

Beyond SBIR Phase II:
Bringing Technological Edge to the
Warfighter



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



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 Cacchitto, 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
- Lt Gen Henry A. Obering, USAF, Director, Missile Defense Agency (MDA/D)

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. 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	<p>Leveraging SBIR to Address Technology Needs</p> <p><i>Moderator:</i> Mr. Richard McNamara, PEO Submarines, Naval Sea Systems Command</p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> - 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	<p>Luncheon Speaker: Mr. Zack Noshirwani, Vice President IDS - Integrated Supply Chain, Raytheon</p>
1:00pm - 7:00pm	Exhibit Hall Open
12:30pm-1:30pm	Networking Lunch
1:30pm-4:30pm	Poster Session
1:30pm-2:15pm	<p>Tapping Small Business for Technology Solutions: SBIR in DoD Agencies</p> <p><i>Moderator:</i> Dr. Andre Van Tilborg, Deputy Under Secretary of Defense, Science & Technology</p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> - 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	<p>Commercialization Pilot Program (CPP) Overview</p> <p><i>Moderator:</i> Mr. Michael Caccuitto, DoD SBIR/STTR Program Administrator</p> <p><i>Panelists:</i></p> <ul style="list-style-type: none"> - 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	<p>Technology Pipeline Initiative: Dr. John Parmentola, Director for Research and Laboratory Management, Army</p>
4:15pm-5:00pm	<p>Open Innovation: Ms. Joanne Hyland, President, Radical Innovation Group</p>
5:00pm-7:00pm	Opening Reception
7:00pm-9:00pm	<p>Open Innovation Evening Session - <i>limited availability for the first 30 registrants who register onsite</i></p> <p>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.</p>

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)
- Congressions 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
 - Mr. Gerry Walles, AIR-4.5 Open Architecture Lead & PMA-265 S&T Lead, Navy
- 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

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 **DARPA Transition Pilot**

Moderator: Ms. Connie Jacobs, SBIR PM, DARPA

Panelists:

- 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 **Navy Beyond SBIR Phase II:** Mr. John Williams, Director, Navy SBIR and STTR Programs

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 *Open CPP Discussion*

4:30pm-5:00pm *Open Conference Discussion*

5:00pm Conference Concludes