



### WHAT IS A PARTNERSHIP INTERMEDIARY?

A **partnership intermediary** (PI) is a state or local government, or a nonprofit entity owned/funded/chartered/operated in whole or in part by a state or local government that assists, counsels, advises, evaluates, or otherwise cooperates with small business firms and educational institutions.

The use of a partnership intermediary is authorized under Title 15 U.S.C. § 3715.

### DHS PARTNERSHIP INTERMEDIARY AGREEMENTS

**Partnership Intermediary Agreements** (PIAs) utilize the PI's specialized skills to increase the maturity and market readiness of the Department of Homeland Security (DHS) technologies to prepare them for transfer and commercialization to support homeland security needs. PIAs are not Federal Acquisition Regulations-based contracts and cannot be used to circumvent standard federal procurement mechanisms.

### HOW DHS USES PIAS

PIAs are managed by the DHS Science and Technology Directorate's (S&T) Technology Transfer and Commercialization Branch (T2C) within the Office of Industry Partnerships. T2C manages the process for entering into new PIAs and for new projects proposed to be conducted under existing PIAs to support DHS programs. The intent is to maintain an ecosystem of DHS PIAs to provide services to support technology transfer and commercialization of DHS technologies. T2C negotiates the individual scope of each PIA within the ecosystem to ensure limited overlap and capitalize on each PI's regional network and expertise. T2C assigns proposed PIA projects to the most appropriate PI based on the needs of the DHS program and the PI's expertise and capacity.

### CURRENT DHS PIA ECOSYSTEM

- DEFENSEWERX (Florida)
- MilTech (Montana)
- RTI International (North Carolina)

### SERVICES PROVIDED BY PARTNERSHIP INTERMEDIARIES

PIs may provide a variety of services that can be used to support technology transfer and commercialization activities for DHS laboratories, including:

1. Market Intelligence - Identify size, trends, and competitors for target markets, barriers to market entry or adoption, or identify possible solutions
2. Partnering - Bring together potential solution providers to address DHS program needs
3. Marketing & Outreach - Develop marketing material to showcase DHS mission relevant technologies & increase engagement with industry
4. Maturation - Engage with small businesses, universities, or homeland security end users to facilitate rapid prototyping and/or demonstration

You can learn more by visiting the PIA Program webpage: [dhs.gov/science-and-technology/technology-transfer-partnership-intermediaries](https://dhs.gov/science-and-technology/technology-transfer-partnership-intermediaries).

