Idaho National Laboratory triples licensing agreements with the support of AI

At a glance

Idaho National Laboratory (INL) struggled to reach potential licensing partners effectively using manual outreach methods with minimal success. With FirstIgnite's AI-driven platform, INL scaled its outreach, improved reliability, and secured strategic licensing agreements. This case study highlights how FirstIgnite transformed INL's outreach, driving efficiency and significantly increasing licensing deals.

Challenges ⌄

Before adopting FirstIgnite, INL's outreach relied on manual efforts on a variety of software tools, which were time inefficient and cumbersome. Existing tools lacked reliable, updated contact information, making it difficult to reach decision-makers. Additionally, the large number of researchers and a growing portfolio made manual outreach inefficient and hindered INL's ability to scale effectively.

Solutions ⌄

FirstIgnite's software provided reliable contacts, enabled targeted matchmaking with relevant companies, and allowed INL to scale outreach, greatly increasing potential licensee connections each year.

Outcomes ⌄

1
940% Increase in Outreach
With FirstIgnite, the lab increased its outreach volume by 940% compared to previous methods, reaching a substantially larger pool of potential partners.
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2
Increased Outreach
After implementing FirstIgnite's platform, INL tripled its average licensing agreements annually, a significant improvement over previous years.

3
Successful Licensing of CIE Methodology
INL successfully licensed its Cyber Informed Engineering (CIE) methodology to 1898 and Black & Veatch, utilizing FirstIgnite's matchmaking to identify and secure this strategic partnership.

Key metrics

FirstIgnite played a key role in connecting INL with industry partners, resulting in substantial growth in licensing agreements and outreach success.

940%
increase in the number of contacts reached, broadening their network of potential licensing partners and industry connections.

3X
increase in licensing agreements, maximizing the impact of INL's technology portfolio.

FirstIgnite