



TARDEC Dual Use Technology Briefing

TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

National Automotive Center Tech Transfer Team

October 2010

Pete DiSante, Jim Mainero, Martin Novak

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Report Documentation Page

Form Approved OMB No. 0704-0188



Partnership Mechanisms



- > Small Business Innovation Research (SBIR)
- > Testing Services Agreements
- > Education Partnerships
- Cooperative Research And Development Agreements (CRADA)







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Small Business Innovation Research (SBIR) Overview

Martin Novak

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A congressionally mandated program...



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- Established in 1982, P. L. 97-219
- Federal Government wide (11 Federal agencies and 12 DoD components participate)
- 2.5% of Extramural RDT&E (>\$100M)
- Stimulate technological innovation
- Increase small business participation in federally funded R&D
- Transition Federal R&D into:
 - Government Programs
 - **Industry Initiatives**



How can Small Businesses Participate?



- 1. Must be a U.S. for-profit small business of 500 or fewer employees
- 2. All work must be performed in the United States; including subcontractors
- 3. During Phase I, a minimum of 2/3 of the effort must be performed by the proposing small business; a minimum of 1/2 of the effort in Phase II
- 4. The Principal Investigator must spend more than 1/2 of the time employed by the proposing small business.



Participating Organizations



AMC, Research Development and Engineering Command (RDECOM)

Army Test and Evaluation Command (ATEC)

CoE, Engineer Research and Development Center (ERDC)

MEDCOM, Medical Research and Materiel Command (MRMC)

Space & Missile Defense Command (SMDC)

DA G1, Army Research Institute (ARI)

Army Program Executive Offices (PEOs)













RDECOM manages for the Army



SBIR – Three Phase Process



Topics



DoD Solicitation
SBIR YY.2
May thru July

Phase I



Feasibility Study \$100K, 6 Months

\$50K Option (Gap Funding)

~10% of proposals submitted selected

Phase I + Phase II = \$850 Thousand

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Prototype
Development
\$1,000,000.
2 Years

Commercialization
Pilot Program
Launch in FY07

~50% <u>invited</u> proposals selected





Commercialization
Transition to
Federal Gov't
or Private
Program

No SBIR Funds



Topic Development







Warfighter Needs



PEO / PM
Technology Needs
and Risk Items



Business or Academia Recommendations

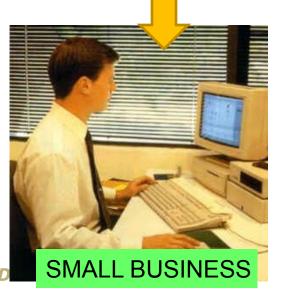


Research Centers

D_{oD} Approval

Topic Review and Deconfliction by Director, Defense Research and Engineering (DDR&E)





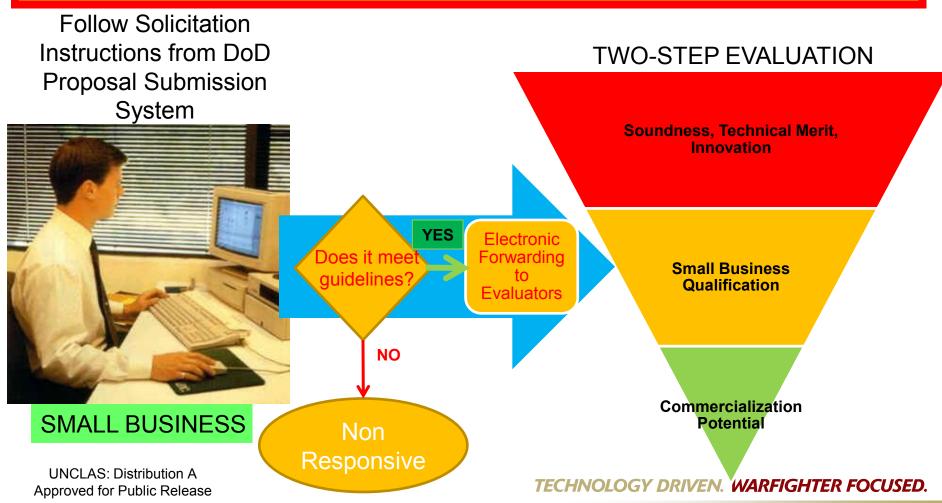
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Submitting a Proposal



Goal: Impartial, Equitable, and Comprehensive Proposal Evaluation





DoD SBIR Phase I Solicitation Key Dates



	Solicitation	<u>Start</u>		Contracts
	<u>Internet</u>	Accepting	<u>Proposal</u>	Awarded
	<u>Release</u>	<u>Proposal</u>	<u>Deadline</u>	Goal
SBIR Yxx.1	Nov	Dec	Jan	May
SBIR Yxx.2	Apr	May	June	Oct
SBIR Yxx.3	July	Aug	Sept	Jan

Selections
Announced 60 days
later

2011.1

Pre-Solicitation Period:Nov 10 – Dec 12

Solicitation Opens: Dec 13

Phase I Proposals Due: Jan 12

Award Notification: NLT Mar 17

Contract Award: May 12

View solicitations and submit all proposals via DoD Web Site

http://www.dodsbir.net/submission

GOAL: 4
month between
proposal receipt
and contract
award

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Phase II Key Dates



	Proposal Invitation	Proposal Deadline	Contracts Awarded Goal	
SBIR Yxx.a	Sep	Oct	Apr	
SBIR Yxx.b	Feb	Mar	Sep	
SBIR Yxx.c	May	Jun	Dec	
		<u> </u>		
	Ar	Selections Announced 60 days later		

2011.a

Invite to Phase II: 17 Sep 2010

Phase II Proposals Due: NLT 18 Oct 2010

Evaluation & Selection: 21 Oct – 16 Dec 2010

Award Notification: 20 Dec 2010

Contract Award: 18 Apr 2011

GOAL: 6 month between proposal receipt and contract award



https://www.armysbir.army.mil





SEARCH ARMY SBIR

GO

HOME

SBIR

STTR

CBD SBIR

COMMERCIALIZATION

AWARDS

SMALL BUSINESS PAGE

RELATED LINKS

CONTACT US

SUGGEST A RESEARCH TOPIC



OUR MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR programs benefit the Department of Defense (DoD), the private sector, and our national economy. This portal provides all the information necessary to participate in these programs.

10.2 PHASE I SCHEDULE

10.2 Solicitation Pre-release: 21 April - 18 May 2010

10.2 Solicitation Opens: 19 May 2010

10.2 Solicitation Closes 23 June 2010

Upcoming Events

- September 13-17, San Antonio, TX
 More Info...
- > 2010 Defense Manufacturing Conference November 29-December 2, Las Vegas, NV More Info...
- 2010 Spring National SBIR/STTR Conference April 21-23, Hartford, CT More Info...

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Small Business Page





SEARCH ARMY SBIR

co

HOME

FAQS ▼ RECENTLY COMPLETED PROJECT SUMMARY REPORTS

CRID

STTR

CBD SBIR

COMMERCIALIZATION

AWARDS

MALL BUSINESS PAGE

RELATED LINKS

CONTACT US

SUGGEST A RESEARCH TOPIC

SMALL BUSINESS PAGE

This area provides:

- Firm Profile view your firm's information, as it is stored on the DoD Submission Site.
- Proposal Status/Debriefing Army SBIR/STTR proposal debriefing requests (for non-selected proposals)
- Summary Reports -Summary reports to you have created and their current status
- Impact/Transition Stary Individual small businesses may complete the SBIR/STTR Impact/Transition Story form highlighting a particular SBIR/STTR project.
 - Commercialization Pilot Program (CPP) Commercialization and Transition
 Assessment (CTA) The 2010 CPP process is now complete. We will notify all eligible firms when the FY11 process begins.
- Phase III Plan Army SBIR Technical Assistants will contact Phase II Awardees and assist to develop and deliver Phase III plans in coordination with government project managers, Phase II company and stakeholders. Those small businesses contacted will be able to go into the Portal and find a template to build a Phase III Plan. This Phase III Plan can be used as a precursor to CPP inclusion or other transition opportunities.
- Firm Profile
- Proposal Status & Debriefs
- Phase I & II Summary Reports
- Impact/Transition Story
- CPP Commercialization & Transition Assessment (CTA)
- Phase III Plan

SMALL BUSINESS PORTAL LOGIN

GO

Small Business Name (or first letters)

You MUST have an account on the DoD SBIR/STTR Submission Site &.

In order to log in, use the same login information here as you do on the DoD site. If you are not sure if you have an account on the DoD Site, or if you have forgotten your password, please proceed to the DoD SBIR/STTR Submission Site & and enter your company name. You can verify if your small business has an account and/or request a forgotten password.

NOTE - Correspondence between the Army SBIR Program and small businesses is normally done via e-mail. Please update any Spam filters which do not allow our mail into your system. Suffixes on e-mails from this office end with @belvoir.army.mil and @us.army.mil. The Principal Investigator (PI) and Company Official (CO) should also ensure that e-mail addresses are accurate on submitted proposals, as well.

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www.dodsbir.com











AWARDS

DoD SBIR & STTR Awards



TOPICS

Current DoD SBIR & STTR Topics



SITIS

Interactive Topic Info System



ABOUT SBIR/STTR

- CURRENT SOLICITATION
- SELECTION LISTINGS
- CONFERENCES
- DESK REFERENCE
- MAJOR ACQUISITION LIAISONS
- SUCCESS STORIES
- FIRMS IN THE NEWS
- SBIR ANNUAL REPORT
- STTR ANNUAL REPORT
- FAST TRACK/PHASE II ENHANCEMENT
- COMMERCIALIZATION PILOT PROGRAM



HELPDESK

Answers Questions About DoD SBIR & STTR



WEBSITE

Main Website for More Information



LISTSERV

Subscribe to Receive Program Notices and Updates



CONTINUOUS LEARNING

A library of SBIR Program Resources





SUBMISSION

DoD SBIR/STTR Proposal Submission



www.acq.osd.mil/osbp/sbir





U.S. Department of Defense

SMALL BUSINESS INNOVATION RESEARCH SMALL BUSINESS TECHNOLOGY TRANSFER

Solicitations

Resources

Home

- Home
- Overview
- Executive Order
- OSBP Home »
- Site Index

Solicitations

- Current Solicitations
- Proposal Submission »
- Sample Proposals
- Model Contracts
- Fast Track / Phase II
- Awards
- Success Stories »
- Firms in the News »

Resources

- Contracting and Payment Desk Reference
- Commercial and Legal
- Conferences and Outreach
- Resource Center »
- Other SBIR Sites
- ACQ Web »

Contacts

- DoD SBIR POCs Acquisition Liaisons
- OSBP SBIR Office

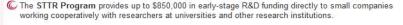
Help

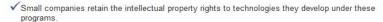
- Doing Business with DoD »
- SBIR Tutorial »
- Help Desk

The DoD SBIR & STTR Programs

The Department of Defense (DoD) SBIR and STTR programs fund a billion dollars each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications.







- Funding is awarded competitively, but the process is streamlined and user-friendly.
- Learn more by going to Overview and other sections. Also visit our Resource Center at www.dodsbir.net.

. Welcome to Our New Look and Feel!

The DoD SBIR/STTR website has a new look. Although navigation has changed, the content remains unchanged. Please email sbir-it@esncc.com with any issues.

- . SBIR 2010.1 Solicitation closed to proposal submission on January 13, 2010 at 6AM ET.
- STTR 2010.A Solicitation closed to proposal submission on March 24, 2010 at 6AM ET.
- · Public Law 111-84 signed by President Obama on October 28, 2009, authorizes National Defense for FY2010, and specifically authorizes the DoD SBIR/STTR Programs through September 30, 2010 (Sec. 847).

- Abstracts of Phase I proposals selected for award from SBIR solicitations
- · Abstracts of Phase I proposals selected for award from STTR solicitations
- . SBIR Tutorial introduces you to the DoD SBIR/STTR programs and shows you step-by-step how to prepare and submit a proposal.

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www.dodsbir.net/topics



Address Address http://www.dodsbir.net/topics/Default.asp DoD SBIR / STTR OPICS - Basic Search Search Tips Topic Number Search Search Search by Topic Number: - OR -**Keyword Search** Search by Keyword: Search Home Limit search to within STTR Only AND Matches within Search Description, Keywords, and Title Awards Search Sorted by Topic # C Agency Privacy & Security DoD SBIR/STTR Topics Policy

Close

Date

Topics for current Department of Defense (DoD) Small Business Innovation Research (SBIR) and Small Business Technology

Begin Accepting

Proposals

Transfer (STTR) Program Solicitations are easily accessed from this site. Search by topic number or keywords,

Pre-release

Date

Current

Solicitation

Particpating

Components

Air Earca Army DADDA



www.dodsbir.net/sitis





DoD SBIR / STTR

SITIS - SBIR/STTR Interactive Topic Information System











As of midnight September 1, questions for solicitations SBIR 10.3 and STTR 10.B will no longer be accepted.

The purpose of SITIS is to provide technical clarification on solicitation topics. Any other questions will not receive a response. In SITIS, questioner and respondent remain anonymous and all technical questions and answers are posted electronically for general viewing.

Questions that deal with the technical aspect of a specific topic in the DoD SBIR FY2010.3 and STTR FY2010.B Solicitations will be accepted in SITIS through September 1, 2010. Once DoD begins accepting proposals on August 17, 2010, questions may only be submitted through the SITIS system because direct contact between proposers and topic authors is no longer allowed.

View <u>SITIS Quick Scan</u> daily to see which topics currently have Q&As or other information. To submit a technical question, click on the topic number listed in Quick Scan and scroll to the New Question section at the bottom.

If you haven't used this system before, you should first read the SITIS Instructions, which explains how to use the system, as well as what to expect from SITIS.



SITIS Topics Quick Scan

Comments or Problems: SBIRHelp@brtrc.com

Updated: July 2010

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www.dodsbir.net/submission/



About SBIR/STTR Solicitation Desk Reference Selection Listing Award Search Topic Search Tutorial Privacy Policy



Enter the First Few Letters of your Firm Name:

And Press: FIND FIRM



DoD Internet Resources



- Resource Center: <u>www.dodsbir.net</u>
 - ✓ Everything you ever wanted to know about the DoD SBIR program
- ➤ Homepage: <u>www.acq.osd.mil/osbp/sbir/</u>
 - ✓ Program overview, solicitations, sample proposals, and more
- ➤ Topic Search: <u>www.dodsbir.net/topics/</u>
 - ✓ Search current solicitation topics by topic number or keyword
- Proposal Submission: www.dodsbir.net/submission/
 - ✓ Prepare & submit proposal coversheets, commercialization report, update phase II projects
- ➤ Topic Questions: <u>www.dodsbir.net/sitis/</u>
 - ✓ Obtain technical clarification regarding current solicitation topics
- Awards Search: www.dodsbir.net/awards/
 - ✓ Searchable database of SBIR awards from FY83-FY07



How to Participate



- Review the Topics in the current solicitation at www.dodsbir.net/solicitation/
- Register and submit proposals at www.dodsbir.net/submission/
- ➤ General questions? Call our Help Desk 866-SBIRHLP (724-7457)
- <u>Questions about a solicitation topic</u>? Contact topic author listed with the topic during the pre-release period or www.dodsbir.net/sitis/
- Subscribe to the Listserv at www.dodsbir.net/ to receive program notices and updates





- ➤ DoD's SBIR 2011.1 Solicitation,
 - ➤ available in HTML, PDF and MS WORD formats on the web at: http://www.acq.osd.mil/sadbu/sbir/solicitations/sbir111/index.htm
 - ➤ will be posted on this Web Site on November 10, 2010; will begin accepting proposals on December 13, 2010; will close to proposals on 12 January, 2011. 6:00 a.m. EST -- plan ahead and submit early.
- The DoD topics search Web site can be found at: http://www.dodsbir.net/Topics/





- ➤ Pre-Solicitation. Speak directly to topic authors or submit questions on SITIS (SBIR-Interactive Topic Information System).
- ➤ Once solicitation begins. Questions may only be submitted through SITIS.
- > SITIS will cease accepting questions two weeks prior to the solicitation close date.
- ➤ Before you submit a proposal check SITIS even if you don't need to ask a question; you should view your competitor's questions and the DoD's answers at: http://www.dodsbir.net/sitis/





- ➤ ALL SBIR offerors MUST register electronically via the Web at: http://www.dodsbir.net/submission/
- ➤ Via the same Web site you will submit:
 - a) DoD Proposal Cover Sheet (cover and summary abstract),
 - b) ENTIRE Technical Proposal with any appendices,
 - c) Cost Proposal, and the
 - d) Company Commercialization Report





- > DoD requires proposals submitted in PDF format only.
- ➤ DoD Help Desk Phone: 866-SBIRHLP (866-724-7457)
- A facility to submit e-mail questions can be found at http://www.dodsbir.net/helpdesk/





- ➤ Prior to receiving a contract award, the offeror must be registered in the Central Contractor Registration (CCR) database. For information regarding registration, call 1-888-227-2423 or visit http://www.ccr.gov/
- ➤ You are required to, "Identify any foreign nationals you expect to be involved on this project, country of origin and level of involvement"
- Army Phase I proposals have a 20-page limit (excluding the Cost Proposal and the Company Commercialization Report).





- ➤ Must use required marking for proprietary info
- Must respond to a published topic
- > No unsolicited proposals
- > No external proposal info (no links)
- ➤ No subcontracting with Government agencies
- ➤ No classified proposals
- ➤ No paper/mailed proposals





Things to remember:

Pricing and Contracts

- ➤ Phase I and Option generally Firm Fixed Price with payment every two months based on reports delivered
- ➤ Phase II generally Cost Plus Fixed Fee (CPFF)
 - ✓ Performance based scope
 - ✓ Requires adequate cost accounting system
 - ✓ Payments once or twice a month based on cost
- > SBIR data rights apply





Things to remember:

Phase I options:

- ➤ Allowed by Army (up to \$50K)
- ➤ Should be fully costed separately from the Phase I (base) approach
- > Should have separate work plan from Phase I
- ➤ Both cost proposal and work plan need to be part of Phase I proposal



SBIR Program - Fast Track



- ➤ Accelerated Phase II process for Phase I contractors with investors matching Phase II SBIR funding
- ➤ Provides incentive to build strategic partners for Phase III investment and marketing as early as Phase I
- > Benefits of the process:
 - ✓ Expedited Phase II evaluation, selection and award
- Qualifications:
 - ✓ Fast Track application 120 days after Phase I award
 - ✓ Independent investor commitment for funds in cash
- ➤ Matching Rates: 4:1 matching-new firms, 1:1 others

Visit http://www.acq.osd.mil/sadbu/sbir/fasttrack/index.htm



SBIR Program Law



- ➤ P.L. 97-219; Enacted in 1982, as part of the Small Business Innovation Development Act
- ➤ P.L. 99-443 and 102-564; Signed 10/28/92. The SBIR R&D Enhancement Act of 1992 extended the SBIR Program until Oct 2000.
- > P.L. 106-554; Signed 12/21/00. The Act HR 5667 of December 2000 extended the Program until 2008.
- > Extension to FY 20XX
- ➤ DOD SBIR Program administered in accordance with Small Business Administration (SBA) SBIR Policy Directives





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Testing Services Agreement (TSA)

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Testing Services Agreement



- ➤ Allows commercial entities to utilize unique capabilities of Government labs
- ➤ Government is reimbursed for operational and equipment expenses
- Cannot compete with private industry

>Test data belongs only to customer





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Education Partnership (EP)

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Education Partnerships



- >Encourage, enhance study in scientific disciplines;
- ➤ Set up with US non-profit educational institutions dedicated to improving science, math & engineering education;
- ▶Provide assistance by...
 - Loaning or transferring equipment
 - ➤ Making lab personnel available
 - Involving students and faculty in research
 - Providing academic and career advice







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Cooperative Research and Development Agreement (CRADA)

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CRADA Program History & Law



- ➤ Created by the Federal Technology Transfer Act of 1986
- > Extends to all government-owned laboratories
- ➤ Defined in U.S. Code, Title 15, Section 3710a
- Not a procurement contract; Federal Acquisition Regulations do not apply



CRADA - Overview



- ➤ Between Government Laboratories and commercial, academic, government or association partners;
- > Facilitate technology transfer between the parties;
- ➤ Partner contributes personnel, services, property and funding;
- **≻**Government contributes all the above, except funding.





CRADA - Features & Benefits



- ➤ Quick Typically established within 60 days of initiation.
- Flexible Leveraging of resources; each party pays for their tasks under flexible Statement of Work (SOW).
- ➤ Mutually Beneficial Encourages cooperative R&D; partner has option to obtain an exclusive license for technology the Army invents under the CRADA.
- ➤ Safe Proprietary information protected; all inventions developed under CRADA belongs to inventing party.
- Simple Conditions and basic rights set forth in clear and simple language.



CRADA - Miscellaneous



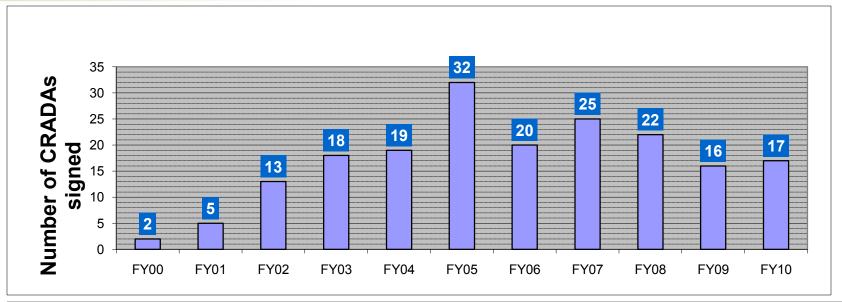
- ➤ **Duration** Typically 3 years; renewable.
- ➤ Termination Upon expiration, by mutual consent, or unilaterally (with written notice).
- ➤ Multiple CRADAs A partner may have more than one CRADA with TARDEC simultaneously.
- >Special Agreements
 - ➤ Master Agreement: many SOW's under one contract
 - > 3-way: more than one partner
 - > Foreign partner: requires approval from trade rep.

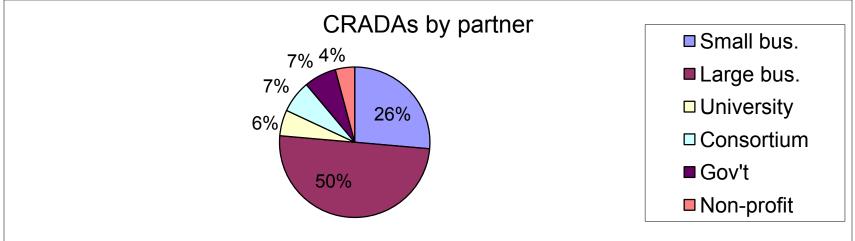




TARDEC CRADA statistics











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Partnership Resources

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Partnership Resources



Partnership Intermediaries (DoD)

Licensing of patented government technologies

First Responder Technology Transfer

TechLink

SpringBoard

FirstLink

www.techlinkcenter.org

www.gospringboard.org

www.dodfirstlink.com

Partnership Intermediary (Local) Automation Alley

www.automationalley.com

Authorized by 15 USC 3715

More info at http://globals.federallabs.org/pdf/2008/Partnerships_Gonsalves.pdf

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Partnership Resources





www.dodtechmatch.com

DoD TechMatch is a web-based portal designed to provide industry and academia a Department of Defense-sponsored solution to find Research & Development Opportunities, Licensable Patents, and information on approximately 120 DoD Labs located across the United States. Registered users will receive a daily e-mail taking them to their matching R&D opportunities from FedBizOpps, Grants.gov, and SBIR/STTR solicitations; Calendar events; and Licensable Patents relevant to your business.



Doing Business with Us - NAC





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About Us Doing Business with Us

Overview
Broad Agency Announcement
CRADA Program
Education Partnership Agreement
Ground Vehicle Gateway
National Automotive Center (NAC)
Patent License Agreement
SBIR Program
Test Services Agreement



National Automotive Center (NAC)



Chartered by the Secretary of the Army 21 June 1993

Mission

NAC will serve as the Army focal point for developing dual-use automotive technologies and their applications to military ground vehicles. It will focus on facilitating joint efforts and collaboration among industry, government and academia in basic research, technology, industrial base development and professional development.

Introduction

NAC, founded in 1993, is the Department of Defense and Army focal point for collaborative ground vehicle research and development (R&D). NAC is co-located with the U.S. Army TACOM Life Cycle Management Command at the Detroit Arsenal in the heart of the automotive capital. Tank automotive and Armaments Command (TACOM), is an integral part of the Army's Tank Automotive Research, Development and Engineering Center (TARDEC). NAC serves as a catalyst, linking industry, academia and government agencies in the

http://tardec.army.mil/NationalAutomotiveCenter.aspx

reduction in ground vehicle design, manufacturing, production, operation and support costs.

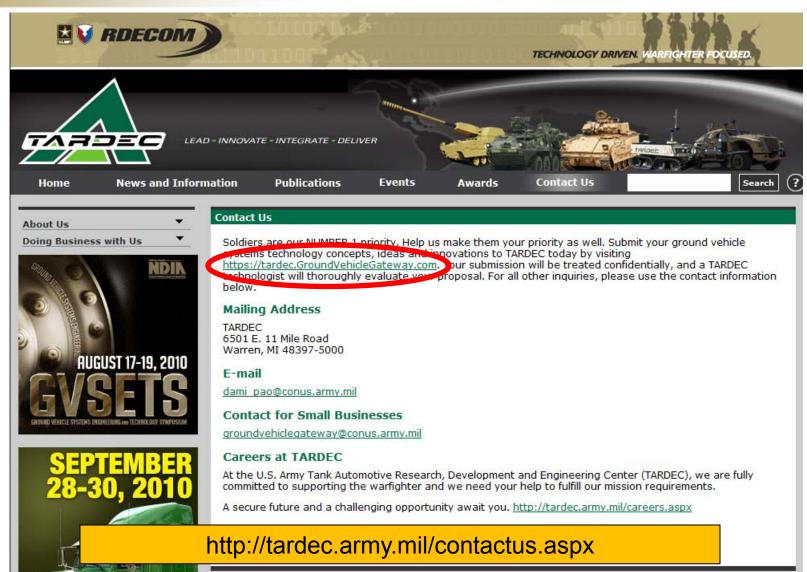
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Ground Vehicle Gateway





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Ground Vehicle Gateway







TARDEC's
Ground Vehicle Gateway
is YOUR entry point!

Submit your technology for review

https://tardec.groundvehiclegateway.com

https://tardec.groundvehiclegateway.com

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TARDEC Upcoming Events



http://tardec.army.mil/events.aspx

- Army Science Conference, 29 Nov 2010, Orlando, FL
- AUSA ILW Winter Symposium & Exposition, 23 Feb 2011, Ft. Lauderdale, FL
- Dual Use Technology Briefings throughout the state; Winter / Spring 2011
- Society of Automotive Engineers World Congress 12-14 April; (Cobo Center)
- TACOM Small Business Fair, June, John Lewis Center, Macomb Community College (Warren)
- Ground Vehicle Systems Engineering & Technology Symposium (GVSETS)
 August (Dearborn) (in conjunction with NDIA)
- Hybrid Truck Users Forum Fall (location TBD)



QUESTIONS?







GroundVehicleGateway@conus.army.mil