

Camden Waterfront



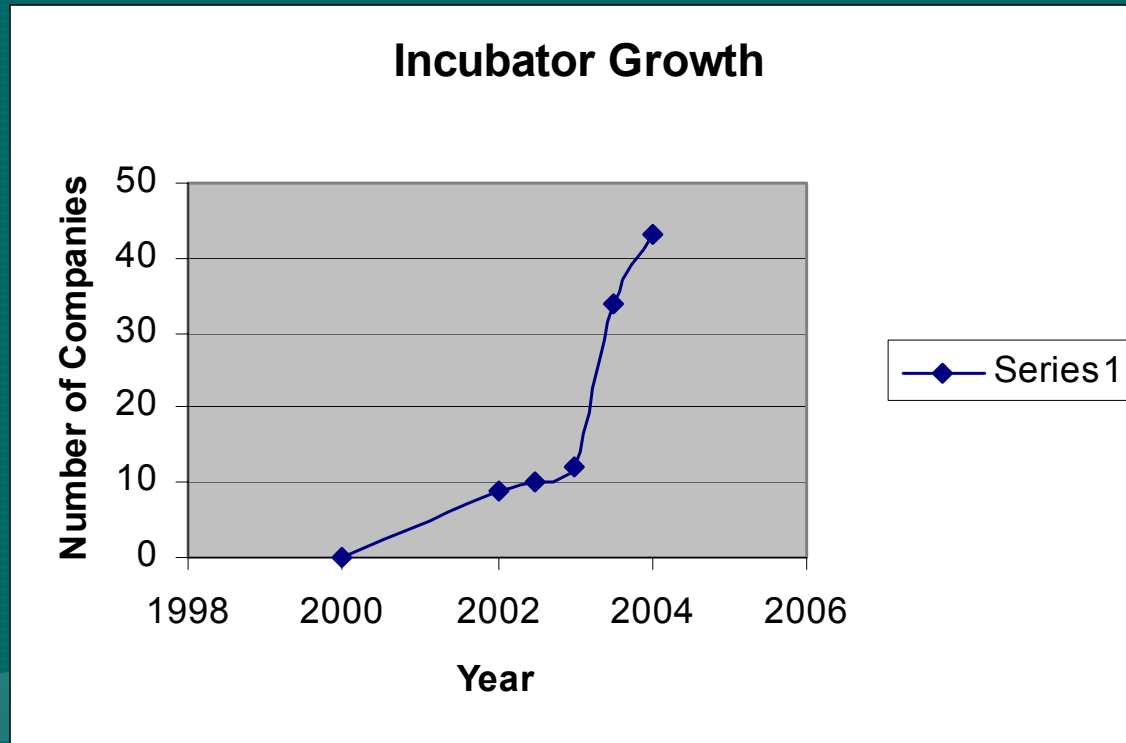
“Push the River”

Drexel Camden Incubator Center

Primary Goals:

1. Attract start-up companies that have developed innovative technologies for military and commercial applications including those started with Drexel Technology
2. Provide connectivity and access to various government agencies and departments to help start-up companies secure government contracts for their technology products
3. Incubate & Commercialize technology developed by Drexel Research & Development (R&D) projects

Participating Technology Companies



12-31-02 9 Companies 38 Seats

6-30-04 34 Companies 87 Seats

6-30-02 10 Companies 43 Seats

12-31-04 43 Companies 95 Seats

12-31-03 12 Companies 54 Seats

Value Added

Strategic Steps

1. Introduce mentoring companies into the Technology Center Environment to create subcontracting opportunities
2. Provide consulting services and business advice to identify avenues to diversify the application of developed technologies
3. Create partnering opportunities to apply for additional contracts and grants

Drexel University's Co-Operative (Co-Op) Education Program

1. Increase Drexel's Co-Op opportunities with companies locating in the center as well as defense contractors and military laboratories
 - 2004 calendar year - three of the six mentoring companies employed 50 Co-Op Students
2. Increase the visibility of Drexel's technologies to major prime contractors
 - Partnership with Lockheed Martin - \$15 million Department of Defense Contract

Migration of Drexel Intellectual Property

A Success Story



Start-up Company Licensing New
Communications Technology

Incubator Success Stories

1. Gestalt, LLC

- 2002
- Interoperability, Modeling & Simulations
- Start-up to 100 employees
- \$35M sales projected 2005
- \$10M Venture Capital



2. Channel Logistics, Inc.

- 2001
- Database Analysis Shipping Industry
- \$2M Revenue



3. Alpha Grid Smarter Agent, Inc

- 2001
- Location Aware/GPS Software
- Contracts with Banks and Real Estate Companies
- Working on \$7.5M investment



Current Challenges

1. Rapid growth of the Camden Incubator Center since 2002 has created a positive challenge, a great need for additional space
2. Continued competition to attract new companies
3. To achieve Self-Sustainability by the close of 2006

\$45 Million
In Government
Contracts!

Pushing the River!!!



Pro Services

US Army CERDEC
C2
Agile Commander
PEO IEW&S
Common Ground Station
Guardrail
Joint Tactical Terminal
US Army
Lockheed Martin
MCS Program
PEO C3T

CME

US Army
US Army CERDEC PM Platforms
IMPS & Advanced Power Systems
US Army CERDEC I2WD Silent Warrior
DOD Mentor
Lockheed Martin
Protégé
CECOM

Gestalt

US Army CERDEC
C2
SINCE Program
I2WD
ISR Sensor Management

Altech Services

White Sands Missile Range

Smarter Agent

Drexel University
US Army CERDEC

InstaKnow

CACI PEO C3T

Bellwether Technology

General Dynamics
Coast Guard Academy

Channel Logistics

D.H.S
Galaxy Scientific

VortechX

Lockheed Martin

Prototype Productions Inc

US Army TACOM
US Army ARDEC
US Army AMCOM

Systems Documentation Inc

Hanscom Air Force Base
Galaxy Scientific

BEN FRANKLIN BRIDGE

Solution to Facility Challenge

