



Soldier of the Future

**AIAA Enterprise Chapter of LA Section
29 August 2006**

**Presented By:
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Agenda

- Soldier of the Future
- BAA Decision
- Opinion Regarding WBE/MBE Certifications
- 2006 Small Business Regional Council Forum



Mission

- Future Combat System is about the 21st Century soldier.
- The Soldier Warrior supports the Soldier as a system through the acquisition of all warrior systems. Air Warrior and Land Warrior programs provide significant improvements in:
 - Soldier lethality
 - Survivability
 - Mobility
 - Sustainment Systems



Mission (Cont'd)

- Air Warrior integrates all aviation life support and mission equipment into a single aircrew ensemble that enhances cockpit synergy and aircraft mission capability.
- Land Warrior integrates the Soldier into the digital battlefield and improves individual Soldier and small unit battle command and tactical awareness.
- Development is underway on the Mounted Warrior Soldier System. Mounted Warrior is an integrated system designed to improve the survivability, lethality, mobility, and sustainability of combat vehicle crewmen.



21 July 2006 -

"That program draws on the expertise and heritage of the Army Soldier Systems Center in fielding uniforms, helmets, and equipment, but embeds them with more adaptable fabrics, stronger composite materials, and sensors that connect soldiers and their equipment with a network of manned and unmanned air and ground systems, intelligent munitions, unattended ground sensors, and soldiers from other far-flung units."

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Sample Topics

- Warrior Systems Technologies (Objectives focuses on ballistic protection & chemical/biological protections for individuals, smart-lightweight electronic components/modules for information management, advanced protection and integration technologies & systems, lightweight conformal solar cells, etc.)
- Modeling & Simulation (focus on individual and small unit performance & survivability)
- Small Unmanned Aerial Vehicles (SUAVs) & Advanced Technology (SUAV technology, and individual warrior technology)



BAA Decision

- Topics are released one year in advance
- BAA Announcements are on FedBizOpps
- Register to receive BAA Announcement automatically
- POC is listed on announcement
- Plenty of time to market the customer



BAA Decision (Cont'd)

- Submit White Paper – invited to submit proposal (Save time & money on proposal preparation)
- Dollar value – same as SBIR Phase I
- Contract can be awarded sole-source



Navy Clothing and Textile Research Facility (NCTRF)

- Our protective clothing mission includes firefighting and flame resistant clothing; anti-exposure suits; ballistic helmets and vests; chemical/biological protection ensembles; burn injury assessment; life vests; and various other protective equipment.
- NCTRF's highly experienced staff includes textile technologists, clothing designers, engineers, physical scientists, quality specialists, supply specialists, and laboratory technicians.



1st BAA Contract

- Briefed capabilities on May 2005 & Handed White Paper after briefing
- Submit proposal in July 2005
- Contract Awarded September 2005
- November 2005 PMR – asked PM award decision – response was a surprise
- January 2006: Add-on to contract
- August 2006: Discuss add-on to redesign prototype after Natick testing



2nd BAA Contract

- Briefed idea after Jan. 2006 PMR (1st BAA)
– Natick asked to submit proposal
- Submit Proposal: March 2006
- Contract Awarded: June 2006
- June 2006 – told contract was awarded sole-source
- August 2006 – ask to submit contract extension proposal for FY'07



WBE/MBE Certifications

- Certification paperwork – “lots of work”
- Certification agencies: SBA (2), State of CA, Caltrans, OCTA, LACMTA, Women’s Business Enterprise National Council, National Minority Supplier Development Council, CA Public Utilities Commission, etc.
- Agencies – claim advantages



My Opinion

- Successful if you provide labor, construction, or products
- Not useful for R&D
- Have not been useful for my business



Presentation Given to -

**2006 Small Business
Regional Council Forum
1 May 2006**

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Major Concerns

- According to Center for Women's Business Research: Marketing is the #1 Concern for Women Owned Businesses
- WIPP (Women Impacting Public Policy):
#2 Trends – “Federal agencies may (thanks to a court order) start taking female contractors seriously”



Concerns

- SBIR
- Technology Transfer
- HBU/MI teaming with 8(a)
- Federal Laboratories
- WAWF System



SBIR

- Currently program requires “sophisticated” proposal writers
- Longer marketing time like BAA
- Create one data base for SBIR winners
 - To commercialize their product
 - Information is already available.
 - Database will be available (like CCR)
 - Example of Cybernet Systems (Ann Arbor, MI)



Difficult to Market

- Technology Transfer: “Clear As Mud”
- HBU/MI – “Blind Leading the Deaf”
- HBU/MI teaming with 8(a)



Federal Laboratories

- Unavailable to Small Businesses
- Inconvenient to Small Businesses
- UCLA & Naval Weapons (Seal Beach) examples
- When problems occurs, unable to obtain help/support (e.g., Federal Laboratory Consortium for Technology Transfer)



Conclusion

- Few contract opportunities for highly technical companies
- Barbara Kasoff, Women Impacting Public Policy (www.wipp.org) - "Government contracts really should be the next big growth area for women."