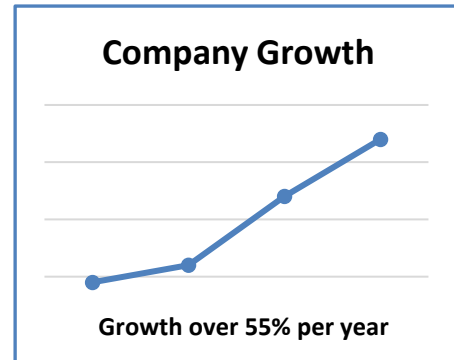


## Leveraging Small Business Intellectual Property (IP) and Innovation

*We have focused our technologies and IP on customer challenges by providing decision analysis, support services and agile Sole Source contracting solutions with our teammates*



### FTI owns a large selection of available technologies

- While Frontier Technology, Inc. (FTI) is known for providing decision support analysis for a long list of Federal Agencies, FTI owns a great deal of very valuable Intellectual Property (IP):
  - 30+ years of an innovation-rewarded culture has resulted in the creation of hundreds of decision support processes, designs, concepts, and IT solutions
  - FTI is in a unique situation for Federal contractors because we have negotiated into 150+ contracts with the Government an IP/ data right agreement that enables FTI to own the technologies
  - Visit the [SBA SBIR website](#) to view FTI's Small Business Innovation Research (SBIR) contracts

### Highlights of the Small Business Innovation Research (SBIR) Government Agency program

- **SBIR is a competitive program** – Established by Congress in 1982 to encourage small businesses
- **Phase I** – Determines the scientific and technical merit and feasibility of a proposed effort
- **Phase II** – Typically a demonstration phase in which prototypes are built and tested
  - FTI has over **150 SBIR Phase I and II awards** and they support a very broad scope of work
- **SBIR Phase III** – Work that **derives from, extends, or completes a SBIR Phase I or II effort**
- **Small Business Administration; Small Business Innovation Research (SBIR) Program Policy Directive; February 2014:** *"To the greatest extent practicable, agencies or their Government-owned, contractor-operated facilities, Federally-funded research and development centers, or Government prime contractors that pursue R/R&D or production developed under the SBIR Program, shall issue Phase III awards relating to technology, including sole source awards, to the SBIR awardee that developed the technology."*

### The intent of SBIR Phase III contracts is to transition a company's IP technology into hardware, software solutions, processes, or services

- Each SBIR-developed IP technology offers sole source contracting rights as described on page 12 of the [Small Business Innovation Research \(SBIR\) Program Policy Directive](#); dated February 2014
- The power of SBIR-funded IP technology ownership is:
  - SBIR-funded IP technology and Phase III contracts can be acquired by any company (including large business) and they will be able to continue with Phase III **Sole Source** contract awards despite not being the original SBIR contract awardee or not being a small business
  - SBIR-funded IP technology ownership can lead to quick contracting for unlimited ceiling and any type of money with no Small Business set aside constraints
- FTI technologies and contracting solutions are used to support the Office of the Secretary of Defense, Air Force, Army, Navy, Marine Corps, the Missile Defense Agency (MDA), Defense Advanced Research Projects Agency (DARPA) and the Department of Energy (DOE)



## **SBIR Phase III contracts offer flexible contracts for our customers**

- **Competition Credit is given while still doing Sole Source contracting** because the competition for SBIR Phase I and II awards satisfies competition requirements for the Phase III contract
- **No Small Business (SB) prime 51% workshare requirements** – Phase IIIs are not SB set-asides
- **Any Federal Agency** can issue a SBIR Phase III contract
- **May be used to acquire a wide range of solutions for diverse requirements**
  - Products, Production, Services, Research, or Research and Development
  - **Services and Materials** can be acquired on the same contract
  - Studies and Analysis and other complex project work can be performed
- **Any teammates** including large and small companies, Original Equipment Manufacturers (OEM), Universities and Federally Funded Research and Development Centers (FFRDCs)
- **All colors of Federal funds** (except SBIR funds) – private sector funds can be used as well
- **All contracting options** are possible: Cost Plus, Time and Materials, Firm Fixed Price, etc.
- **Any security level** can be supported including contracts that are completely classified

## **A few of the FTI developed decision analysis technologies**

- **Logistics Composite Model Analysis Tool Kit (LCOM ATK)** – Investigates reliability, maintainability, availability, and logistics suitability factors to support planning and trade studies
- **Integrated Cost As an Independent Variable (I-CAIV®)** – Prioritizes readiness initiatives and accomplishes performance vs cost tradeoffs to help make informed decisions
- **Integrated Cost Estimation Tool (ICE™)** – Estimates Return on Investment (ROI) of future systems, modifications, enhancements, and the cost difference between alternatives
- **Linking Outputs to Outcomes Model (LOOM)** – Provides a multi-dimensional virtual canvas to support full-cycle assessment, planning, monitoring and evaluation, of complex initiatives
- **Metric Progress Analysis Engine (MPAE™)** – Identifies network performance metrics and track trends and related changes associated with network projects and enhancements
- **Readiness Assessment Engine (RAE)** – Applies an efficient, cost effective beginning-to-end process to plan, perform, and document Multiple Readiness Assessments types
- **NormNet® Prognostic Health Management (PHM)** – Provides a patented technology for a PHM capability and allows users to detect abnormalities in complex systems in advance of actual failure
- **Integrated Sensor Analysis Tool (I-SAT®)** – Designed for characterization, calibration, and performance evaluation of large electro-optical datasets and active test support
- **Extensible Load-Adaptive Processing Service (ELAPS™)** – Increases the efficiency of high volume data processing by addressing the core requirements of automation, scalability, and extensibility

### **FTI Decision Analysis Capabilities Support a Broad Scope of Work**

- |                                 |   |
|---------------------------------|---|
| ○ Product Lifecycle Management  | ○ Wargaming                               |
| ○ Affordability Analysis        | ○ Metric Processing                       |
| ○ Business Case Analysis        | ○ Sensor Calibration                      |
| ○ Acquisition Management        | ○ Fleet Energy Optimization               |
| ○ Engineering                   | ○ Modeling and Simulation                 |
| ○ Maintenance                   | ○ Data Exploitation                       |
| ○ Logistics Support / Analysis  | ○ System Health Monitoring and Management |
| ○ Test and Evaluation           | ○ Data Processing                         |
| ○ Cost Analysis                 | ○ Pattern Recognition                     |
| ○ Program Management            | ○ Space Asset Modeling and Simulation     |
| ○ Training and Training Systems | ○ Cyber and IT                            |