host a commercialization workshop, NDAs must be executed prior to the commercialization workshop (tentatively scheduled for mid to late January), to ensure proprietary information can be shared between your organization and LANS during the workshop

   LANS will send out the draft NDA as soon as your LOI is received.

3. ***Commercialization Information Packet:*** Upon execution of the NDA, LANS will send each Candidate Partner an information packet that contains:

   - Technology overviews and technical papers for PathScan and CodeVision
   - Evaluation criteria and final submission date for commercialization plans

- Negotiation and agreement execution process for LANS license agreements and LANS Cooperative Research and Development Agreements (CRADAs)
- A sample LANS CRADA
- If LANS decides to host a commercialization workshop, the details and logistics information for the PathScan and CodeVision onsite commercialization workshop at LANL will be included

4. ***Webinar/Commercialization Workshop:*** Depending on the level of response to this Call for Commercialization Partners, LANS will host webinars with interested respondents. LANS may also elect to host a commercialization workshop and information session (Industry Day) if LANS receives enough interested parties. The commercialization workshop, if hosted, will be held at LANL mid to late January, and will be open to any interested qualified respondent that has:

   - submitted a LOI;
   - executed a NDA with LANS; and
   - all attendees must be U.S. Citizens.

   This commercialization workshop will provide attendees with:

   - overview of the history of cyber research and development (R&D) and current R&D directions at LANL;
   - demonstration of PathScan and CodeVision;
   - technical details about PathScan and CodeVision;
   - overview on contract vehicles for licensing intellectual property rights (patent rights & copyrights) and collaborating on research (CRADA) with LANS;
   - a general question and answer session;
   - breakout sessions for one-on-one discussions with LANS technical staff and/or business development executives for PathScan and CodeVision; and

   A technology overview and discussion will be offered for those potential partners interested specifically in government applications. This discussion will be restricted to those who have appropriate clearances. If you are interested in partnering with LANS on PathScan and/or CodeVision for government applications, please specify such interest in your LOI.

   Note: *If LANS does not host a commercialization workshop, LANS will contact each company that submitted LOIs to make other arrangements (most likely via telecom and WebEx) for covering the workshop topics.*

   Another venue for interested parties to learn about PathScan will be The Department of Homeland Security (DHS), S&T Cyber Security Division, Transition to Practice (TTP) program's Technology Demonstration Day for Investors, Integrators and IT Companies, which will be hosted in Washington DC December 18th. PathScan will be one of the demonstrated technologies at this event. The event is open to the general public. Interested parties can pre-register at http://events.SignUp4.com/2013_TTP_I3_East. For more information about this event please contact Mike Pozmantier, TTP Program Manager, 202-254-2366, michael.pozmantier@hq.dhs.gov.

5. ***Partnering/Commercialization Plan (Proposal):*** Submit your company's Proposal for PathScan and/or CodeVision to David Seigel in the Feynman Center for Innovation. Proposals will be due approximately four to six weeks after the commercialization workshop.

Note: *Proposals (provided they are marked appropriately) will be held as company proprietary information and no information from one applicant will be shared with any other applicant.*

Note: *Any information that is shared with LANS during the commercialization workshop (including in the one-on-one discussions) must also be included in the written Proposal for LANS to consider that information during the partner selection process.*

6. ***Review of Commercialization Plans and Partner Selection(s):*** LANS will review all commercialization plans received, evaluate them based on the Partner Selection Criteria, and notify companies selected (Candidate Partners) for CRADA and/or license negotiations for PathScan and/or CodeVision.