



ELECTRICORE
POWERING THE FUTURE

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ARPA-E University

Working with DOD

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Working with DOD

- Agenda
 - Four Differences Between DOE and DOD Programs
 - Compelling Market
 - Teaming
 - Compliance
 - Screening Opportunities
 - Questions & Discussions

Working with DOE vs. DOD



DOE

1. Addresses challenges through *transformative* Science & Technology Solutions
2. Not an end user/customer of products
3. Most DOE awards require cost share (20-50%)
4. DOE schedules negotiated at contracting

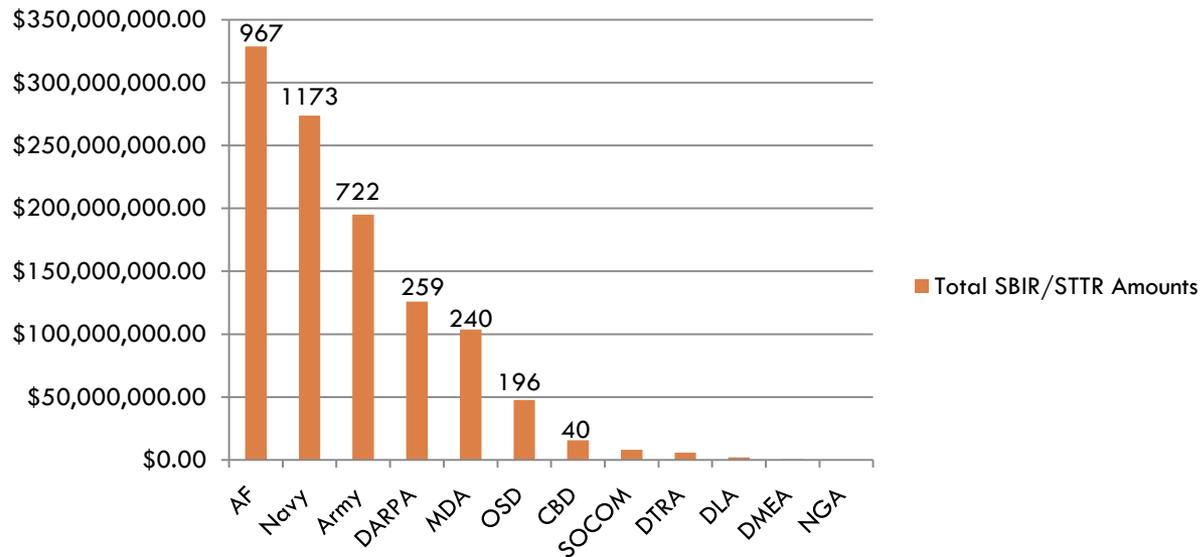


DOD

1. Fulfills Warfighter *Requirements* to protect security of the country
2. Purchases products for its own use
3. Normally does not require cost share
4. DOD may “rate” orders for schedule priority

Compelling Market

- DOD Budget in FY2012 was \$645.7B
 - RDT&E Budget in FY2012 was \$71.4B
 - SBA Reports \$61.1B awarded in FY2010 to small business by DOD
 - DOD SBIR/STTR awards in FY2010 was \$1.1B



Do You Need a Team?

Communicates	Clearly and concisely describes how the solution fulfills the requirements
Credible	Possesses the relevant experience and resources to mitigate risk
Complete	Fulfills all engineering, test, manufacturing & logistics expectations
Cost Effective	Meets parameters for life cycle costs
Compliant	Invests in infrastructure to comply with all DOD and government regulations
State of the Art	Important differentiating factor, but only part of the winning solution

How Other Tech Organizations Made It Work

- Teaming
 - Focus on what you know
 - Work with organizations that “fit” or engage a team lead
 - Finding each other
- Structure Matters
 - Clear delineation of responsibilities
 - Ability to substitute team members
 - IP Firewalls
- Challenges
 - Funding is shared
 - Fear of losing IP
- Value add of teaming
 - Ameliorate Barriers
 - Test & Evaluation Labs & Equipment
 - Manufacturing Capacity/Logistics/Depots/Service
 - Reduce perceived risk of the program
 - **Increase probability of winning**

Compliance

- ▣ Compliant Cost Accounting
 - GAAP & IRS compliance is not enough
 - Requires investment in business systems
 - Stay under funding thresholds and subcontract to minimize requirements
 - Commercial Pricing adds options
- ▣ Getting Invoices Paid
 - WAWF
- ▣ Audits & Reporting
 - DCAA/DCMA

Screening Opportunities

- ▣ Is the opportunity right?
 - Is funding available?
 - Requirements-Budgeting-Appropriation-Source Selection-Award-Contracting
 - Is the investment of time/resources/infrastructure feasible?
 - Is cost share required?
 - Surviving procurement timing
 - What additional capabilities will be required?
 - Is teaming an option?



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Questions & Discussion



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Appendix

Resources & References

□ Resources

- FedBizOpps: www.fbo.gov
- Defense Logistics Agency (DLA): www.dibbs.bsm.dla.mil
- SBA: www.sba.gov

□ References

- TRL Definitions:
<http://www.acq.osd.mil/ddre/publications/docs/TRA2011.pdf>

Acronyms

- DCAA = Defense Contract Audit Agency
- DCMA = Defense Contract Management Agency
- DLA = Defense Logistics Agency
- DOD = Department of Defense
- DOE = Department of Energy
- GAAP = Generally Accepted Accounting Principles
- IDIQ = Indefinite Delivery, Indefinite Quantity Contract
- IRS = Internal Revenue Service
- PPBE = Planning, Programming, Budgeting and Execution
- RDT&E = Research Development Test & Evaluation
- SAM = System for Award Management
- SBA = Small Business Administration
- SBIR = Small Business Innovation Research
- STTR = Small Business Technology Transfer
- TRL = Technology Readiness Level
- WAWF = Wide Area Workflow

Resources for Engagement: Customers & Partners

- ▣ Industry Days
- ▣ Road Maps
- ▣ Meetings
- ▣ Proposal Questions
- ▣ Conferences
- ▣ Website Registration
- ▣ Business Networks