

Beyond SBIR Phase II:
Bringing Technological Edge to the
Warfighter



August 21-23, 2007
Hyatt Regency Crystal City
Arlington, VA

NDIA
NATIONAL DEFENSE INDUSTRIAL ASSOCIATION
NDIA
STRENGTH THROUGH INDUSTRY & TECHNOLOGY

If you have a technology ready for commercialization or are looking for a new and innovative technology to address a need, you cannot miss this Conference! Come armed with plenty of business cards and be prepared to participate fully in the **best networking** opportunity of its kind.

The need for diverse warfighter capabilities requires government funded R&D projects to be identified and quickly transitioned into the field. The Beyond **Phase II** SBIR Conference offers pre-arranged technology matchmaking meetings for prime contractors, government acquisition managers, the investment community, manufacturing firms, and SBIR Phase II firms with technologies to discuss commercialization opportunities and partnerships.

Why Invitees Should Participate:

Small Businesses with Phase II Technologies ready to transition can explore teaming arrangements with government and industry partners to discuss every aspect leading to commercialization of your SBIR-supported technologies. This Conference is by invitation only.

Large Businesses/Prime Contractors can initiate business partnerships to complement your technology portfolio, extend your R&D efforts, and maintain your competitive edge.

Innovative Government Leaders will discover cutting-edge technologies that fit acquisition program needs. Utilize the ingenuity, flexibility, and rapid response small businesses provide to meet today's ever-changing mission needs.

Manufacturing Firms can increase opportunities to recommend and provide manufacturing strategies by networking with Small Businesses with Phase II Technologies ready to take the next step.

Venture Capital Firms can discuss their programs and how they can be utilized to enhance transition success.

MONDAY AUGUST 20, 2007

12:00pm Registration Opens

12:00pm-5:00pm Exhibit Set-Up

**TUESDAY AUGUST 21, 2007
GOVERNMENT PERSPECTIVE**

7:00am-7:00pm Registration

7:00am-8:00am Continental Breakfast

8:00am-8:45am **Welcome:** Mr. Anthony Martoccia, Director, Office of Small Business Programs

Keynote Speaker: Dr. James I. Finley, Deputy Under Secretary of Defense (Acquisition & Technology)

Conference Format and Logistics: Mr. Michael Caccuitto, DoD SBIR/STTR Program Administrator

8:45-9:45am **Technology Transition and Acquisition Excellence: Taking It to the Next Level**

Moderator: Dr. James I. Finley, Deputy Under Secretary of Defense (Acquisition & Technology)

Panelists:

- Honorable Claude M. Bolton, Jr., Assistant Secretary of the Army for Acquisition, Logistics and Technology
- Honorable Delores Etter, Assistant Secretary of the Navy, Research, Development and Acquisition
- Honorable Sue C. Payton, Assistant Secretary of the Air Force
- Ms. Katrina G. Wahl, Deputy for Acquisition Management, Missile Defense Agency

9:45am-10:00am Break

10:00am-11:00am **Sourcing Innovation in a Consolidated Industry: Sustaining Competitive Edge**

Moderator: Ms. Kathleen Harger, Assistant Deputy Under Secretary of Defense for Innovation and Technology Transition

Panelists:

- Mr. John Shakespeare, Washington DC Operations for Enterprise Strategic Growth, The Boeing Company
- Dr. David Whelan, Vice President for Enterprise Strategic Growth, The Boeing Company
- Dr. Ray Johnson, Senior Vice President and Chief Technology Officer, Lockheed Martin Corporation (Invited)
- Dr. John Waszczak, Director Advanced Technology and SBIR/STTR, Raytheon Company
- Mr. Rich Mendelowitz, Vice President, Business Strategy and Chief Technology Officer, General Dynamics, Information Technology
- Dr. Tom Romesser, Vice President of Technology Development, Northrop Grumman Space Technology

11:00am-12:00pm **Leveraging SBIR to Address Technology Needs**

Moderator: Mr. Richard McNamara, PEO Submarines, Naval Sea Systems Command

Panelists:

- Ms. Grace Xiang PEO C3T, Army
- Ms. Kay Griffith-Boyle, PEO C3T Army
- CAPT Shane Gahagan, USN, PEO(A) Program Office, Navy
- CAPT Thomas Payne, USN, Joint Strike Fighter (JSF) Air Systems Requirements
- Mr. Paul Koskey, Advanced Technology Innovation Team Leader, MDA

12:00pm-12:30pm **Luncheon Speaker:** Mr. Zack Noshirwani, Vice President IDS - Integrated Supply Chain, Raytheon

1:00pm - 7:00pm Exhibit Hall Open

12:30pm-1:30pm Networking Lunch

1:30pm-4:30pm Poster Session

1:30pm-2:15pm **Tapping Small Business for Technology Solutions: SBIR in DoD Agencies**

Moderator: Dr. Andre Van Tilborg, Deputy Under Secretary of Defense, Science & Technology

Panelists:

- Dr. Robert F. Leheny, Deputy Director, DARPA
- COL Benjamin T. Hagar, USA, Deputy Director Chemical/Biological Technologies Directorate, Joint Science & Technology Office for CB Defense, Defense Threat Reduction Agency (Invited)

2:15pm-3:00pm **Commercialization Pilot Program (CPP) Overview**

Moderator: Mr. Michael Caccuitto, DoD SBIR/STTR Program Administrator

Panelists:

- Ms. Susan Nichols, Army SBIR Program Manager
- Mr. John Williams, Director, Navy SBIR and STTR Programs
- Mr. Richard Flake, Air Force Senior Planner

3:00pm-3:30pm Break in Exhibit Hall

3:30pm-4:15pm **Technology Pipeline Initiative:** Dr. John Parmentola, Director for Research and Laboratory Management, Army

4:15pm-5:00pm **Open Innovation:** Ms. Joanne Hyland, President, Radical Innovation Group

5:00pm-7:00pm Opening Reception

7:00pm-9:00pm Open Innovation Evening Session - *limited availability for the first 30 registrants who register onsite*

Description: There is increasing evidence of the importance of radical or breakthrough innovation to long-term firm success in the competitive marketplace today. Although this recognition has permeated many established companies, there is uncertainty about how to accomplish such innovation. Ms. Hyland will address the uncertainty about how to accomplish such innovation and offer strategic imperatives to successfully implement radical innovation.

**WEDNESDAY AUGUST 22, 2007
FOCUS ON SBC ISSUES**

- 7:00am-5:00pm Registration
- 7:00am-8:00am Continental Breakfast in Exhibit Hall
- 7:00am-5:00pm Exhibits Open
- 8:00am-10:00am Concurrent One-on-One Matchmaking Meetings
- 8:00am-8:30am **2008 SBIR Reauthorization Discussion**
- Government Perspective:* Mr. Edsel Brown, Assistant Administrator, Office of Technology Small Business Administration (SBA)
- Congressional Perspective:* Mr. Bill Behn, House Committee on Science & Technology (S&T)
- 8:30am-9:30am **Data Rights and Liscensing**
- Moderator:* Mr. Steve Guilfoos, SBIR/STTR Program Manager, Air Force
- Panelists:*
- Mr. Jere Glover, Brand & Frulla
 - Mr. Jesse Erlich, Burns & Levinson LLP
 - Mr. Dan Dzara, Intellectual Property Office
 - Dr. Ken Peoples, ITAR Representative, DTSA
- 9:30am-10:00am **Open Architecture**
- Moderator:* Mr. John Williams, Director, Navy SBIR and STTR Programs
- Panelists:*
- Ms. Christine Lee, Deputy for Business Division, Joint SIAP System Engineering
 - Ms. Windy Joy Majumdar, SIAP JPO Systems Engineering and Development, GS-15, DoN
 - Mr. Douglas Marker, PEO IWS TT/7ST, Navy Advanced Technology
 - Ms. Joan Marano-Goyco, APEO(T)- OPen Architecture
- 10:00am-10:30am Break in Exhibit Hall
- 10:30am-12:00pm Dedicated One-on-One Matchmaking Meetings & Exhibit Visits
- 12:00pm-1:00pm Networking Lunch
- 1:00pm-2:00pm **Venture Capital Financing Issues**
- Moderator:* Mr. Thomas Weithman, Vice President and Managing Director, CIT GAP Fund
- Panelists:*
- Mr. Don Rainey, Partner, InterSouth Partners
 - Mr. Gian Brown, SAIC Ventures
 - Mr. Rohit Shukla, CEO, LARTA Institute
 - Mr. Ted Hobart, Partner, Chart Venture Partners (Invited)

- 1:00pm-3:00pm Concurrent One-on-One Matchmaking Meetings
- 2:00pm-3:00pm **Mentor-Protege Program**
Moderator: Mr. Cliff Hudson, Joint Robotics Program Manager/SPAWAR
 Mr. Chris Mailey, Engineer, Unmanned Systems, DoD Mentor Protege Program
Panelists:
 - Mr. Carl Pompei, Anthrotronix, Inc.
 - Mr. Steve Cary, Director of Business Development, RE2
 - Mr. Larry Cutshaw, Vice President of Business Development, Referentia Systems
- 3:00pm-3:30pm Break in Exhibit Hall
- 3:30pm-5:00pm Dedicated One-on-One Matchmaking Meetings & Exhibit Visits

**THURSDAY AUGUST 23, 2007
 SELF-HELP SUPPORT FOR THE SBC**

- 7:00am-5:00pm Registration
- 7:00am-8:00am Continental Breakfast in Exhibit Hall
- 7:00am-5:00pm Exhibits Open
- 8:00am-10:00am Concurrent One-on-One Matchmaking Meetings
- 8:00am-9:00am **Successful Marketing:** Ms. Margit B. Weisgal, Sextant Communications
- 9:00am-10:00am **Primer for Prime Contractors: How to Work with SBIR Firms for the 1st Time**
Moderator: Mr. Victor Ciardello, Director Small Business Technology and Industrial Base, OSBP OUSD AT&L
Panelists:
 - Mr. Rich Hendel, Senior Principal Specialist, SBIR Program Manager, Boeing
 - Mr. Tizoc Loza, Corporate Project Manager SBIR Programs, Northrop Grumman
 - Mr. Mario Ramirez, Corporate Manager, SBIR/MPP, Lockheed Martin
- 10:00am-10:30am Break in Exhibit Hall
- 10:30am-11:15am **T&E/Manufacturing**
Moderator: Mr. Mike Zammit, Missile Defense Agency (MDA)
Panelists:
 - Mr. Doug Schaefer, Director Manufacturing & Producibility, Missile Defense Agency (MDA)
 - Mr. Tab Wilkins, Senior Technology Advisor
 - Ms. Cynthia Gonsalves, Deputy Director, Office of Technology Transition & Transfer ODUSD(AS&C)
- 10:30am-12:00pm Concurrent One-on-One Matchmaking Meetings

11:15am-12:00pm	<p>DARPA Transition Pilot</p> <p><i>Moderator:</i> Ms. Connie Jacobs, SBIR PM, DARPA</p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> - Mr. Mark Heiferling, Bluetronix - Mr. Ace Sarich, VoxTec - Dr. Praveen Chawla, President, EDaptive - Ms. Mary Ann Beyster, Foundation for Enterprise Development (FED)
12:00pm-1:00pm	Networking Lunch
1:15pm-5:00pm	Concurrent One-on-One Matchmaking Meetings
1:00pm-1:15pm	Commercialization Pilot Program (CPP) Overview: Ms. Carol Van Wyk, Small Business Innovation Research Commercialization Pilot Program
1:15pm-2:00pm	Army Beyond SBIR Phase II: Ms. Susan Nichols, Army SBIR Program Manager
2:00pm-2:45pm	<p>Navy Beyond SBIR Phase II: Ms. Lee Ann Boyer, DoN CPP Manager</p> <p>* Best Manufacturing Practices Center of Excellence: Mr. John S. Craighill, Senior Systems Engineer</p>
2:45pm-3:30pm	Air Force Beyond SBIR Phase II: Mr. Richard Flake, Air Force Senior Planner
3:30pm-4:00pm	Break in Exhibit Hall
4:00pm-4:30pm	<i>Open CPP Discussion</i>
4:30pm-5:00pm	<i>Open Conference Discussion</i>
5:00pm	Conference Concludes

Thank you to our Promotional Partners

Northrop Grumman Corporation

Northrop Grumman Corporation, headquartered in Los Angeles, Calif., is a \$30 billion global defense and technology company whose 120,000 employees provide innovative systems, products, and solutions in information and services, electronics, aerospace and shipbuilding to government and commercial customers worldwide.

Northrop Grumman's vision is to be the most trusted provider of systems and technologies that ensure the security and freedom of our nation and its allies. In so doing, the company will become our customers' provider of choice, our industry's employer of choice and our shareholders' investment of choice.

Founded in 1939, Northrop Grumman represents the successful integration of nearly 20 marquee companies into an enterprise that covers the entire battlespace spectrum. The companies that became part of Northrop Grumman achieved historic accomplishments, from transporting Charles Lindbergh across the Atlantic to carrying astronauts to the moon's surface and back.

Today, Northrop Grumman is defining the future with an extraordinary portfolio of capabilities, technologies and products, which span from undersea to outer space and into cyberspace. The company's competencies are aligned with the current and future needs of our customers, including the evolving security priorities of global reach, improved intelligence, precision strike and missile defense. These competencies also address homeland security and large-scale civil information systems that enhance city, county and state government services.

Lockheed Martin

Lockheed Martin is a customer focused, global enterprise principally engaged in the research, design, development, manufacture and integration of advanced technology systems, products, and services for government and commercial customers. Lockheed Martin operates in the same context as its customers and is deeply involved in solving the problems and meeting the demands and expectations of its customers. Moreover, it leads the way in showing customers new systems-based possibilities and opportunities.

The Corporation's core business areas are: Electronic Systems, Aeronautics, Space Systems, Information Systems and Global Services. Lockheed Martin's vision is to be the world's best systems integrator in aerospace, defense and technology services; to be the company our nation and its allies trust most to integrate their largest, most complex, and most important advanced technology systems. Our goal is to provide the best value to our customers, growth opportunities to our employees, and superior returns to our stockholders.

Lockheed Martin had 2006 sales of \$39.6 billion and employs 140,000 employees in the United States and internationally.

Thank you to our Promtional Partner

Raytheon

Raytheon is a technology leader specializing in defense, homeland security, and other government markets throughout the world. With a history of innovation spanning more than 80 years, Raytheon provides state-of-the-art electronics, mission systems integration, and other capabilities in the areas of sensing; effects; command, control, communications and intelligence systems, as well as a broad range of mission support services.

Working as "One Company", Raytheon's strategy is to achieve above-market growth in four strategic areas: Missile Defense; Precision Engagement; Intelligence, Surveillance and Reconnaissance; Homeland Security. Through this effort we intend to earn customer confidence as a company that listens, anticipates, responds and performs as we leverage our strengths in technology, integration and services for superior customer solutions.

Raytheon is committed to building an inclusive culture that recognizes uniqueness, empowers each employee, values all contributions and contributors, and leverages its diverse workforce and supply base to maximize Raytheon's competitive advantage, thereby enhancing company performance and profitability.

Community Involvement

Raytheon Company places the highest value on People, Integrity, Commitment and Excellence.

Ethics

We at Raytheon are proud of our reputation for excellence, a reputation based on our commitment to the highest ethical standards.

Diversity

Diversity is the centerpiece of our workplace culture. At Raytheon, Diversity is about inclusiveness, an inclusive culture that fully engages all employees and stakeholders to deliver superior business performance.

Corporate Governance

We strive for excellence in corporate governance and to reaffirm the principles that are the foundation of investor trust.

Vision

To be the most admired defense and aerospace systems supplier through world-class people and technology.

Businesses

- Integrated Defense Systems – Headquarters in Tewksbury, Massachusetts
- Intelligence and Information Systems – Headquarters in Garland, Texas
- Missile Systems – Headquarters in Tucson, Arizona
- Network Centric Systems – Headquarters in McKinney, Texas
- Space and Airborne Systems – Headquarters in El Segundo, California
- Raytheon Technical Services Company LLC – Headquarters in Reston, Virginia

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