



# 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



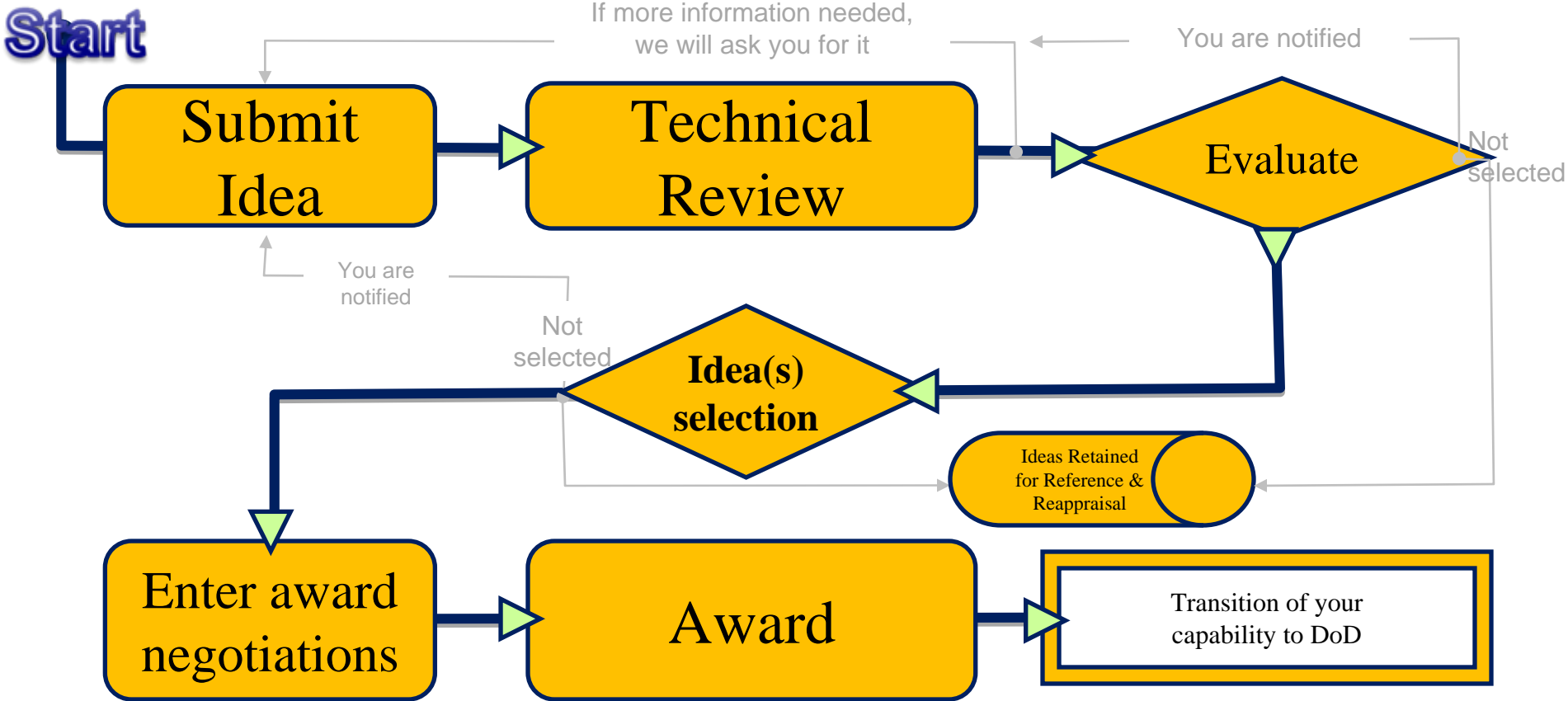
# What does **OBC** do?



- **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-trationals,” and speed up awards**
- **Reduce time to test prototype solution for DoD need**




# DefenseSolutions.gov Process Flow

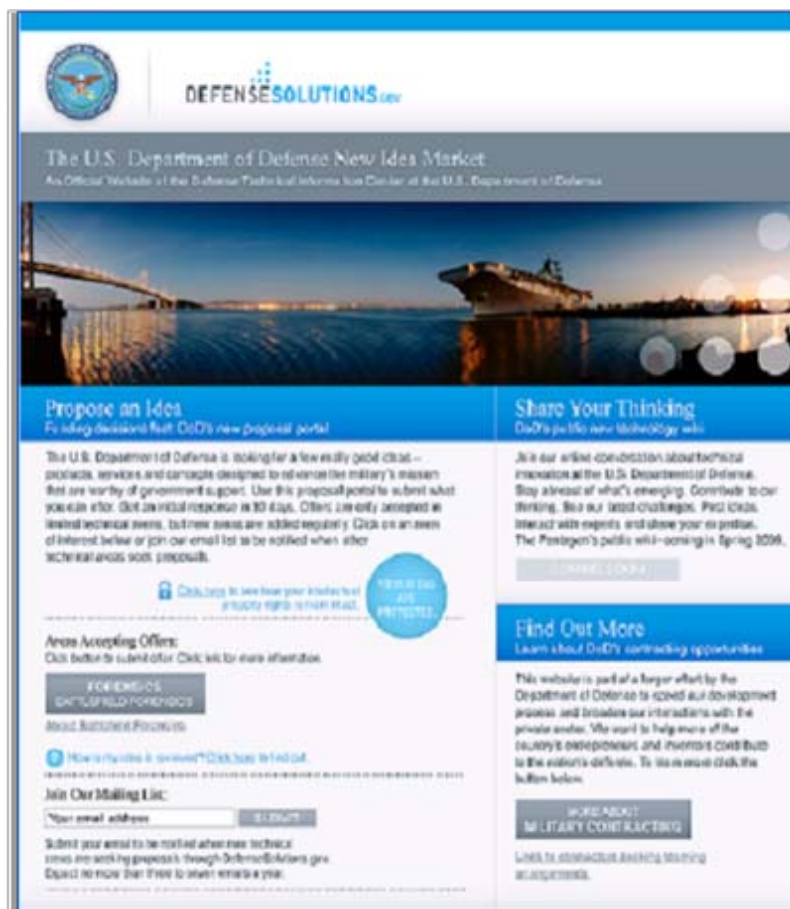




# Open Business Cell



- 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**





# Battlefield Forensics Proposals Funded



## **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