

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.

2

Increased Licensing

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.