

PNNL's Work for Others Program

Enhancing technology transfer to the public and private sectors

"By taking advantage of the resources offered by the Work for Others Program, customers can access top-level scientific and engineering capabilities, realize significant cost savings from using existing technologies and facilities, solve difficult problems with solutions that may be unobtainable elsewhere, and advance critical technologies. At PNNL, we are here to help."

— *Mike Schwenk, Director, PNNL Technology Deployment & Outreach*

What it's all about

Pacific Northwest National Laboratory (PNNL) meets the nation's most pressing challenges with science and engineering solutions. Under various statutes, international agreements, and federal policies, PNNL—a U.S. Department of Energy (DOE) national laboratory operated by Battelle—has a mission to conduct research for other agencies, commercial companies, local and state governments, and foreign governments.

Work for Others (WFO) enables companies and federal agencies to tap into PNNL's immense and specialized research and development capabilities on a full cost-recovery basis. Resulting technologies may then be transferred from the Laboratory to the marketplace for further development or commercial deployment.

The primary purpose of PNNL's WFO program is to make available the wealth of federally funded technologies, personnel and expertise, and facilities. Through the program, these assets can be leveraged by public agencies and private companies to benefit programs of national importance and to enhance industrial competitiveness.



Work for Others program objectives:

- aid others in accomplishing research or technology goals that may otherwise be unattainable, and avoid unnecessary duplication of effort.
- provide public access to highly specialized or unique facilities, services, or technical expertise.
- transfer technologies from the Laboratory to the marketplace for further development or commercialization.
- maintain core competencies and enhance the science and technology base at PNNL.

Customers who have used PNNL's WFO program include the U.S. Army, Air Force, and Navy, as well as the Departments of Defense, Homeland Security, and National Security, the Nuclear Regulatory Commission, NASA, the Environmental Protection Agency, and private industry.

The WFO process

PNNL engages WFO requests through a mandated process, which involves DOE review and approval; upon approval the work begins. Any intellectual property rights associated with the work performed through the WFO program are established up-front.

Work for Others requirements:

- work must not compete with the private sector.
- work requested must be complimentary with PNNL or DOE missions.
- the project is conducted on a full cost-recovery basis.
- work can not be in response to a competitive request for proposal.

How to conduct WFO business with PNNL

Federal agencies

1. **DOE involvement** – After the requirements of the customer are communicated, PNNL prepares a Statement of Work (SOW) with cost estimates. DOE then prepares and submits the formal proposal to the customer.
2. **Federal customer involvement** – Once the customer receives the DOE technical proposal, the customer prepares a detailed funding document (outlining what will be done and paid for) and sends it to DOE for final approval.
3. **DOE project acceptance** – Upon receipt of the customer's funding document, the proposed work is reviewed to ensure it is compliant with program requirements and then approved or

declined. DOE then assigns the technical task to PNNL, receives the funding, and authorizes the Laboratory to start work.

Commercial business and non-federal government customers

Commercial business and non-federal government customers can arrange for work to be done at PNNL through a relatively simple business arrangement. The key steps are:

1. **Early interaction** – PNNL and the customer have informal discussions of a preliminary nature without any commitments.
2. **Formal request** – The customer submits a formal written request; PNNL prepares work statements, budget estimates, resource requirements, and a WFO agreement.
3. **Project review and approval** – DOE, PNNL, and the customer review and approve all documents.
4. **Funding acceptance** – Once a WFO agreement is fully executed and advanced funding (if required) is received, DOE authorizes PNNL to begin work.
5. **Billing and payment** – Bills are issued monthly, payments are due within 30 days.

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