



42 COMPANIES AND ORGANIZATIONS • 2163 EMPLOYEES • \$375.5 MILLION OF INVESTMENT

The Sandia Science & Technology Park (SS&TP) has it all...central location, quiet and healthy environment, modern infrastructure, proximity to customers, and a supportive community. AOT's move to SS&TP will increase our productivity, visibility, and customer base. I believe we'll look back and say moving here was the best decision our company ever made.

Brian G. Hoover, CEO, Advanced Optical Technologies, Inc.

COMPANY NEWS

AOT Moves in the Park

Advanced Optical Technologies (AOT) recently moved into the SS&TP and is completing renovations for its state-of-the-art laser laboratories. The facility will include a 54' laser range for prototype testing and one of the world's most accurate laser polarimeters, modeled after the instrument AOT developed over the past decade at the Air Force Research Laboratory, Kirtland Air Force Base. AOT develops prototype sensors for space classification, material mapping, and non-destructive testing, and characterizes materials and components for next-generation optical devices and sensors.

Park Companies Receive Flying 40 award

Applied Technology Associates (ATA) and SolAero Technologies were honored as two of New Mexico's top-performing technology companies at the Flying 40 awards ceremony held at the Albuquerque BioPark Zoo. The annual New Mexico Flying 40 program, hosted by Technology Ventures Corporation (TVC), recognizes and ranks the state's high-tech growth leaders. Selected as two of the top 10 revenue companies in 2015, ATA employs 293 people and had revenues of \$49 million and SolAero employs 250 people and had revenues of \$97 million.



Applied Technology Associates



SolAero Technologies



CENTER for
COLLABORATION and
COMMERCIALIZATION

TVC recently held a series of weekly entrepreneur training sessions at Sandia National Laboratories that included the following topics:

A Guide to Entering the Entrepreneurial World

Todd Hunter of TVC talked about the entrepreneurial landscape inside and outside Sandia.

Real World Aspects of Managing a Start-Up Company

Richard Talcott of TVC talked about real world aspects of managing a startup company and building financial statements, and Raghu Kopalle of Innobright Technologies talked about the first 36 months of a tech startup.



Marketing and Productization of An Idea

Steve Cook of TVC talked about productization of an idea, and Scott Tyson of TVC explained the significance and types of market research and research methods.

IP/Legal Issues

Andrew Salazar of TVC and Chuck Call of Phase One Ventures shared investor preferences with respect to IP, and Daniel Jenkins of Sandia explained internal compliance issues related to IP at Sandia National Laboratories.



Amongst the four sessions, 103 Sandians were in attendance.

Top: Raghu Kopalle, President and CEO, Innobright Technologies, Inc.,
Bottom: Daniel Jenkins, IP Attorney, Sandia



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