

## Partnership mechanisms

### Cooperative Research & Development

**Agreement** – Under a CRADA, collaborative research is performed and results are normally shared. Both Ames Lab and its industrial partner(s) provide personnel, services, facilities, equipment, intellectual property or other resources. The partner(s) can provide research funds, in-kind contributions or both. More detail is available at: [www.gc.doe.gov/gcmain.html](http://www.gc.doe.gov/gcmain.html)

**Work for Others** – An agreement through which the Lab performs all the research or development, and is reimbursed by the organization for whom the work is performed. More detail is available at: [www.ornl.gov/wfo/nonfedpa.htm](http://www.ornl.gov/wfo/nonfedpa.htm).

**Technical consulting** – A short-term technical-assistance effort provided by Ames Lab, as funds permit, using existing unique technology to solve the technical problems of small businesses.

**User-facility agreements** – Arrangements permitting parties to conduct R&D work using designated equipment at Ames Lab. The Lab's Materials Preparation Center is a designated DOE user facility that operates on a cost-recovery basis. The MPC prepares high-purity materials and performs analytical services not available from commercial sources.

**Personnel exchanges** – A short-term agreement that involves a unilateral or bilateral exchange of personnel between Ames Lab and industry.

For more information on working with Ames Laboratory, contact:

Debra Covey  
Manager  
Office of Industrial Outreach & Technology  
Administration  
311 TASF  
Ames, IA 50011-3020  
(515) 294-1048  
FAX: (515) 294-4456  
E-mail: [covey@ameslab.gov](mailto:covey@ameslab.gov)

For information about the Lab's "ombuds" program, contact:

Todd Zdorkowski  
311 TASF  
Ames, IA 50011-3020  
Phone: (515) 294-5640  
Fax: (515) 294-4456  
E-mail: [zdorkowski@ameslab.gov](mailto:zdorkowski@ameslab.gov)  
[www.ameslab.gov/Techtransfer/ombuds.html](http://www.ameslab.gov/Techtransfer/ombuds.html)



AMES LABORATORY

## Doing business with Ames Laboratory



a U.S. Department of Energy research  
facility operated by Iowa State University

## About Ames Laboratory

Ames Laboratory is a U.S. Department of Energy research facility that seeks solutions to energy-related problems through the exploration of chemical, engineering, mathematical, materials and physical sciences. It is operated for the DOE by Iowa State University and is located on the ISU campus.

Ames Lab is committed to developing and transferring technologies. Each year, it generates an average of 10 patents from DOE-supported research and enters into about five licenses and/or options to license.

## Public/private partnerships

Collaborations between industry and Ames Lab can help both parties meet common technical objectives while reducing development risks and leveraging resources.

As a federally funded facility, the Lab has scientific and technical capabilities in areas that support key national missions. These capabilities are also critical to the continued growth of U.S. industries and services.

By collaborating, industry and Ames Lab save money by doing the research together rather than separately. But more importantly, both gain access to each other's talent, technology, knowledge and facilities.

## Understanding the rules of engagement

Knowing what to expect of a partnership with Ames Laboratory can enhance the efforts of both parties in identifying appropriate opportunities, negotiating working arrangements and meeting goals and expectations.

Here are some key points to keep in mind:

- Ames Lab, as a rule, does not provide funding to partners (although DOE itself sometimes does so).
- The Lab may not do work that is available to potential partners from the private sector.
- Measures are in place to protect valuable proprietary data.
- Work is conducted on a “best-effort reimbursable cost” basis, meaning there are no guarantees that it will result in achievement of the agreed-upon goals.
- Under certain types of agreements, a company must certify that it will manufacture substantially in the United States, or demonstrate net benefits to the U.S. economy.

## Licensing opportunities

Intellectual property is available for licensing through the Iowa State University Research Foundation, an agent of Ames Lab's contractor. Current licensing opportunities are posted at: <http://www.techtransfer.iastate.edu/techsearch/>

## Selection of partners

Because Ames Laboratory is funded by taxpayer dollars, fairness of opportunity is a key element in developing partnerships. The Lab takes all reasonable measures to ensure widespread notice of technologies suited for transfer as well as opportunities for exclusive licensing and joint research arrangements.

## Partnering needs and expectations

In selecting cooperative R&D partners, Ames Lab must bear in mind: the potential investment return to taxpayers; the partner's ability and commitment to successfully commercialize the technology; the U.S. competitive advantage; and small business considerations. These and other issues are addressed in agreements with the industrial partner.

## Customer satisfaction

Ames Lab identifies, resolves and manages conflict-of-interest issues that involve individuals, its contractor or the partnering company. Issues not resolved through partnership selection and agreement negotiation can be addressed through the Lab's “ombuds” program.

## More Information

For more information on working with the DOE: [http://www.energy.gov/engine/content.do?BT\\_CODE=RS2\\_S1](http://www.energy.gov/engine/content.do?BT_CODE=RS2_S1).