



# Commercializing “Green” Research From The National Labs

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# Working With A National Lab

## PRO's

World class research facilities

Deep intellectual talent

Technology partner

Technology licensing

Partner when seeking funding

Source of business development

## CON's

Difficult for newbies

Expensive

Limited commercial experience

Build it and they will buy

Difficult to penetrate and get follow up

Political



# Who Leads Green Development?

What are the key motivations?

- Financial
- Technical
- Economic
- Political
- Altruism

# Path Forward

- Close collaboration between the Private Sector and the National Labs, both in terms of priorities and during development of new technologies
- Ombudsmen at each National Lab
- Better collaboration between the National Labs
- Venture model – subsidize research that has a strong case for commercialization
- Limit competition from National Labs
- License structure to promote competition