Director Copan,   
  
You asked for thoughts on improving the technology transfer (TT) process of the federal labs.  Here are several suggestions.   
  
**1.  Make technologies visible.**  Web portals are good and necessary, but insufficient to tell the story of the potential of most technologies.  Find ways to pitch federal technologies through tech showcase events, angel groups deal days, and venture forums.  Get your assets on the agenda.  Tell your story, paint the picture of potential.       
  
**2.  Make TT officers and scientists readily available to industry.**Nothing replaces face time.  Be liberal granting permission to TT officers and scientists to attend industry conferences.  This is where networking happens, trusting relationships form, and in depth discussions lead to thorough understanding of technology benefits.  Technology deals are much more likely to happen in this environment.   
  
**3.  Provide an adequate budget for marketing federal technology assets.**Federal labs compare poorly to universities in the resources made available for promoting technology assets.  Look to universities as the benchmark.   
  
**4.  Welcome TT navigators.**At the 2018 FLC Annual Meeting, the panel of business accelerators said the #1 thing they would appreciate is having someone to serve as their navigator within the lab system.  They will never become experts at understanding this system, so would like the help of a person who is. Someone who already knows the TT officers, knows how to search for assets, will answer phone calls and email messages, and will be their advocate.  