

# COMBATING TERRORISM TECHNICAL SUPPORT OFFICE

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## TECHNOLOGY TRANSITION HANDBOOK



# TECHNOLOGY TRANSITION

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## INTRODUCTION

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Technology transition is the process of taking a unique technology from the developmental and prototype phase to production and deployment by the end user community. Transition success is achieved when research and development products have evolved to the commercial market and/or have been inserted into government acquisition programs and can be easily and continuously obtained by the end users. The path from a research and development contract to transition success can be challenging, and it is the mission of the Technology Transition Manager to help overcome transition challenges to ensure success for the contractor and the government customers.

Planning for technology transition should start at the beginning of the contract to ensure that the program can transition successfully. A Technology Transition Plan draft should be completed within the first six months (or less) of the contract to ensure that a plan has been developed for the technology after the R&D contract has completed. Some questions that should be answered by the Technology Transition Plan:

- What is the goal of the R&D program?
- Who are the government and industry customers we are developing this technology for?
- Where do we hope to transition the technology to (commercial market, government acquisition program, etc.)?
- What barriers do we need to overcome to transition the technology, and how will we accomplish transition success?

Technology transition is successful when the technologies developed fulfill a capability gap and can be easily obtained by the end user community. Technology transition fails when programs end after prototype development and the technology is shelved or there is an inability for the end users to acquire the technology; this is a waste of significant resources by the contractor, the government, and the end user community.

The Technology Transition Manager is part of the CTTSO team that assists in developing combating terrorism technologies and is a resource to assist all parties involved to achieve transition success.

This Technology Transition Handbook contains information and templates related to: Technology Transition Plan, Technology Transition Topics, Intellectual Property, and Export Control.

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## TECHNOLOGY TRANSITION PLAN

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The Technology Transition Plan (TTP) is the reference document for all transition activities. The plan should coherently lay out the process by which transition success will be achieved, identify any potential barriers to commercialization and/or acquisition program, and describe how to mitigate those barriers. The TTP is not written for any particular audience, thus the plan for transition should be clear to any reader of the TTP. The major sections of the TTP are:

Program Information	Provides the reader with an overview of the program, what capability gap it addresses, who the customers are, and the status of development.
Contract Information	Contains information related to Intellectual Property, Data Rights, and Contract Data Requirements List (CDRL).
System Information	Details the aspects of the system related to liability risk analysis, security, export control, interoperability, and many other subjects that affect how the system is handled during and after the contract.
Transition Information	Addresses the strategy that will be applied to ensure transition success with subjects related to market description, commercialization strategy, production, and risk mitigation.

While a well written TTP does not guarantee transition success it does increase the probability of success by initiating the transition steps and getting everyone thinking about what happens to the technology after the research and development is completed.

The Technology Transition Template is located in [Appendix A](#) of this document.

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## TECHNOLOGY TRANSITION TOPICS

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In order to effectively transition technologies out of the prototype phase to the production phase, there must be some thought put into transition before, during, and after the development effort. Critical analysis is required for:

**Technology Requirements:** Each CTTSO program is based on an end user requirement to address a capability gap. Understanding not just the technical aspects of the requirement but also the underlying need for the technology helps to envision what the market will bear for commercialization.

**Customer Market:** Most often the technology developed during the program is not unique to one customer. Instead, it is often a technology that will address requirements for multiple agencies. Identifying who those customers are and how their acquisition

processes work is an important part of understanding who will be able to obtain the system and when, at the end of the prototype phase.

**Intellectual Property (IP):** Intellectual Property is considered a top asset of any company and should be handled accordingly. IP rights include patents, trademarks, copyrights, and trade secrets. Any IP including provisional patents, patent applications, patents, trademarks, copyrights, and licenses associated with any element of a CTTSO program must be noted in the Technology Transition Plan. See [Appendix B](#) for information related to IP and Technical Data.

**Data Rights:** Rights in technical data and software are determined by who funds the development of the data and/or software in question. Understanding and documenting the data rights of the contract will help clear up any potential issues related to government access in the future. See [Appendix B](#) for information related to Data Rights.

**Test and Evaluation:** In order for a technology to be proven that will address a requirement it needs to be tested. Developing technologies and deploying them into the field without testing puts the users and the developers at risk of failure. An independent test and/or evaluation of the technology validates that the system performs as described and is looked upon favorably when organizations are scouting new technologies.

**Regulatory Issues:** If the technology has the potential to transition to end users who must use only ‘certified’ technology, then a plan should be developed for how those standards will be met and certification achieved. Commercial technologies should be certified by the relevant governing body (National Fire Protection Association, American National Standards Institute, National Institute for Occupational Safety and Health, etc.) to ensure they can be used by the customers.

**Export Control:** If there is intent to transition the technology to the global market, then export control needs to be addressed. Export control involves multiple government agencies, and companies must be in compliance with export regulations. See [Appendix C](#) for Export Control Procedures.

**Production Strategy:** In order to ensure that a technology is accessible to end users, a production strategy should be developed. If a company intends to manufacture the technology in-house, then internal coordination should begin before the end of the development phase. If a company intends to license a technology, then agreements with external vendors should be coordinated early in the process so there is no gap in delivery.

**Affordability:** In research and development programs, the prototyping of technologies can be costly. Thus a company must review designs to ensure that a production level system is affordable to the end user community. Designing for manufacturability helps reduce production costs and keeps the overall system price down.

The intent of the technology transition topics section is to highlight aspects of some barriers that companies may encounter while planning for transition.

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**CTTSO TECHNOLOGY TRANSITION MANAGER**

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The role of the Technology Transition Manager at CTTSO is to assist contractors in transferring technologies from the development and prototype phase to the commercial market and/or government acquisition system. Any questions related to the subject of transition should be sent to the contact below and include relevant program personnel (Program Manager, Program Analyst, etc.) on the correspondence.

Mike Smith  
CTTSO Technology Transition Manager  
[smithgm@cttso.gov](mailto:smithgm@cttso.gov)  
571-372-7234

4800 Mark Center Drive  
Suite 13E13  
Arlington, VA 22350-2600

# APPENDIX A: TECHNOLOGY TRANSITION PLAN TEMPLATE

The Technology Transition Plan (TTP) should address all of the elements required for transitioning the technology to the intended users, as well as secondary users and markets. In order to get an understanding of where the technology is headed a solid plan for transition should be started in the early stages of technology development. This plan is intended to be a working document for collaboration between the developer and CTTSO throughout the technical development process. A first draft, with questions and comments should be submitted to the CTTSO Technology Transition Manager within the first six months, or less, of the contract award or kick-off meeting.

The transition plan shall consist of four major sections: Program Information, Contract Information, System Information, and Transition Information. This template is intended to provide a structure for what information must be included in the TTP; vendor formatting of the TTP is acceptable. The TTP cover page must include: program title, vendor information and contract number (##-X-####)

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## 1.0 PROGRAM INFORMATION

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- 1.1 Program Description: The description section should characterize the shortfall that the program will address and give a short synopsis of how it will fulfill the capability gap. Include a brief overview of the technology and describe any unique features that will enhance an operator's ability to execute their mission.
- 1.2 Requirement Statement: Summary statement derived from the Statement of Work included in the contract or the requirement statement issued in the Broad Agency Announcement, if applicable. This section should describe what the technical objectives of the program are and how the developer intends to satisfy them. The concept of operations (CONOPS) on how the technology should be employed needs to be described in this section (note: do not include any classified material in the TTP). If the development is part of a follow-on effort that included government funding, provide a short description of the previous contract and include the sponsoring agency.
- 1.3 Project Task Manager: Cite the Government/Military agency that is the advocate for this program (not CTTSO/TSWG). A specific point of contact should be listed as the Task Manager from the government advocate along with contact information. If you have any questions as to who the Task Manager is consult with the CTTSO Program Manager.
- 1.4 Government Proponents: List any add additional Government/Military agencies who would be interested in the development of this technology. Include specific offices of the agency, not just the organization and include any points of contact if available.
- 1.5 Technology Description: Describe the anticipated physical characteristics of the technology (size, weight, etc.). Include a representative photo or diagram of the system.
- 1.6 Development Status: At the time the Technology Transition Plan is prepared describe/update the status of the development and include the basic project schedule (kick-

off meeting, preliminary design review, critical design review, prototype testing, delivery, etc.) with dates. Include the suggested Technology Readiness Level (TRL) at the start of the program and the TRL of the system at completion of the contract. TRL definitions can be found on the CTTSO Technology Transition webpage.

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## 2.0 CONTRACT INFORMATION

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- 2.1 Statement of Intellectual Property (IP): Include any provisional patents, patent applications, patents, trademarks, copyrights and licenses associated with any elements of the project. Include any assertions in the contract on pre-existing IP as ratified by the contract. Include patent filing status and dates for all IP to be utilized in the project. Any licenses granted on patented IP and third party licenses should be listed.
- 2.2 Data Rights: It is standard practice for the government to retain unlimited rights to all technical data developed under the contract. Unlimited rights means right to use, modify, perform, display, release or disclose technical data in whole or in part, in any manner and for any purpose whatsoever, and to have or authorize others to do so. If there are any exceptions to government unlimited rights to all technical data it needs to be detailed in this section.
- 2.3 Statement of Contract Deliverables: Include the list of Contract Data Requirement List (CDRL) included in the awarded contract (test plans, monthly status reports, manuals, etc.) as well as the hardware and/or software systems to be delivered as part of the contract.

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## 3.0 SYSTEM INFORMATION

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- 3.1 Regulatory Issues Description: Include environmental, safety, health, transportation, communications spectrum, or any other applicable regulatory restrictions involving the production, distribution, sales or use of products resulting from the technology.
- 3.2 Standards: Identify any applicable standards required to be met for use by Federal, state and local public safety personnel (e.g. NFPA, ANSI, NIOSH, etc.) and what testing will be conducted to ensure the technology meets the required standards.
- 3.3 Liability Risk Analysis: Discuss any potential liability risk in the use of the technology by intended or unintended users. State intention to apply for Safety Act designation/certification.
- 3.4 Testing: Describe test plan provisions and timeframes for developmental and operational testing. Include what organizations (independent and/or operational) will be involved in the testing. A Test and Evaluation Guide is available from CTTSO Technology Transition website. Accreditation of software intended for Enterprise Systems should be addressed here. Safety Certification or characterization testing should be addressed here if the technology is being delivered to military forces.

- 3.5 Security: Describe any sensitivities or criteria regarding the technology, data, applications or users of the technology. Determine the appropriate Classification Guide Distribution Statement and if the product or information should be public, restricted or classified. Do not include any classified information in this document.
- 3.6 Export Control Restrictions: Cite the appropriate sections of International Traffic in Arms Regulations (ITAR), United States Munitions List category or state that the technology or product does not fall under export control provisions. If unsure about the export control of the technology, guidance on the subject can be provided by the CTTSO Technology Transition Manager.
- 3.7 Training: Discuss any training required to adequately use the technology or product and what level of training will be provided as part of the contract. List any organizations that will be involved in the training.
- 3.8 Interoperability: Discuss any external equipment or systems that this technology must interface with and the operational environment in will need to operate in. Describe any tests that will need to be conducted to ensure the technology will work with associated external systems.
- 3.9 System Support: Describe the support approach including configuration management, repair, scheduled maintenance, support operations, software support, supply requirements and warranties associated with both the initial fielding and full operational deployment.

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#### 4.0 TRANSITION INFORMATION

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- 4.1 Market Description: Include primary users, secondary users and spinoffs of the technology for military, federal, domestic state and local government, commercial/industry and international markets as applicable. Determine who the technology will be marketed to and include what steps will be taken to publicize the product (trade shows, website highlight, publications, etc.).
- 4.2 Commercialization Strategy: Describe the intention to produce, venture or license the technology with associated timelines for actions. This section should detail how the organization plans to evolve the technology from the prototype phase to production and commercialization of the system. Describe in what manner the product will be sold and detail any plans to place the technology on government marketplace lists (i.e. Responder Knowledge Base, GSA Schedule, etc.)
- 4.3 Technology Transition to Production: This section should detail the developer's plan to take the technology from the prototype phase to the production phase. If any barriers to the commercial market or production phase exist they should be clearly described in this section and a plan to mitigate those risks should be included. Provide an estimate of any additional costs to transition the prototype to initial low rate initial production (LRIP). If possible, provide an estimate of the number of initial units needed to be sold and price of units to cover transition costs.



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## 5.0 ACTION ITEMS

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- 5.1 Action Items: After the initial review of the TTP the Transition Manager will respond with any follow-up actions needed to complete the draft TTP. All action items should be captured in this section.

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## 6.0 CONTACT INFORMATION

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Include all relevant contact information for the program:

Contracting Officer  
(name, contact information)

Contracting Officer's Representative/Program Manager  
(name, contact information)

Contractor Principal Investigator/Program Manager  
(name, title, address, contact information)

Technology Transition Manager:  
Mike Smith  
571-372-7234  
[TechTrans@cttso.gov](mailto:TechTrans@cttso.gov)

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## ADDITIONAL INFORMATION

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All Technology Transition Plans shall include the following distribution statement on the cover page of the TTP:

**DISTRIBUTION STATEMENT B:** Distribution authorized to U.S. Government Agencies only, based on specific authority cited in the TSWG Classification Guide, December 2000. Other requests for this document shall be referred to the following address: CTISO, Attn: Technology Transition Manager, 4800 Mark Center Drive, Alexandria, VA, 22350-2600.

Any questions or requests for assistance during the planning or compilation of the Technology Transition Plan should be sent to the CTISO Technology Transition Manager via e-mail at [TechTrans@cttso.gov](mailto:TechTrans@cttso.gov)

CTISO Technology Transition Webpage:

<https://cttso.gov/Transition.html>

# APPENDIX B: INTELLECTUAL PROPERTY AND DATA RIGHTS

## What is Intellectual Property?

Intellectual Property (IP) refers to products of the human mind that can be legally protected, e.g., as a patent, trademark (including service marks), copyright or trade secret. Such a product could be an original or creative works, e.g., an invention, a painting, a song, or simply the result of effort such as advertising and good quality services establishing good will in a trademark. A trade secret draws value merely from the fact that it is not known to everyone. These products of the mind may have great commercial value and are often the major assets of modern business.

IP encompasses rights which are legally protectable by, among other protections, patents and copyrights. Federal statutes permitting patenting an invention and obtaining a copyright have been enacted under the authority of Article 1, Section 8, Clause 8 of the U.S. Constitution.

*“The Congress shall have Power...to promote the Progress of Science and useful Arts, by securing for limited Times and Authors and Inventors the exclusive Right to their respective Writings and Discoveries”*

## Categories of Intellectual Property and Data Rights

IP is generally organized into two main categories:

1. IP Protections: There are four primary types of IP protections:
  - a. Patent: a grant of a property right to the inventor by the U.S. Patent and Trademark Office which allows the inventor to exclude others from making, using, offering for sale, selling, or importing the invention.
  - b. Copyright: a form of protection provided to the authors of “original works of authorship” fixed in any tangible media of expression, such as computer software or a song.
  - c. Trade Secret: a formula, device or other information that is secret and provides commercial advantages over competitors who do not know it or use it. Examples: a recipe or formula for a product (Coca-Cola ©)
  - d. Trademark: a word, name, symbol, or device which is used in trade with goods to indicate the source of the goods and to distinguish them from the goods of others. Example: company logo
2. Data Rights: refers to the various levels of licenses that the Government may obtain to use, modify, reproduce, release, perform, display, or disclose data that the Government does not own. “Data Rights” as a concept is unique to dealings with the Government. The purchase, accomplished by contract, provides the Government with a license to use that data in a particular way, for particular purposes.

## What are Data Rights?

When technical data and computer software are delivered under a Government contract, a DoD contractor generally retains ownership of the data and the copyright title to the data, while the Government obtains a license to use, reproduce, modify, release, perform display and disclose data, i.e. data rights.

The Government does not typically own the IP rights to technical data itself relating to the item or component, but rather the Government obtains license rights to use the technical data pertaining to the item or component or computer software in a restricted way. The Government does not “own” the data included in deliverables, even if it paid 100% of the development costs. As a general rule, the contractor-developer retains ownership of the technical data and computer software it developed under a Government contract, unless the contract provides otherwise or technical data and computer software were developed in-house. The Government receives a copyright and trade secret (hybrid) license to use, modify, reproduce, release, disclose, perform and display the data that was developed.

### **Categories of Licenses**

1. **Unlimited Rights:** permit the Government to use, modify, reproduce, perform, display, release or disclose technical data, in whole or in part, in any manner and for any purpose whatsoever, and to have or authorize others to do so. The Government can even release the data to companies that compete with a contractor who developed the technical data or software. Unlimited Rights do not expire. Information can be found in DFARS 252.227-7013(b)(1).
2. **Government Purpose Rights:** generally apply to technical data that pertains to items components, or processes and computer software developed with a combination of Government and private funding (mixed funding). Government Purpose Rights means the right to use, modify, reproduce, perform, display, release or disclose the data within the Government without restriction and outside the Government as long as the recipient uses the data “for Government purposes”. “Government purposes” means any activity in which the U.S. Government is a party, including use in Government procurement. They do not include the right to use, modify, reproduce, release, perform, display or disclose technical data for commercial purposes or the right to authorize others to do so. Government Purpose Rights expired in five years from contract execution converting the Government’s Government Purpose Rights in the data to Unlimited Rights.
3. **Limited Rights:** means the rights to use, modify, reproduce, release, perform, display, or disclose technical data, in whole or in part, within the Government. The Government may not, without the written permission of the party asserting limited rights, release or disclose the technical data outside the Government, use the technical data for manufacture, or authorize the technical data to be used by another party.
4. **Restricted Rights:** applies only to noncommercial software that was developed exclusively with private funding.

The rights specifically negotiated must be fully identified in the contract, contract attachment and/or license agreement incorporated into the contract. Omitting these ‘specifics’ increases the potential for misunderstandings down the road. Figure 1 illustrates the data rights spectrum.



*Figure 1 Data Rights Spectrum*

**Additional Information**

It is important to have a good understanding of intellectual property and data rights to ensure that the IP assets of a company are recognized and protected. Additional information on IP and Data Rights can be found at:

1. Article 1, Section 8, Clause 8 of the U.S. Constitution
2. Defense Federal Acquisition Regulation Supplement (DFARS):
  - a. DFARS Subpart 227.71, Rights in Technical Data
  - b. DFARS Subpart 227.72, Rights in Computer Software and Computer Software Documentation
  - c. DFARS Part 252, Solicitation Provision and Contract Clauses
3. Defense Acquisition University, Course CLE 068, Intellectual Property and Data Rights

# APPENDIX C: EXPORT CONTROL

Within DoD, the focal point on export controls is the Defense Technology Security Administration (DTSA). The Department of State and the Department of Commerce are the lead agencies responsible for regulations governing the export of defense articles, commercial item and dual use items. Export authorization can be revoked, suspended, or amended by the Directorate of Defense Trade Controls (DDTC) for a variety of reasons. The export authorization identifies the export, the article/technical data, any intermediate consignee, the end-use and end use. Export licenses are valid for 4 years; export agreements are typically valid for 10 years and records must be maintained for a period of 5 years after the expiration of the license or agreement

## **Primary Regulations**

1. [The International Traffic in Arms Regulation \(ITAR\)](#), issued by the Department of State, control the export of defense-related articles and services ensuring compliance with the Arms Export Control Act (22 USC 2778).
2. [The Export Administration Regulations \(EAR\)](#), issued by the Department of Commerce, control the export of dual-use items (items that have both commercial and military or proliferation applications) and purely commercial items. These items include commodities, software, and technology. Many items subject to the EAR are set forth by Export Control Classification Numbers on the Commerce Control List.

## **Commodity Jurisdiction (ITAR Part 120.4)**

The commodity jurisdiction procedure is used with the U.S. Government if doubt exists as to whether an article is covered by the U.S. Munitions List (ITAR Part 121) or the Commerce Control List (CCL).

## **Common ITAR Export Licenses (ITAR Part 120.28)**

1. DSP-5, Permanent export unclassified articles or data
2. DSP-73, Temporary export of unclassified defense articles
3. DSP-83, Non-transfer and use certificate – for significant military equipment, exports of classified articles/data

## **Common ITAR Export Agreements (ITAR Parts 120.21 – 120.23)**

1. Manufacturing License Agreement (MLA): an agreement or contract whereby a U.S. person grants a foreign person an authorization to manufacture defense articles abroad.
2. Technical Assistance Agreement (TAA): an agreement between a U.S. person and a foreign person for defense services or recurring disclosure of technical data as opposed to agreement granting a right or license to manufacture.
3. Distribution License Agreement (DLA): an agreement to establish a warehouse or distribution point abroad for defense articles exported from the U.S. for subsequent distribution to entities in an approved sales territory.

## **ITAR Licensing Exemptions**

ITAR license exemptions can save considerable time and money. They are covered in multiple places in the ITAR: Parts 123 (Defense Articles), 124 (Agreements and Services),

125 (Technical Data), or 126 (General). Special license exemptions exist for Canada (Part 126.5) and the United Kingdom (Part 126.17).

### **Steps to Export Technologies**

1. Find out if what you want to export (hardware, technical data, and/or defense services) is covered in the U.S. Munitions List (USML), found in Part 121 of the ITAR.
2. Not sure if your desired export is covered by the USML? File a [Commodity Jurisdiction Request](#).
3. If what you want to export is on the USML, you must be [registered with DDTC](#).
4. After you are registered, you must apply for an export license. [D-Trade](#) is the preferred way of licensing.
5. Ensure the CTTSO Technology Transition Manager and Program Manager are aware of all export activities.

### **Steps to Obtain a Department of Commerce Export License (see the [DoC website](#) for information):**

1. Determine if what you intend to export has a specific Export Control Classification Number (ECCN) on the Commerce Control List (CCL). Determining the ECCN of the item will help identify why the item is controlled, which in turn will help determine the export-licensing requirement for the item or technology based on the destination country.
2. Determine how it will be exported:
  - a. If a license is required then you must submit an application through the [Simplified Network Application Process Redesign](#) (SNAP-R).
  - b. If a license is required for your transaction, a license exemption may be available. License Exemptions and the conditions on their use are set forth in Part 740 of the EAR. If your export is eligible for a license exemption, you would use the designation of that license exception (e.g. LVS, GBS, TMP) on your export documents.
  - c. No license is required when: the item to be shipped is not on the CCL (i.e. it's EAR99); or the item is on the CCL but there is no "X" in the box on the Country Chart under the appropriate reason for control column on the row for the country of destination. In each of these situations you would enter "NLR" on your export documents

When submitting export applications be sure to state "This technology was developed under the sponsorship of the DoD Combating Terrorism Technical Support Office (CTTSO). DoD coordination on export control should include CTTSO and may be obtained via e-mail to [techtrans@cttso.gov](mailto:techtrans@cttso.gov)."