

# S&T Stakeholders Conference

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## Partnering with Laboratories

### For Deployment of HS Technologies

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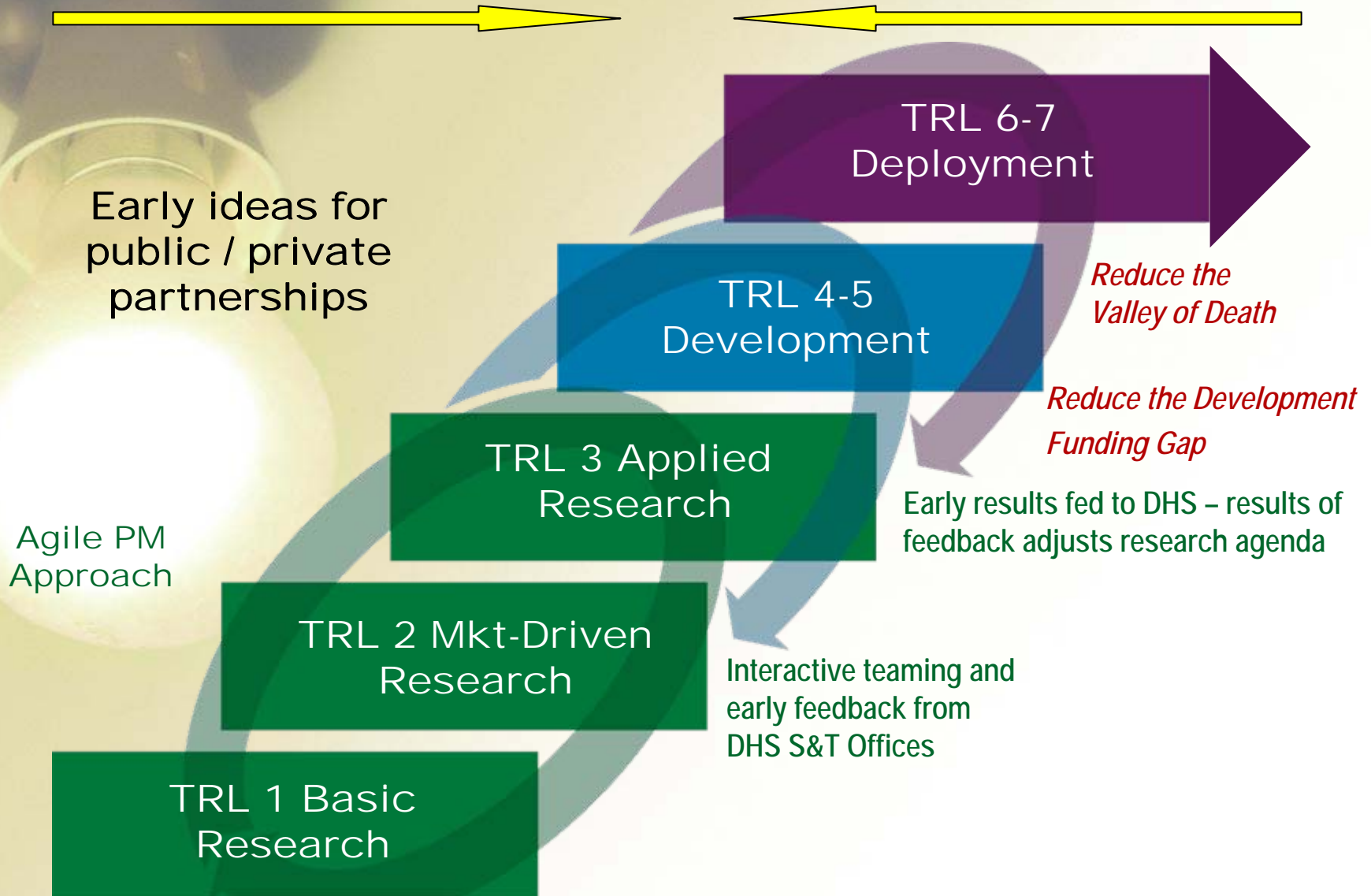
*From Science and Technology... Security and Trust*



# Homeland Security



# Shortened Time to Deployment Through Partnering



# Partnering with Laboratories

- 1. Determine common areas of technical interest**
  - Must visit the laboratories to really flesh this out
  - Usually more productive to be under NDA
- 2. Share strategic plans and roadmaps in target areas**
  - Beginning of a trusted relationship
- 3. Negotiate and sign a Strategic Teaming Agreement**
  - Furthers the development of a trusted relationship and broadens the relationship to the corporate / lab leadership levels
  - Defines the working relationship and expectations of both parties
- 4. Find specific programs to work together on**
  - A successful project cements the trusted relationship



Homeland  
Security