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United States Industry Coalition, Inc.

7:00 TO 7:15 JOHN PEEL:
THE NEW USIC:
OPENING PATHWAYS TO INNOVATION

I WOULD LIKE TO WELCOME USIC GIPP AND GENERAL MEMBERS, FEDERAL AGENCIES, AND GUESTS. I AM CONFIDENT WHETHER YOU ARE ONE OF USIC'S FOUNDING MEMBERS, A MEMBER WHO HAS RECENTLY JOINED OR ONE WHO IS JUST VISITING, YOU WILL FIND OUR ANNUAL MEETING PRESENTATIONS OUR USEFUL TOOLS THAT WILL CONTRIBUTE TO THE BETTERMENT OF YOUR ORGANIZATION, IF NOT THE BOTTOM LINE. OUR SEMINAR THIS EVENING IS A KICK-OFF TO OUR 2010 ANNUAL MEETING AND DESIGNED TO GIVE YOU "NEWS YOU CAN USE" ABOUT USIC AND ABOUT DOING BUSINESS IN A COMPETITIVE CLIMATE.

I WILL ALSO HAVE THE PLEASURE OF INTRODUCING OUR GUEST SPEAKER FOR THE EVENING WHO I BELIEVE IS HAS MUCH TO OFFER IN THE WAY OF CONDUCTING BUSINESS IN THE NEW GLOBAL ECONOMY IN WHICH WE MUST ALL COMPETE.

WE HAVE ALL OBSERVED OR EXPERIENCED OUTRIGHT THE RECENT ECONOMIC CONSEQUENCES OF BUSINESSES OPERATE WITH OVERLY AMBITIOUS BUSINESS PLANS. MANY HAVE LEARNED THE HARD WAY THAT MARKETS ARE CYCLICAL. THEY CAN APPRECIATE AND CAN ALSO DEPRECIATE. IN THIS REGARD SOMEONE ONCE REMARKED THAT **"WHILE WE CAN LEARN FROM THE PAST, WE SHOULD NOT LIVE IN IT."**

THE NEW USIC EMBRACES THE GIPP PROGRAM AND ITS GOALS OF PROLIFERATION PREVENTION.



- USIC WILL CONTINUE TO SUPPORT THE DOE/NNSA OBJECTIVES OF THE GIPP PROGRAM.
- PROLIFERATION PREVENTION WILL REMAIN A KEY OBJECTIVE OF USIC'S CHARTER.
- USIC SUPPORTS GIPP'S OBJECTIVES OF DIVERSIFYING BEYOND THE FSU.
- USIC AND ITS MEMBERS HAVE SUPPORTED THE GIPP AMMAN, JORDAN WORKSHOP TO TRAIN IRAQI ENGINEERS & SCIENTISTS TO BECOME ENTREPRENEURS.

THE NEW USIC CONTINUOUSLY EMBRACES THE CONCEPT OF OPEN INNOVATION AND DIVERSIFICATION BEYOND GIPP SEEKS TO FIND NEW INNOVATE AND DIVERSIFY SERVE ITS MEMBERSHIP. IN THIS REGARD USIC HAS

- REACHED OUT TO THE DOD AND DEPARTMENT OF COMMERCE TO OFFER SUPPORT IN THE ECONOMIC DEVELOPMENT AND REBUILDING OF IRAQ. ONE EXAMPLE OF THIS IS THE RECENT TEAM WE HAVE ASSEMBLED TO ADDRESS IN A GIPP-LIKE FORMAT THE PROBLEMS AND ISSUES SURROUNDING IRAQ'S DISPLACED MANUFACTURERS OF CONVENTIONAL MUNITIONS .
- THE EXPERTISE USIC HAS DEVELOPED OVER THE PAST 15 YEARS WORKING WITH FSU INSTITUTES TOGETHER WITH OUR TECHNOLOGY VETTING EXPERIENCE DEVELOPED OVER THE PAST 15 YEARS TO ADDRESS PRIORITY NEEDS OF THE DOD, THE DEPARTMENT OF HOMELAND SECURITY (DHS), AND OTHER PROGRAMMATIC NEEDS OF DOE. EXAMPLES INCLUDE :
 - WORKING WITH DHS TO IDENTIFY TECHNOLOGIES THAT ENHANCE BORDER SECURITY EXAMPLES INCLUDE:



- DIAGNOSTIC TECHNOLOGIES THAT SCREEN THOSE SEEKING TO ENTER US TERRITORY FOR SWINE FLU
 - NEUTRON INTERROGATION TECHNOLOGY
 - BODY ARMOR
- FOR THE DOD (WALTER REED ARMY INSTITUTE OF RESEARCH) USIC AND ITS MEMBERS OFFER NANOTECHNOLOGY FOR USE IN VACCINE AND DRUG DELIVERY SYSTEMS, MELANOMA DIAGNOSTIC TECHNOLOGY, AND BOTANICALS WITH MEDICINAL APPLICATIONS TO BETTER SERVE THE MILITARY AND CIVILIAN POPULATIONS.
- WITHIN DOE/NNSA, USIC OFFERS NEW GIPP PROJECTS ADDRESSING BOTH ANTIVIRALS AND NOVEL GREEN ENERGY TECHNOLOGIES. USIC MEMBERS HAVE DEVELOPED AND/OR CONTINUE TO PROPOSE INNOVATIVE KEY GREEN ENERGY TECHNOLOGIES FOR BOTH GIPP AND ARPA-E; AND USIC CONTINUES TO OFFER ASSISTANCE TO POSITION ITS NUCLEAR SUPPLY SIDE VENDORS IN THE GLOBAL COMMERCIAL NUCLEAR MARKETS THROUGH ASSISTANCE IN THE AREA OF EXPORT LICENSING CONTROLS, ESPECIALLY AS THEY PERTAIN TO TRADE WITH INDIA.

USIC HAS IMPLEMENTED A NEW INITIATIVE TO IDENTIFY OPPORTUNITIES FOR ITS MEMBERSHIP. THROUGH OUR MEMBER PRIORITIES SURVEY WE HAVE TRIED TO IDENTIFY PRIORITY TARGETS OF USIC MEMBERS. WE THEN CONDUCT "AGENCY SWEEPS:" CALLS ON FEDERAL AGENCIES TO DISCUSS THEIR PRIORITY NEEDS, IDENTIFY



AGENCY BUDGETS AND PROCUREMENT MILESTONES AND SCHEDULES. WE THEN TRY TO MATCH MEMBER PRIORITIES WITH AGENCY NEEDS AND OPEN DOORS OF OPPORTUNITY. THIS INFORMATION IS SHARED WITH OUR MEMBERS THROUGH A STRICTLY ENFORCED "FAIRNESS OF OPPORTUNITY" POLICY. MEMBERS ARE MADE NOTIFIED OF OPPORTUNITIES AS THEY ARE UNCOVERED THROUGH THE USIC WEB SITE AND E-BLASTS. THEY ARE, FURTHERMORE, DIRECTLY IF WE FIND A MATCH FOR A PARTICULAR TARGET AREA. (IF YOU HAVE NOT FILLED OUT THE MEMBER NEEDS SURVEY QUESTIONNAIRE, WE HAVE COPIES HERE TONIGHT. THEY INCLUDE A NON DISCLOSURE AND CONFIDENTIALITY AGREEMENT SO YOUR SECRETS ARE SAFE WITH US.

- ANOTHER KEY INITIATIVE AND MEMBER SERVICE IS THAT WHEN WE VISIT PROSPECTIVE CLIENTS INCLUDING FEDERAL AGENCIES AS WELL AS PRIVATE INDUSTRIES WE INVITE OUR MEMBERS TO JOIN WITH US IN PRESENTING CAPABILITIES SEMINARS. THIS IS DONE ON A PRO BONO BASIS WITH EACH PARTY BEARING THEIR OWN COSTS.
- MOST RECENTLY, WE HAVE GIVEN JOINT SEMINARS TO NIH, DHS, DOD, AND WALTER REED. BIO-PHARMA IS A POPULAR TOPIC AS IS ENERGY, SECURITY, EXPORT LICENSE CONTROLS, AND A SAFE AND RELIABLE NUCLEAR FUEL SUPPLY.
- USIC IS A FIRM BELIEVER IN THE CONCEPT THAT GOVERNMENT AND INDUSTRY SHOULD BE ADVOCATES, NOT ADVERSARIES. THE GIPP PROGRAM IS A PRIME EXAMPLE OF THIS CONCEPT.

THE PROGRAM EMPHASIZES TAXPAYER DOLLAR COST LEVERAGING THROUGH INDUSTRY COST SHARE. TO DATE IN THE GIPP PROGRAM ALONE, THE COST SHARE FROM INDUSTRY EXCEEDS \$200 MILLION. USIC'S INDUSTRY MEMBERS WOULD NOT HAVE PARTICIPATED ALL THESE YEARS IF THEY WERE NOT BENEFITTING. LIKEWISE THE GIPP



FEDERAL INVESTMENT HAS BENEFITTED FROM A FORCE MULTIPLIER IN THE FORM OF COST SHARE.

IN SUMMARY, USIC IS AN INDUSTRY COALITION WHOSE STRENGTH IS IN THE CAPABILITIES OF ITS DIVERSE MEMBERSHIP AND IN THE CAPABILITIES IT HAS DEVELOPED OVER THE YEARS TO VET TECHNOLOGIES AND CONNECT OUR INNOVATIVE MEMBERSHIP WITH THE RESOURCES THEY NEED TO DEVELOP AND MARKET THEIR TECHNOLOGIES. WHETHER OUR NATION'S NEEDS INCLUDE MEDICINE, ENERGY, SECURITY, OR INFORMATION TECHNOLOGY (IT), WHEN INDUSTRY'S RESOURCES ARE AT DIRECTED TOWARDS MEETING THOSE NEEDS, THE RESULT IS UNPARALLED PROBLEM SOLVING CAPABILITIES. COLLECTIVELY, WE CAN DISCOVER VACCINES OR ANTI-VIRAL DRUGS, CURES FOR CANCER, REVIVE THE AUTOMOBILE INDUSTRY THROUGH THE DEVELOPMENT OF A CAR THAT EXCEEDS ANY GLOBAL COMPETITOR'S AVERAGE MILES PER GALLON ESTIMATE; OR BUILD ROBOTS THAT ALLOW US MANUFACTURERS TO COMPETE IN WORLD MARKETS WHERE THE PREVAILING LABOR WAGE IS SIGNIFICANTLY LOWER.

CLEARLY USIC'S ACCESS TO NANOTECHNOLOGY THROUGH BOTH THE FSU INSTITUTES AND USIC'S MEMBERS COULD CONTRIBUTE TO THE DEVELOPMENT OF AUTOMOBILE BODIES THAT ARE SIGNIFICANTLY LIGHTER, STRONGER, AND MORE FUEL EFFICIENT. LET'S LEAPFROG THE COMPETITION!

TO SUCCEED AS A NATION WE MUST WORK SMARTER. WE MUST MANUFACTURE HIGHLY ENERGY EFFICIENT MASS PRODUCED GOODS CAPABLE OF COMPETING IN THE WORLD MARKETPLACE. THIS SESSION WILL EMPHASIZE SEVERAL PATHWAYS TO INNOVATION INCLUDING BETTER BUSINESS PLANNING. ALSO, LATER IN THE SESSIONS, YOU WILL BE INTRODUCED TO THE CONCEPT OF OPEN INNOVATION. SIMPLY STATED, IT IS THE USE OF SMALL INNOVATIVE RESEARCH FACILITIES



OUTSIDE OF A CORPORATION OR BUSINESS INTERNAL INFRASTRUCTURE.

TONIGHT WE WILL HEAR FROM TREVOR GUNN, DIRECTOR OF INTERNATIONAL RELATIONS AT MEDTRONIC WHO IS GOING TO DESCRIBE STRUCTURING BUSINESS PLANS TO ATTRACT INVESTMENT CAPITAL. TREVOR IS AN ADJUNCT PROFESSOR AT CERES/SCHOOL OF FOREIGN SERVICE, GEORGETOWN UNIVERSITY AND FORMER DIRECTOR OF BISNIS. OVER THE YEARS, TREVOR HAS OFFERED USIC'S INDUSTRY PARTNERS SEEKING TO WORK IN THE FSU TECHNIQUES AND INSIGHTS INTO THE CONDUCT OF INTERNATIONAL BUSINESS. IF YOUR COMPANY IS PLANNING ON CONDUCTING BUSINESS IN THE FSU OR ACCESSING TECHNOLOGIES, OR CONTRACTING RESEARCH AND DEVELOPMENT SERVICES WITH THE MANY TALENTED AND CAPABLE SCIENTISTS AND ENGINEERS FROM ABROAD, YOU WILL WANT TO PAY CLOSE ATTENTION TO OUR NEXT SPEAKER, TREVOR GUNN.