



Power Management, Control, & Integration

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In the Beginning - The Barriers

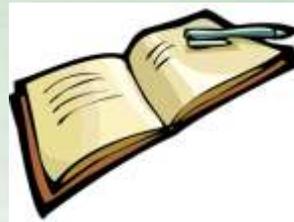
- Considered it a “Long Shot”
- Did Not Understand the SBIR Process
- Needed to Commit to Writing a Great Proposal
- Concentrated On Small & Quick Projects

Keys for Global ET



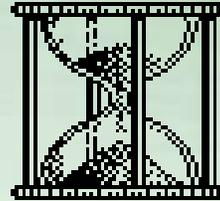
- Good Customer Base & Great Reputation
- Right Team of Engineering Talent
- Reconsidered SBIR Program in 2002
- Found a couple of topics of interest
- Planned and dedicated an effort to pursue

Proposing



- Communicate with Topic Author (pre-solicitation)
- Use SBIR Website
- Do Preliminary Research
- Detail the Approach and Describe Value Added
- Complete Early to Allow Time for Adjustments
- Leverage Available Resources (State of Michigan)

Selection Process



- Submit Proposal

Wait Wait Wait

- SBIR Officer Letter

- Global ET Proposal is “Recommended”

Wait Wait Wait

- Selections are made

Wait Wait Wait

- Contract is awarded

! GO !

Phase I

- Typically an In-depth Study & Report
- If the Results are Encouraging – Invitation to Propose Phase II
- Work out some of the Invoicing and Reporting

Phase II

- Approval occurred 4 months later than expected
- Negotiations were very detailed
- Contract Specialist was helpful
- Cost Plus Fixed Fee – Audited

CPP

- New Program – SBIR Office Involved with Commercialization Process

Next Opportunities & Phase III

- Sale of Products or Logical Extension
- SBIR Program Addresses Competition Requirements
- Seemingly Endless Networking & Potential Opportunities

Suggestions

- Have Other Programs Going
- Project Management is Very Important
- Technical Writing and Documentation is Demanding
- Find Ways to Leverage and Collaborate
- Make Commitment
 - If It Fits within your Small Business Plans

- TARDEC is Clearly Focused on Solutions that will have Benefit to Our Soldiers
- We are Honored and Privileged to be Involved