

Collaborating with DoD: The ABC's of DoD Relationships

DEFTECH: Maryland Defense Technology Commercialization Center

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05.19.2020

Join [Ethan Brown](#) for a live webinar on "Collaborating with DoD: The ABC's of DoD Relationships" at 8:30 a.m. EST on May 19, 2020.

Program Overview:

From applying for a grant to licensing technology, embarking on cooperative research or selling supplies and services, the Department of Defense offers businesses plenty of opportunities to collaborate and partner. Besides being known as the 'alphabet soup' of federal agencies, there are myriad ways to get your foot in the door.

If you haven't yet considered DoD as a collaborator, partner, or customer, you're in the right place. We will talk about the acronyms used to describe relationships: SBIRs, PLAs, CRADAs, OTAs, and of course, SAM*.

We'll discuss reporting requirements for different types of agreements and contracts, and we'll use plain language to describe each relationship.

We'll also talk about some of the difference between selling on the commercial market and selling to the DoD and what you need to know before you dive in.

In this MeetUp we'll cover:

- Preparing to apply for an SBIR / STTR grantWhere to start: Registering in the System for Award Management
- Understanding Cooperative Research and Development Agreements
- Brief discussion of Patent License Agreements
- Other Transaction Authorities and how to make use of them
- Recording Keeping and Auditing: different requirements for different relationships

This MeetUp is for any business considering writing an SBIR or STTR grant proposal, looking into licensing intellectual property, exploring a CRADA, and/or planning to sell to or contract with the DoD.

*Acronyms used above: SBIR – Small Business Innovation Research (grant); PLA – Patent License Agreement; CRADA – Cooperative Research and Development Agreement; OTA – Other Transaction Authority; SAM – System for Award Management.