



This program is designed for technology-based prime contractors. Recommended participant organizations: R&D, Engineering, Manufacturing, Product/Service Development, Innovation Management and Business Process Re-engineering.

Assessment & Consultancy Leader: Mr. Has Patel is a founder and President of Infologic, Inc. He has over twenty five years of experience in product management, R&D planning and the development of Innovation Management methodologies. He is also the Editor of a monthly newsletter on the Defense Innovation Management practices. He holds a MS in Industrial Engineering, and has published papers at a number of DOD and industry conferences.



INFOLOGIC

The logical approach to harness innovation

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Defense, Aerospace & Homeland Security Prime Contractors: Innovation Management - Assessment & Education Program

A Critical Defense Need

Recent realities of globalization, international R&D competition, and the societal challenges and global threats have led the CEOs of private and public organizations to include the concept of Innovation Management into their agenda. This issue is also highlighted in recent IBM and Boston Consulting Group studies which reveal that Innovation is "top of the mind" for most corporations. In the public sector, the Obama administration has embraced the innovation concept for both economy and social issues. In addition, to embrace innovation, the US Department of Defense has launched a business transformation initiative to meet the security challenges of the 21st Century.

So, the Holy Grail for the U.S.A. is to concentrate on Innovation..... but how to manage Innovations? Innovation has become the buzzword for most executive management conferences, and is a subject of numerous articles and books. However, the Innovation Management practices, discussed below, are still an Art (lacking of control mechanism and methodologies), and they need to be treated as a science (be measured and controlled with discipline and rigor). Practices

- **Radical Innovation:** Development of breakthrough products & services, processes, and new business models.
- **Evolutionary Innovation:** Integrating the Radical Innovations into the products and services.
- **Open Innovation:** Export and Import Intellectual Property (IP), and technologies.

A recent [DoD Report to the Congress on Technology Transition](#) & a [GAO report on the Assessments of selected Weapon Programs](#) have identified that the rising program development costs and time delays can be contained by developing and implementing innovative methodologies, control mechanism and practices.

As the Defense, Aerospace and Homeland Security prime contractors are the major stakeholders in infusing innovations into government programs, they should ensure that these critical needs are addressed by incorporating relevant methodologies, control mechanism and best practices into their program management processes, and their existing and future government contracts.

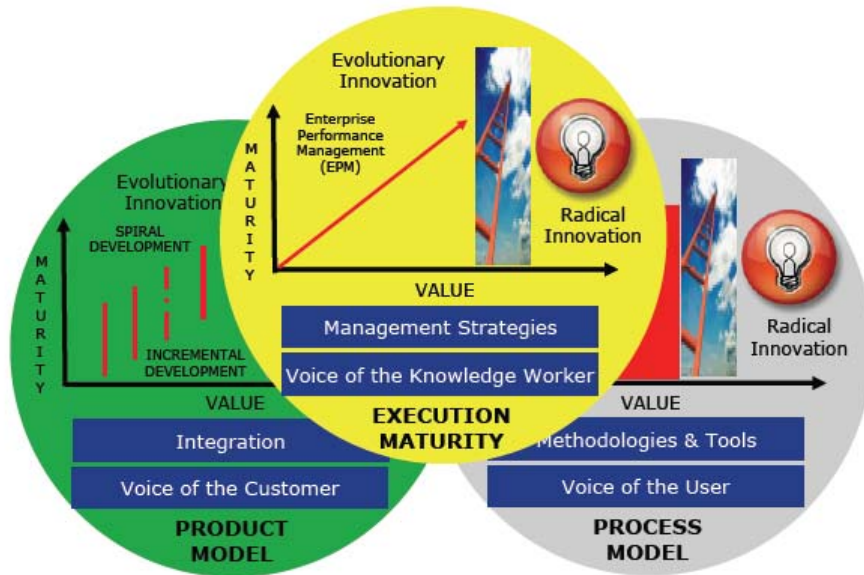
Infologic's Assessment and Education Program

To assist the prime contractors to address these issues and enhance their business practices, Infologic has developed an Innovation Management assessment and education Program. The objectives of this program are to introduce an Innovation Management model, conduct an Innovation assessment, and prepare a recommended strategy report. This Program incorporates (a) the DoD/GAO reports' recommendations, (b) Emerging best practices such as the Technology Hype Cycle & Innovation Cash curve, and (c) Infologic's Innovation Management methodologies which were selected for publication at a number of DoD conferences. Infologic will customize this program, which is introduced on the following page, to meet your strategies, budget and timeline requirements.

Innovation Management Assessment & Education Program

Approach

Infologic's Innovation Management model, shown in the following figure, can be implemented into a range of corporate functions. In this program, we concentrate on applying this model to the product life cycle management (R&D and IP, concept refinement, technology development, system development, demonstration, production & deployment).



Key Topics to be discussed

- **Innovation Management Model:** Introduction and applications of the above model which addresses innovations not only in products, but also in related processes and execution strategies (e.g.: new or improved business models).
- **Best Practices to manage R&D, Technology & Product Development:** Introduction to The Stage-Gate Process, Technology Hype Cycle, Technology Adoption Cycle, Innovation Cash Curve, Critical Research Elements, and the DOD FAR 50001.2 mandated Technology Readiness Analysis and Manufacturing Readiness Analysis.
- **DOD issues, strategies & emerging contractor clauses for their R&D and major Weapons acquisition programs:** Current DOD Acquisition, Technology & Logistics (AT&L) strategies & issues for R&D and Technology Management, and the role DOD contractors to address these issues. Learn implementation criteria for (a) Technology Readiness Levels: DOD technology maturity metric. (b) Manufacturing Readiness Levels: An emerging DOD multi-dimension metric which is designed to reduce the manufacturing risks and (c) GAO recommended Knowledge-based Gate Process.

Deliverables – Innovation Management Assessment & Education Program

- **Pre-Assessment Needs Analysis:** We discuss your organization's challenges and goals and then work with you to customize the program to (a) address your specific needs, and (b) analyze selected corporate function or program.
- **Education:** We will brief senior management on the strategies for adopting an Innovation Management model, and train the knowledge workers on implementing the model.
- **Innovation Assessment & Strategy Report:** (a) Conduct an assessment of your existing Innovation Management practices using the CMMI® methodology, (b) Analyze your specific R&D and technology management issues, challenges and the application of this model to meet your requirements, and (b) Prepare an assessment & recommendations report.

Initial Consultancy Engagement

A typical initial assignment can include: (a) Up to 30 days of management consultancy efforts over a period of two months to support these deliverables, and (b) A Royalty-free, non-exclusive, non-transferable license to use the Infologic methodologies in the selected function/program. Proposed cost: \$50,000 plus expenses.