

## CCAT San Diego Accomplishments

### **In 9 years of operations, CCAT San Diego has accomplished the following:**

- Conducted 31 solicitations, evaluated 881 applications, and selected 119 technologies from private industry, academic research universities, and government laboratories.
- Provided \$23.3 million in commercialization support including 106 product development and demonstration grants, 116 marketing and business development plans, and concurrent consulting support (e.g., mentors, entrepreneurs, VC networking, etc.)
- Leveraged CCAT funding and services into \$211.9 million of product sales (\$56.9M), 3<sup>rd</sup> party investments (\$99.0M) and mergers (\$56.0) for a ROI of 9.1 to 1.
- Affected 11 mergers/acquisitions/partnerships with large prime contractors such as GE, Titan, L3 Communications, EMCOR, Harris Corporation, etc.
- Funded, mentored and transitioned 13 technologies from government laboratories and academic research institutions into existing and 8 new start-up companies.
- Achieved an overall success rate of about 51.4% with 55 of 107 clients achieving one or more significant commercialization milestones including sales, 3<sup>rd</sup> party funding, licenses, and acquisitions/mergers/partnerships.
- Have 12 companies and technologies still in the pipeline making progress in transition to market; 3 technologies are being tested by deployed military, 3 are being reviewed by first responders, and several others are being evaluated by other government agencies.
- Technology focus areas cover a full spectrum of scientific disciplines including sensors, energy, communications, computer systems, robotics, etc. Current focus areas are in unmanned ground robotics in support of Iraq/Afghanistan operations and concerns for Improvised Explosive Devices (IEDs), and technology transfer and transition efforts from DoD labs to the first responder and commercial markets.
- Established a sponsorship in 2008 with the Office of the Assistant Secretary of Defense for Homeland Defense and Americas' Security Affairs in support of the "1401 Program" to transition DoD technologies to the first responder community. Received \$930,000 of funding, conducted 2 solicitations, selected 6 technologies, transitioned 1 to market in border security with 3 others in the pipeline.
- Initiated a new sponsorship with the Department of Homeland Security Science and Technology Directorate in 2010 to promote the TechSolutions program to identify and advance technology solutions to address critical first responder needs. Approximately \$3.65 million will be used to fund prototype development and operational testing of competitively selected technologies from small companies, universities, and government laboratories.