OUTLINE

• OVERVIEW

• MEMBERSHIP

• ELECTION OF EXECUTIVE COMMITTEE MEMBERS

• CENTER AND CONSORTIUM WEB SITE

• BUSINESS DEVELOPMENT

• BUSINESS DEVELOPMENT PROPOSALS

• PATH FORWARD
OVERVIEW

• VERY PRODUCTIVE FIRST FOUR MONTHS OF 2007
  – WORKED WITH GOVERNMENT TO DEVELOP AN ANNUAL PROCESS AND
    SCHEDULE OF EVENTS (SIX SIGMA PROJECT) FOR:
    ◦ ARMY BUDGET AND PROGRAM OBJECTIVE MEMORANDUM (POM)
    ◦ WHITE PAPERS
    ◦ SOLICITATION FOR PROJECTS PROPOSALS
    ◦ SUBMISSION OF PROJECT PROPOSALS
  – DEVELOPED SLATE OF NOMINEES FOR VACANT EXECUTIVE COMMITTEE
    POSITIONS
  – IMPROVED COMMUNICATIONS AMONG INDUSTRY EXECUTIVE COMMITTEE
    MEMBERS THROUGH ONCE A MONTH CONFERENCE CALL AND FACILITATOR
  – SUPPORTED JOINT SERVICE SMALL ARMS PROGRAM BUDGET ON
    CAPITOL HILL
NATIONAL SMALL ARMS TECHNOLOGY CONSORTIUM
MEMBERSHIP STATUS

- MEMBERSHIP KEEPS GROWING
  - TOTAL NUMBER OF MEMBERS 76
    - INDUSTRY (71)
    - ACADEMIA (5)
  - NEW MEMBERS IN 2006 14
    - INDUSTRY (11)
    - ACADEMIA (3)
  - FORECAST OF NEW MEMBERS FOR 2007 15
    - 2 APPROVED (INCLUDED IN 76)
    - 4 IN PROCESS
    - 9 ANTICIPATED
NATIONAL SMALL ARMS CENTER AND NATIONAL SMALL ARMS TECHNOLOGY CONSORTIUM
WEB SITE

• NEWLY REDESIGNED - IMPROVED

• ACCESSIBLE AND USER FRIENDLY

• ENABLES COMMUNICATION TO, FROM AND AMONG MEMBERS

• EASILY FIND WHAT YOU NEED WHEN YOU NEED IT

• VISIT US AT www.nationalsmallarmscenter.org

• PROBLEMS – CALL OUR WEB MASTER “RICH” AT (763) 670-6106 OR E-MAIL HIM AT WEB SITE
ELECTION OF EXECUTIVE COMMITTEE MEMBERS

- EXECUTIVE COMMITTEE HAS 8 MEMBERS
  - 7 INDUSTRY
  - 1 ACADEMIA

- 3 VACANCIES – ALL THREE YEAR TERMS
  - 2 INDUSTRY
  - 1 ACADEMIA

- SLATE OF NOMINEES HAS BEEN APPROVED BY THE EXECUTIVE COMMITTEE
  - C. REED KNIGHT, JR. - PRESIDENT AND CEO, KNIGHT’S ARMAMENT COMPANY
  - KARL LEWIS - PRESIDENT AND CEO LEWIS MACHINE & TOOL COMPANY
  - CHARLES POFF - PRESIDENT, AMERICAN ARMS AND ORDNANCE, INC.
  - CARL FRANTZ, DIRECTOR OF RESEARCH, UNIVERSITY OF LOUISIANA STATE AT LAFAYETTE (UNOPPOSED)

- SEND YOUR VOTES TO BARBARA BYRNES, EXECUTIVE DIRECTOR, NSATC, BY E-MAIL (eme1bmt@aol.com) NLT 15 MAY 2007
BUSINESS DEVELOPMENT

- CHAIRMAN, BUSINESS DEVELOPMENT COMMITTEE AND CONSORTIUM EXECUTIVE DIRECTOR
  - VISITED CAPITOL HILL IN FEBRUARY TO SUPPORT JSSAP FY08 BUDGET
  - ASKED FOR ADDITIONAL $5M ABOVE THE JSSAP REQUEST - $12.5M TOTAL
  - FUNDS ARE FOR
    - ADVANCED LETHAL ARMAMENT TECHNOLOGIES
    - ADVANCED FIRED CONTROL TECHNOLOGIES
    - NEW IDEAS FROM CONSORTIUM MEMBERS
  - GOT GOOD RECEPTION

- EXPECT TO VISIT CAPITAL HILL FOR BRIEFINGS TO CONGRESSIONAL STAFFERS AS A GROUP BEFORE THE APPROPRIATION BILL MARK-UPS BEGIN
BUSINESS DEVELOPMENT PROPOSALS

• RECEIVED 30 ACCEPTABLE PROPOSALS FOR FISCAL YEAR 2007

• SCHEDULE:
  – REQUEST FOR PROPOSALS CLOSED - JANUARY 31, 2007
  – COMPLETED EVALUATION - APRIL 12, 2007
  – VISITING JSSAP, PEOs AND PMs TO RAISE FUNDS FOR PROPOSALS - APRIL 23rd TO MAY 18th
  – NEGOTIATIONS WITH OFFERORS AS FUNDS ARE FOUND

• UNFUNDED ACCEPTABLE PROPOSALS WILL BE RETAINED FOR TWO YEARS AWAITING POTENTIAL CUSTOMERS
PATH FORWARD

• ENCOURAGE STRONG MEMBER PARTICIPATION
  – WHITE PAPERS
  – RESEARCH SUBCOMMITTEES
  – BUSINESS DEVELOPMENT COMMITTEE
White Paper Process

Call for White Papers

Receive and Review White Papers

Committee Evaluation

Government

Tech Thrust For RPP

Government

Industry

Executive Committee

Prep Annual Plan

RPC Committee Meeting

Annual Plan Approved

RPP

JSSAP Funded Thrust
PATH FORWARD

• CREATE AN AWARENESS OF AND INTEREST IN THE CONSORTIUM BY PEOs, PMs AND ENGINEERING CENTERS OF *ALL SERVICES*

• KEEP OUR ELECTED OFFICIALS INFORMED ON THE PROGRESS AND BENEFITS OF THE CONSORTIUM

*BOTTOM LINE: SUPPORT THE NEEDS OF OUR WARFIGHTERS*

THANK YOU!!!