

Fairfax County Public Schools

Technology Licensing, Commercialization, and Venture Partnership Program

Vision

The Fairfax County Public Schools (FCPS) Venture Partnership Program will enable FCPS to collaborate with private, non-profit, and public organizations to develop needed technology products and services for students, teachers, administrators and staff. The program will foster the design, development, and deployment of innovative technology products and services needed by FCPS that also have a broader appeal in the K-12 industry.

Purpose

This document describes the structure of the Venture Partnership Program as well as provides potential partners the opportunity to submit information to FCPS in order to review and address licensing and commercialization opportunities.

Background

FCPS is recognized as a global leader in primary and secondary education. As such, other school systems, commercial enterprises, and educationally focused organizations look to FCPS as a model for K-12 development. Through partnerships with technology organizations, FCPS will be able to create revenue streams for funding additional needed technology initiatives. Other school systems without the development resources to build complex solutions will benefit along with the commercial partners delivering these new products and services.

Venture Partnership Program Objectives

- Create improved K-12 focused technology products and services leveraging FCPS intellectual property (IP), experience, knowledge, expertise, and understanding of the K-12 industry.
- Expand the reach and access to technology products and services for FCPS students, teachers, administrators and staff.
- Establish a commercialization model resulting in revenue streams that can fund the development of needed technology products and services for FCPS and the K-12 sector.
- Help foster the growth of a regional K-12 focused technology community through partnerships with local economic development entities.

Partnership Models

There are three scenarios possible for partnership models with organizations wishing to pursue interests with FCPS:

- Partnering to commercialize in-house FCPS intellectual property or assets
- Partnering to commercialize an external intellectual property utilizing FCPS services and resources to assist in commercialization
- Partnering in development of a joint product or service.

Licensing Vs. Selling

FCPS is in the business of educating the children of Fairfax County. The vision of the Venture Partnership Program is not to focus on sales and marketing of educational products and services. It seeks to leverage FCPS' IP and K-12 knowledge for the good of Fairfax County, the state of Virginia, and the K-12 industry as a whole. As such, the Venture Partnership Program will focus on licensing arrangements wherever possible as opposed to outright sales of property.

Application Process

Please fill out the information in the Venture Partnership Profile form below. Contact will be made after an internal review of the information provided. Please completely fill out all sections.

Please submit the completed Venture Partner Profile form via email to vtb@fcps.edu.

Venture Partner Profile

General Information

Name:

Address:

Telephone:

Website:

Email:

Contact Information

Contact Name:

Title:

Address:

Telephone:

Email:

Organization Description

Brief description of the company.

Organization Summary

Information about company, products and services. Relevant historical information and business progression, number of employees, locations, etc.

Key K-12 Clients / Users / Partners /Alliances

Information on key clients, and number of clients and users.

Current Relationship with FCPS

Do you have an existing contract or working relationship with FCPS?

Commercialization Opportunity Profile

Product/Service Description

Brief description of the product / service.

Key Features

Describe key features and benefits of the product / service.

Modules

List and describe modules of the product, if applicable.

Technical Specifications

Detailed technical specifications / requirements, as applicable.

Position

How will this address current FCPS needs? How will it be innovative?