

Connections with Companies

MDP Meeting

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MDP and business companies

One of six thrusts from the Vision for Fermilab of the new FNAL director (Lia Merminga):

4. Continue to transform business systems and operations driving excellence and integration between science and business; execute sustainable campus strategy integrated with science vision

DOE/OS narrative:

American small business plays a critical role in facilitating the transition from discovery to innovation, helping create a bridge between the scientific laboratory and the commercial marketplace. DOE Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards strive to transform DOE-supported science and technology breakthroughs into viable products and services. The awards also support the development of specialized technologies and instruments that aid in scientific discovery.



- We all probably have established some contacts with companies
 - SBIR efforts
 - Conference talks or conversations
 - “Regular” work with vendors/contractors
 - Other professional interactions
- Sometimes we may feel there is information worth sharing with others in MDP
 - Easy, if just talking with few people
 - Harder, if a proper information is relevant for more people (and who decides?)
- Sometimes companies may want to reach out to a focused audience (MDP)
 - Even companies we already collaborate with may have more to “offer”, we could give them a chance to “remind” us what we both can benefit from in this collaboration
 - Sometimes we don’t know much about a company, we could be interested in what they want to say
 - It is good to keep people in MDP “informed” about possibilities for contacts with companies
- Information about what companies can do for/with us should come from companies themselves and dialog
- Of course, we have to avoid offering a “sales pitch” to them, it should be well clarified what information we are looking for

Information sharing and collaboration opportunities

- Call for companies with interest to engage (or continue engaging)
 - We'd like to hear from interested companies how we can collaborate or how we can benefit from each other
 - Is there anything more we can do than what we already do?
 - What possible steps we can take toward each other (so we both gain)?
 - Do any of us have unrealistic expectations, or we are right where we want to be - how to keep this state?
- Discussion forum
 - We could spend some time occasionally to give companies this opportunity, so we all learn more about
 - What is available out there
 - Concerns or suggestions (direct feedback)
 - Possibilities to expand activities
- Presentations
 - We'll ask interested companies to give a talk (20-25 min)
 - **We have to predefine what type of content/information we are looking for** (if we want an efficient conversation)
 - **So far we have two companies agreeing/willing to talk: ACT and Infinity Physics;**
please contact more and ask them if they want to share with MDP their vision of how to develop the field together
 - It should be up to the proponents to assess if a company is worth hearing from but ultimately we rely on management to decide on what makes sense to be presented and discussed