



Naval-Industry R&D Partnership Conference 2003 How to Close Deals with the 21st Century Navy

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The CTTO compelling mission ...



ember



DECRU
SECURING NETWORKED STORAGE



... is to partner
with the business community
to *rapidly* transition technology
from any source into the
Fleet/Force and commercial
markets

INDUS
INTERNATIONAL

WARBURG PINCUS

SiPix



LIBURDI

CANESTA™

vocera™
COMMUNICATIONS

WASTECH International, Inc.

byte mobile

Foster-Miller

BENCHMARK
CAPITAL

proxim
WIRELESS NETWORKS

LOCKHEED MARTIN
We never forget who we're working for™

EaglePicher

NORTHROP GRUMMAN

CTTO is a Deal Broker



Technology Companies



Matchmake
Solutions to Naval Needs

Naval Acquisition Programs

ONR Portal

PEOs



Deal

Transition Agreement between
Technology Provider and Naval Buyer

Deal Partnerships are Strategic Alliances



Wins for Companies

- Access to huge customer base
- Scalable Beta Test
- NRE Scientists & Engineers
- Shared knowledge

Wins for Navy/Marine Corps

- Access to emerging and disruptive technologies
- Faster products to the Fleet/Force
- Preferential status
- Shared knowledge

Naval Research Enterprise (NRE) = ~20,000 Scientists & Engineers within ONR, NRL, Systems Commands, Warfare Centers, Operational Testing, etc.

CTTO Current Deals



Commercial

- ❑ Forever-Ready Trident D5 Battery Technology
- ❑ Advanced SEAL Delivery System (ASDS) Batteries
- ❑ Fiber Optic Interconnect Network Technology F/A-18E/F
- ❑ Commercial Emulator for E-2C Mission Computer
- ❑ Intelligent Shock Mitigation and Isolation System (ISMIS) for LPD-17
- ❑ HSLA-65 Steel for CVN21
- ✓ Shipboard Hands-free Wireless Telephone Communications
- ✓ Wireless Survivable Mesh Networks
- ❑ Wave Division Multiplexing/Fiber Optic Network for EA-6B



Naval

- ❑ Reactive Material Enhanced Warhead (RMEW)
- ❑ Environmentally Adaptive (EA) Algorithms for AN/SQQ-89



Government

- ❑ Synthetic Aperture Sonar (SAS) for LMRS **TRANSITIONED 2002**
- ❑ Universal Communication Interface Module (UCIM)

Mixed

- ❑ Spray Cooling Technology for AAV & EA-6B
- ❑ All Optical TB-29 Towed Array
- ❑ Virginia Class Multi-level Security (MLS)
- ❑ Automated Wiring Analysis (AWA)



✓ *NVITE= Naval Venture Initiative Technology Exploitation, including VCs@Sea events

CTTO Deals in the Pipeline / Pre-Pipeline



International

- Titanium Nitride Coating for helo turbine blades

Commercial

- ✓ Hardware-based Data Encryption
- Chilled Water Automation with Variable Speed Drives
- ✓ Improved Bandwidth Utilization/Throughput
- ✓ Electrophoretic Displays (EPDs)
- ✓ 3-D Volumetric Sensor
- ✓ Outdoor Wi Fi Network

Naval

- Metal Matrix Composites

Mixed

- SSDG Health Monitoring/Portable Fluid Analyzer



TiN



MMC

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Next Steps



Accelerate Deals in Pipeline

- Jul '03 Collect PEO Naval Needs
- Aug '03 Launch Portal Pilot Project at Naval-Industry R&D Partnership Conference 2003
www.naval-industrypartners.com
- Oct '03 Conduct VCs@Sea Technology Roundtable
 - Invite companies aboard the USS Coronado
- Oct '03 Add 6 new Deals to pipeline by Oct 31st

Show us your leading edge
& disruptive technologies **NOW**

ONR Portal <https://wwwa.nko.navy.mil/onr> (limited access)

PANEL: How to Close Deals with the 21st Century Navy



- **Bring us a great technology**
 - That is emergent, disruptive, transformational
 - A good idea can come from anyone
- **Meet a Naval need**
 - No one here will kill a good high impact idea
- **Help us internalize best practices of entrepreneurs**
 - We will help attract capital to accelerate transitions

We attract resources based on good ideas and great technology that can transition quickly

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PANEL: How to Close Deals with the 21st Century Navy



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