



United States Industry Coalition

USIC IS AN ASSOCIATION OF HIGH TECH BUSINESSES, ASSOCIATIONS AND RESEARCH INSTITUTIONS ACTIVELY ENGAGED IN TECHNOLOGY COMMERCIALIZATION IN THE SERVICE OF GLOBAL SECURITY, PEACE AND PROSPERITY.

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PRESIDENT'S ADDRESS: NEW GENERAL MEMBERSHIP CATEGORY



Gerson S. Sher,
USIC President

For almost 15 years, USIC's membership has been made up of companies with projects in the Department of Energy's GIPP program. In 2008 that changed.

General Membership Category and Resulting New Members

A 2008 membership study revealed that the expertise and connections that USIC has forged through the GIPP program could serve a broad

range of companies engaged in technology commercialization efforts. To accommodate a broader base of members, USIC created a new General Membership category that opened USIC membership to companies outside the GIPP program and opened opportunities to foreign companies, as well.

In the ensuing months, over 12 members have joined USIC under the General Membership category. In addition, USIC has recently accepted membership applications from three foreign companies.

Program Expansion: Department of Homeland Security and More

In addition to membership expansion, USIC is actively engaged in program devolvement efforts to assure expanded opportunities for member firms. The recently concluded DHS study provided USIC members and their FSU and DOE laboratory partners with expanded opportunities to offer their unique capabilities to other U.S. Government programs and brought in nine new USIC members. We are actively pursuing program opportunities in other technology areas including security, medicine, pharmaceuticals, architectural engineering/construction.

GIPP and Beyond

The good news for USIC members is that their relationship with USIC is no longer limited to the duration of their GIPP project. USIC has much to offer companies as they look for

technology commercialization opportunities beyond GIPP and seek assistance in marketing and growing business opportunities emanating from their projects.

The following article details General Membership services. We welcome GIPP partners transitioning out of GIPP projects to stay on as General Members.

General Membership Services

Sincerely,

Gerson S. Sher,
USIC President

General Members enjoy many of the same benefits as GIPP members, including:

- Promotion of technology successes to other USIC companies, the U.S. Congress, the business community and government agencies.
- Participation in briefings and special events showcasing USIC member projects and technologies.
- Access to USIC's developing project knowledge base.
- Advocacy in Washington, DC and monitoring of congressional policy development impacting the funding and oversight of USIC members' projects.
- Bi-monthly e-newsletter providing information on commercialization projects and activities of interest to USIC members.
- Quarterly white papers that delve deeper into issues surrounding technology commercialization.
- Participation in the USIC Annual Meeting featuring seminars on key topics in technology commercialization, updates from Capitol Hill and panel presentations from national lab representatives and successful USIC companies.
- Use of USIC office facilities for member companies when traveling to Washington, DC.

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PRESIDENT'S ADDRESS: NEW GENERAL MEMBERSHIP CATEGORY (continued from page 1)

USIC similarly provides services to General Members in programs outside the GIPP program that include:

- Collaborative opportunities with USIC member firms.
- Opportunities with selected U.S. Government agencies and programs.
- Technology matching with potential commercial development sources.*
- Project development assistance: i.e. identifying technolo-

gies for potential projects, help in identifying partners for specific projects.*

- Assistance in identifying potential sources of project financing.*
- Assistance in navigating project funding mechanisms and intellectual property.

*Service above basic levels may be available on a fee-for-service basis.

SANDIA RECOGNIZES NUMOTECH GIPP PROJECT AMONG "60 WAYS SANDIA HAS IMPACTED THE NATION"



Commemorating its 60th Anniversary, Sandia National Laboratory recently cited its GIPP project with USIC member Numotech as one of the "60 ways Sandia has impacted the nation."

The battery-powered pneumatic seat cushion for wheelchair-bound patients is designed to prevent and facilitate the healing of pressure ulcers that often develop in individuals with limited mobility.

The microprocessor-controlled cushion has four pairs of air bladders that inflate and deflate mimicking the wiggling effect of healthy muscles and prevents the continuous pressure on lower body parts that often leads to pressure sores in individuals with disabilities.

Pressure sores among wheelchair users can result in serious complications and even death as bacteria invades dark, moist tissues resulting in tissue deterioration and serious infections. The collaboration began between Numotech and Sandia began in 1994 under the New Mexico Technology Deployment Program (NMTDP) and involves scientists from the University of New Mexico who specialize in training and equipping persons with disabilities with assistive equipment.

Numotech and Sandia have also collaborated on an oxygen bath technique for healing pressure sores, burns and abrasions through the development of portable, inexpensive, easy-to-use pressurized oxygen delivery system that models healing found in hyperbaric chambers.



USIC WELCOMES CJ MILMOE TO THE BOARD OF DIRECTORS



CJ Milmoie,
President of
Milmoie Consulting
Services, LLC

At the March Annual Meeting, USIC members re-elected three members to its Board of Directors: Nancy Bacon of United Solar Ovonix Corp. and Energy Conversion Devices, Dave Bell of Phygen, Inc. and Stan Satz of Bio-Nucleonics Pharma. CJ Milmoie joined the team of 12 directors, bringing a wealth of experience in high tech business development, the nuclear industry, intellectual property issues and interactions with the national labs. The following is a highlight of his background and experience.

CJ Milmoie is the President of Milmoie Consulting Services, LLC, a business serving private companies, DOE and national labs on matters involving energy policy, nuclear technology development, operations and supply chain management, and international transactions, including counter-proliferation initiatives. He has been involved with USIC as a consultant on organizational effectiveness and management of intellectual property issues. He also spearheaded successful USIC-

GIPP projects, including the Ulba, Kazakhstan LEU recovery project, which teamed USIC members Global Nuclear Fuels and Nukem with Brookhaven National Lab, MIT, and Kazatomprom.

Prior to starting his business in 2000, Mr Milmoie served as counsel for nine GE operating businesses in the nuclear, power generation, aircraft engine, defense electronics and chemical industries. At GE, Mr. Milmoie was counsel for its \$400M nuclear fuel business, which provided nuclear fuel fabrication, software, and design services to 50 nuclear reactors in the US, Europe, Japan, Mexico and Taiwan. He led legal negotiations for all reactor reload contracts, valued at \$30-\$300M each; created a JV with Hitachi and Toshiba to build a \$70M modern fuel processing plant; and developed marketing JV in Spain that enabled GE to double its market share in Europe. He negotiated sourcing contract savings for: zirconium (30% reduction), electric power (\$750k/yr reduction), radioactive waste disposal (90% reduction). He played a key role in assuring GE compliance with proliferation and export control laws.

Mr. Milmoie earned a BA from Colgate University and earned a JD from Columbia University. He is a member of the American Nuclear Society.

RUSSTECH OFFERS USIC MEMBERS DISCOUNT ON TRANSLATION SERVICES



USIC recently entered into an agreement with new general member RussTech Language Services to provide document translation services to USIC members at a ten percent discount off their going commercial rate.

RussTech is a full-service, multi-language communication company providing translation, interpreting (consecutive and simultaneous), and website internationalization in all major languages. RussTech also helps companies as they organize



RussTech's Michael Launer and Jessica Headrick speak with Y-12's Becky Ball at USIC's March Annual Meeting.

to do business in a foreign country, assisting with advertising, contract negotiations, cross cultural consulting, and mobilization logistics. Founded in 1994, RussTech is a member of the American Translators Association and the Association of Language Companies.

The heart of RussTech operations is their system of project management which provides clients with one project manager who keeps them apprised of their project and tracks documents throughout the translation process. Their meticulous process of initial review, translation, editing, revision, and art review assures clients of a quality product that is unconditionally guaranteed.

RussTech has experience in a variety of technology areas including biotech, oil and gas, science and engineering, nuclear technologies, as well as business and legal documentation. The company has long term contracts with several DOE national laboratories. Commercial clients include: AT&T, Battelle Institute, the Biotechnology Industry Organization, Jacobs Technologies, Northrop-Grumman, and Rolls Royce Nuclear Engineering, among others.

To learn more about RussTech Language Services, check out their Web site at www.russtechinc.com or call Jessica Headrick at 850-562-9811.



FOCUS ON U.S. NATIONAL LABS: Y-12 NATIONAL SECURITY COMPLEX/OAK RIDGE NATIONAL LABORATORY



Oak Ridge, Tennessee, is home to two leading U.S. Department of Energy (DOE) facilities: the Y-12 National Security Complex and Oak Ridge National Laboratory.

The Y-12 National Security Complex is a premier manufacturing facility. Operated by BWXT Y-12 for the National Nuclear Security Administration, Y-12 plays a vital role in the DOE nuclear weapons complex. Y-12 has approximately 4,700 employees.

Oak Ridge National Laboratory (ORNL) conducts basic and applied research. UT-Battelle (a not-for-profit partnership of the University of Tennessee and Battelle) manages ORNL, which has a staff of more than 4,000.

Y-12 and ORNL have worked together as partners since the Manhattan Project, when they helped produce material for the first nuclear weapons.

Manufacturing and National Security

Y-12, with its highly specialized national security background, can assist other government agencies and industry

in solving tough manufacturing and security problems. It is home to the only National Secure Prototype Center and the nation's Highly Enriched Uranium Materials Facility.

Research

ORNL, initially a center for the study of nuclear energy and related research, continues its growth with new facilities such as the Spallation Neutron Source, Laboratory for Comparative and Functional Genomics, Center for Nanophase Materials Sciences, National Leadership Computing Facility, Advanced Microscopy Laboratory, and joint institutes for computational sciences, biological sciences, and neutron sciences.

Y-12/ORNL Core Competencies

Manufacturing technologies, prototyping, safeguards and security, technical computing, national security, biologic systems, energy, neutron science, advanced materials and supercomputing.

Additional Information

For more information about the Y-12 National Security Complex and Oak Ridge National Laboratory, visit www.y12.doe.gov and www.ornl.gov, respectively. For further information about Global Initiatives for Proliferation Prevention (GIPP) partnerships with Y-12/ORNL, contact the United States Industry Coalition at www.usic.net.

MAY WHITE PAPER AND PHONE CONFERENCE "TOP 10 DOS AND DON'TS OF TECHNOLOGY COMMERCIALIZATION" GETS HIGH MARKS FROM PARTICIPANTS

In early May, USIC released the first of its quarterly white papers "The Top Ten Dos and Don'ts of Technology Commercialization." Written by Robert S. Collins, an Annapolis-based attorney focusing on technology law, the paper offered an overview of safeguards companies can take and snares they might encounter as they tread down the path of technology commercialization.

The paper was followed by a May 28 phone conference where USIC members had direct access to the expertise of Annapolis-based technology law author Robert S. Collins, as they discussed the highlights of the paper as it related to the real life situations of conference participants

Anonymous survey responses from members were overwhelmingly positive.

"The clear style of the presentation and the format [was particularly useful] which reduced complex legal issues to understandable concepts."

"The sections on IP were easy to understand and informative."

"The details provided very good information that was presented in an easy-to-understand way."

The paper is still available on the USIC Web site on the front page. (Member log in is required.)

The second White Paper will be released in August on the topic of project financing. Sponsorship opportunities are available for that publication. Contact Susan Simmons at 703-526-9447, Ext. 305 for information.

RECOVERY.GOV

We want to, once again, remind USIC members of the Web site Recovery.gov. It is designed to provide transparency and accountability as the Federal government spends the American Recovery and Reinvestment Act funds authorized by Congress to jumpstart the U.S. economy.

There have been several updates to the site since the last E-Notes. It continues to be a clearinghouse of information on funding opportunities with a variety of ways to access information. All USIC members would benefit from familiarizing themselves with the site and learning to navigate it.

Of particular interest is the "OPPORTUNITIES" button at the top of the page, just under the logo. This leads to a wealth of funding information including:

- FedBizOpps.gov for all federal government contracting opportunities that exceed \$25,000. For actions related to funds made available by the American Recovery and Reinvestment Act, use the Search Recovery Actions option on FedBizOpps.gov
- Grants.gov site to search and apply for grants from 26 different federal agencies. For grant opportunities related to the American Recovery and Reinvestment Act, use the Find Recovery Act Opportunities option on Grants.gov.

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- Link to State Recovery Sites and Tribal News to learn about recovery progress in your area
- For opportunities listed by federal agency link visit Agency Recovery Sites.

Be sure to investigate this unprecedented opportunity as a means to fund the many worthwhile technology commercialization projects you have developed through the GIPP program. Be sure to keep USIC posted on your experiences in accessing ARRA funds.

(Please note: USIC does not have direct access to any ARRA funds.)

COMMENTS

on E-NOTES or the USIC Web site?
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