Open Business Cell UPDATE

A brief for World’s Best Technology Showcase
"Businesses doing business with the Department of Defense."

1500-1600 17 March 2010
What does OBC do?

• Active outsourcing agent of DoD needs to companies that have not done business with DoD before

• Use of Defense Solutions.gov and Other Transactions Agreements simplify relationships with “non-traditionals,” and speed up awards

• Reduce time to test prototype solution for DoD need
DefenseSolutions.gov
Process Flow

Start

Submit Idea

Technical Review

Evaluate

Idea(s) selection

Enter award negotiations

Award

Transition of your capability to DoD

Ideas Retained for Reference & Reappraisal

Not selected

You are notified

Not selected

You are notified

If more information needed, we will ask you for it
Open Business Cell

- Pilot program launched 6 Feb 09 seeking developmental prototypes
- DefenseSolutions.gov
  - Public portal to submit ideas on listed topics
- Submission process is short & free form
  - What does your idea do?
  - Why technically will this work?
  - How will we test it?
- Battlefield forensics was pilot topic
  - Needed capabilities: drugs/expl test kit; digital image recognition; auto latent print machine and Open topic
- Results
  - 96 ideas received; 24 proposals requested
  - Three proposals selected for funding in FY09.
- Additional topics now sought
Multi-Test Kit for Explosives, Drugs, and Heavy Metals/Gunshot Residue
A rugged field test kit for suspicious substances
  • Georgia Tech Research Institute ($500K @18 Months, Awarded 30 Nov 2009).

Digital Image Device Linkage at Warfighter Level
A method to determine the origin of digital cell phone photos
  • AAVET Inc. ($400K @ 24 months, Awarded 27 Jan 2010)

Automated Process for Latent Fingerprint Development on Documents
A high speed document handler that develops and captures latent fingerprints
  • Lockheed Martin ($1,750K@15 months, Awarded 26 Jan 2010)

Handheld Sensitive Site Exploration Documentation Device;
A combination tool that speeds up the collection/custody of evidence in the field
  • Five proposals are under evaluation for funding in FY-10.
Summary

• **OBC works – Three funded projects underway within six months of selection**

• **Many lessons learned**
  – Good topics are hard to find
  – Program support is crucial
  – Contracting must be facile to suit the respondents
  – Marketing methods will change

• **Ready to proceed**
  – Expanding into new topics
  – Adopting new method this year to expand solution capacity
Open Business Cell
Technology Brokers

David A. Edwards
Contractor, Strategic Analysis Inc.
david.a.edwards.ctr@osd.mil
dedwards@sainc.com
(703) 588-2413 (O)
(571) 334-7821 (cell)
1401 Wilson Blvd, Room 820
Arlington, VA 22209

Gary J. Snyder
Contractor, Strategic Analysis Inc.
gary.snyder.ctr@osd.mil
gsnyder@sainc.com
(703) 696-8534 (O)
(703) 915-4167 (cell)
1401 Wilson Blvd, Room 820
Arlington, VA 22209