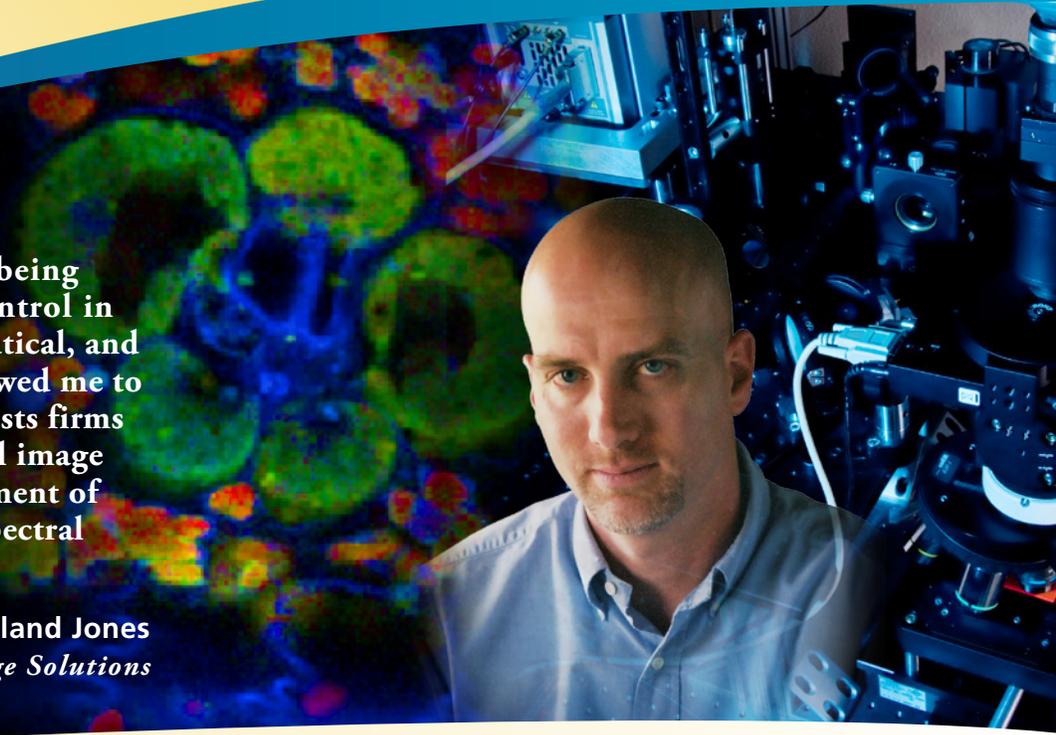


ESTT

ENTREPRENEURIAL SEPARATION TO TRANSFER TECHNOLOGY

“Hyperspectral imaging is being used for research and quality control in the food, agricultural, pharmaceutical, and biomedical industries. ESTT allowed me to start my own company which assists firms that license Sandia’s hyperspectral image analysis software for the development of many diverse spectroscopy and spectral imaging applications.”

— Howland Jones
Founder and Owner, HyperImage Solutions



OVERVIEW

Entrepreneurial Separation to Transfer Technology (ESTT) is a valuable tool which allows Sandia National Laboratories to transfer technology to the private sector by permitting Sandia employees to leave the Labs to start up or expand technology companies. Entrepreneurs are guaranteed reinstatement for up to two years if they choose to return to the Labs.

RESULTS*

		In NM	Outside NM
Companies affected by ESTT	104		
- Start-up companies	52	45	7
- Expansion companies	52	23	29
Sandians who left on ESTT	152		
- To start up a company	67	44%	
- To expand a company	85	56%	
- Returned from ESTT	41	27%	
- Terminated employment	104	68%	
- Currently on ESTT	7	5%	

*Since ESTT began in 1994

ECONOMIC IMPACT

Jobs created (since 1994)	379
Number of total employees (2012)	1550
Average salary (2012)	\$80K
Sales revenue (2012)	\$212M
Investment (2008-2012)	
- Equipment	\$40M
- Goods and services	\$277M

Two-thirds of the companies commercialized a technology as a result of ESTT.

*Based on 33 Survey Respondents

SUCCESS STORIES

Dan Neal founded WaveFront Sciences based on wavefront sensing metrology technologies licensed from Sandia. The company, which grew from 3 employees to over 50, is now part of Abbott Medical Optics, a division of Abbott Laboratories.

— Abbott estimates that 1 million patients have improved the quality of their vision thanks to its products.

“ The technology developed at Sandia, commercialized by Abbott, has helped to improve the vision of many, many people. ESTT made this possible. ”

— Dan Neal
Research Fellow, Abbott Medical Optics

Greg Sommer co-founded Sandstone Diagnostics to manufacture and sell instruments and disposable test kits for medical testing applications based on Sandia's SpinDx™ technology, which Sommer helped invent. Sandstone's first product, an over-the-counter male fertility test kit, began FDA trials in early 2015.

— The company is growing and has 9 employees in a 2,500-square-foot facility near Sandia/California.

“ The high-tech environment at Sandia is ripe for innovation and game-changing technologies. ESTT allowed us to launch Sandstone and develop cutting-edge medical products based on technology we originally developed for Sandia's biodefense missions. ”

— Greg Sommer
Co-founder and CEO, Sandstone Diagnostics

Todd Christenson founded HT MicroAnalytical (HT Micro) in order to apply his specialized expertise in metal microelectromechanical systems (MEMS) technology gained while at Sandia to the creation of the world's smallest electromechanical switches used in medical, military, and mobile-technology applications.

— HT Micro produces its devices in a new 18,000-square-foot design and manufacturing facility, employs 12 people, and is partnering with Rosenberger, Inc.

“ During my years at Sandia, I worked on a technology that formed the basis of HT Micro. ESTT gave me the opportunity to commercialize this specialized area of technology which was not available outside of the Labs. The company, the only one of its kind, now serves commercial and military markets. ”

— Todd Christenson
President and CTO, HT MicroAnalytical, Inc.

