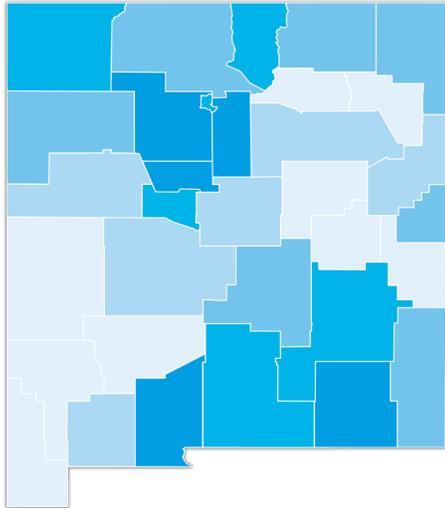




## OVERVIEW

The **Market Transition Program (MTP)** facilitates the creation and growth of new businesses based on Los Alamos technology and expertise with an emphasis to create and retain businesses in northern New Mexico.

The success of the MTP focuses on supporting companies to help them reach their next level of success from an entrepreneurial start-up to the growth of an existing small business.



**2,320** companies helped throughout New Mexico

- **2,195** New Mexico small businesses have utilized Los Alamos and Sandia technical assistance in **all 33 counties**
- **61** New Mexico companies have licensed Los Alamos technology
- **39** entrepreneurs have received LANS Venture Acceleration Fund awards
- **45** Laboratory employees have taken Entrepreneurial Leave of Absence to support **25** companies in New Mexico and 5 out of state

## ENTREPRENEURIAL LEAVE AND LICENSING IN NEW MEXICO

Entrepreneurial Leave and Licensing in New Mexico have commercialized Los Alamos technology by launching new ventures or helping expand existing companies.

*Metrics reflect results from 1997-2011, based on a cumulative survey of 45 clients.*



**270**

**\$11.0M**



**Revenue**

**N/A**



**New Funding and Financing Attracted**

**\$36.0M**



**Total \$ ROI**

**\$47.0M**

## LOS ALAMOS NATIONAL SECURITY LLC VENTURE ACCELERATION FUND (LANS VAF)

LANS VAF has supported companies in every stage of development, ranging from proof-of-concept, prototyping, and product engineering to customer acquisition and market validation.

*Metrics reflect results from 2006-2012.\**

**68**

**\$5.3M**

**\$17.4M**

**\$25.3M**

**\$48.0M**

## NM SMALL BUSINESS ASSISTANCE PROGRAM (NMSBA)

NMSBA demonstrates more than 13 years of success leveraging world-class science and technology from Los Alamos and Sandia national laboratories to assist in New Mexico small businesses.

*Metrics reflect both laboratories' cumulative results from 2000-2012. Los Alamos' participation began in 2007.\**

**3,510**

**\$114.3M**

**\$172.5M**

**\$59.6M**

**\$346.4M**

\* Surveys were performed with participating clients in each program six months to one year after project completion. They were conducted by Research and Polling, Inc., a third party contractor.



## WORKING TOGETHER: SUCCESSFUL PARTNERSHIPS



*“ When you succeed in getting something off the lab bench and into the marketplace, it’s profound. ”*

~ John Elling  
Entrepreneur

*“ The new customer relationships we have developed as a result of the tech transfer license procedure have really put the name RockSmith out into the world of Explosive Ordinance Disposal. ”*

~ Laney Smith  
Co-owner, RockSmith Precision Machining, Inc.

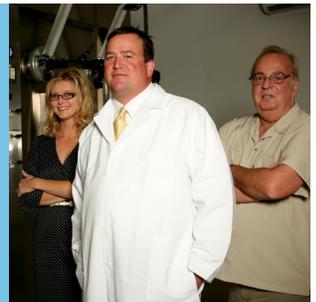


*“ Data on our product and competing products helped us evaluate our market advantage, and the LANL analyses showed us ways to enhance the benefit of Biotanium™ implants. ”*

~ Terry Lowe  
CEO, Metallicum, Inc.

*“ VAF is creating jobs and funding the development of new infrastructure for the medical isotope industry. It has leveled the playing field for us to address a growing medical need. ”*

~ Jason Kitten  
Founder, Manhattan Isotope Technology, LLC  
(acquired by Positron Corporation)



*“ A great deal of SportXast success is the result of people and programs in northern New Mexico such as VAF and NMSBA. Their support and expertise have given us momentum and clarity. ”*

~ Molly Cernicek  
CEO, SportXast LLC