



# OFRN Info Session

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December 15, 2020

# Agenda

Welcome – Introductions  
OFRN Briefing  
OFRN Round 5 Briefing  
Q&A  
Teaming Connections and  
Upcoming Proposal Training  
Conclusion

# Our Purpose

The Ohio Federal Research Network (OFRN) was established in 2015 to stimulate Ohio's innovation economy by building vibrant, statewide, university-based research collaborations that meet the requirements of Ohio's federal laboratories, partnering with the commercial sector to create new products and build workforce in Ohio.

OFRN engages a broad and active array of stakeholders, fortifying Ohio's high-tech research and workforce capabilities and expanding federal contracting opportunities in areas such as national defense, space exploration, and aeronautics.

Ultimately, OFRN builds partnerships among innovators in academia, industry and government in support of US defense and civil space missions.

# Our Strategic Focus

The OFRN strategic focus is to:

- Capitalize on federal and university research assets;
- Integrate Ohio firms and industrial partners into proposed projects aligned with federal partner needs;
- Better prepare and train universities and firms in Ohio to compete for federal funding;
- Facilitate the transition of government funded technology to commercial markets;
- Help create the jobs, processes and firms of tomorrow, in Ohio; and
- Differentiate Ohio from other states relative to its commitment and support of our national defense and civil aviation and space missions.

# Our Partners

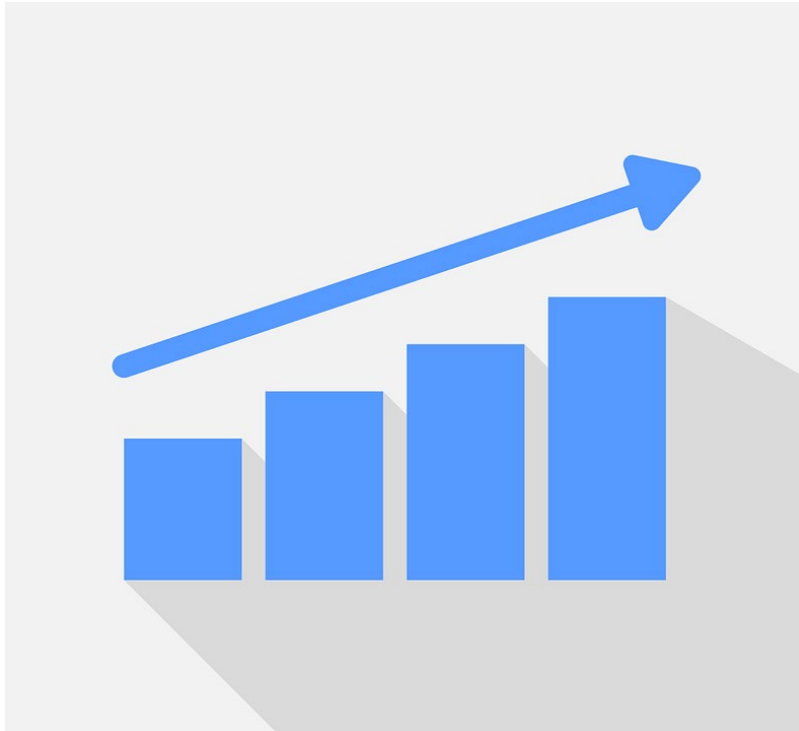


OFRN builds partnerships among academia, industry and government in support of US defense and civil space missions.

Our partners include:

- Air Force Research Labs (AFRL)
- National Air and space Intelligence Center (NASIC)
- Naval Medical Research Unit-Dayton (NAMRU-D)
- National Aeronautics and Space Administration Glenn Research Center (NASA-GRC)
- State of Ohio's Adjutant General (TAG)
- Ohio Department of Transportation (ODOT)
- 12 universities
- 2 community colleges
- 90 businesses
- 8 spinout organizations

# Our Impact



- \$40M OFRN Funds invested
- 28 Projects Funded
- \$194M in Project Follow-on Funding
- 905 Jobs Created and Impacted
- 12 IP Invention Disclosures
- 8 Spinout Organizations
- \$4.85M raised by project spinout organizations

Initiated in 2017, first funded projects in 2018 | OFRN Round 3 & Round 4 Projects

## Sustaining Ohio's Aeronautical Readiness and Innovation in the Next Generation

**Vision: Make Ohio the nexus for unmanned air systems (UASs), personal air vehicles (PAVs), and logistics delivery air vehicles (LDAVs) testing, integration and manufacturing.**

### Public/private challenge problem:

Overcome technological barriers to enable more widespread adoption of UAVs, PAVs and LDVs into the national airspace

Ohio Federal  
Research Network

OFRN funded projects to carryout applied research (\$900K-\$2.1M per project)

Federal & State  
Infrastructure

New public/private, Ohio/USAF/Navy/NASA/O NG beyond line of site location for test & demo

Collaborative  
Partnerships

University, industry, and federal partnerships provided research, testing, and cost share

#### Remoted Piloted Airplane

New PAV testbed that can be used for air space integration testing and new autonomy systems

#### Electric Motor

Foundational brushless motor enabling next generation power systems with 30% weigh reduction

#### Unjammable Radar

New sense and avoid technologies integrated on UAV and integrated Air Traffic Control system

#### Universal Flight Data Translator

Telemetry and data integration into national air traffic control systems

Computer-Human Interaction for Rapid Program Analysis through Cognitive Collaboration

Multi-purpose Mast/Aerial 360 radar/optical fused sensors for Perimeter Monitoring and Aerial Detect and Avoid

Geometrically-Complex 3D Printed Antennas for

Resilient and Secure UAS Flight Control

Interoperability, Resiliency, and Contingency Management for Ohio UAS Operations

A Hybrid Fuel Cell-Battery-Capacitor Power Source for UAS

# Round 5 Process Overview

## Project Teams Must Include:

- At least 1 Ohio industry member
  - Role can be as lead applicant or collaborator
- At least 2 Ohio colleges/universities
  - Role can be as lead applicant or collaborator
  - AFIT is eligible
- At least 1 federal partner/sponsor
  - AFRL, NASA-GRC, NAMRU-D, and/or NASIC
  - Financial commitment from federal partner is NOT necessary



# Round 5 Process Overview

## Proposals consist of:

- Technical Proposal (due Feb. 25, 2021):
  - Volume 1 (Technical) – 8 pages,
  - 1A (Supplemental) – 2 pages, and
- Cost proposal (Volume 2) & 2A Slide Deck – 15 slides(due Apr. 15, 2021)

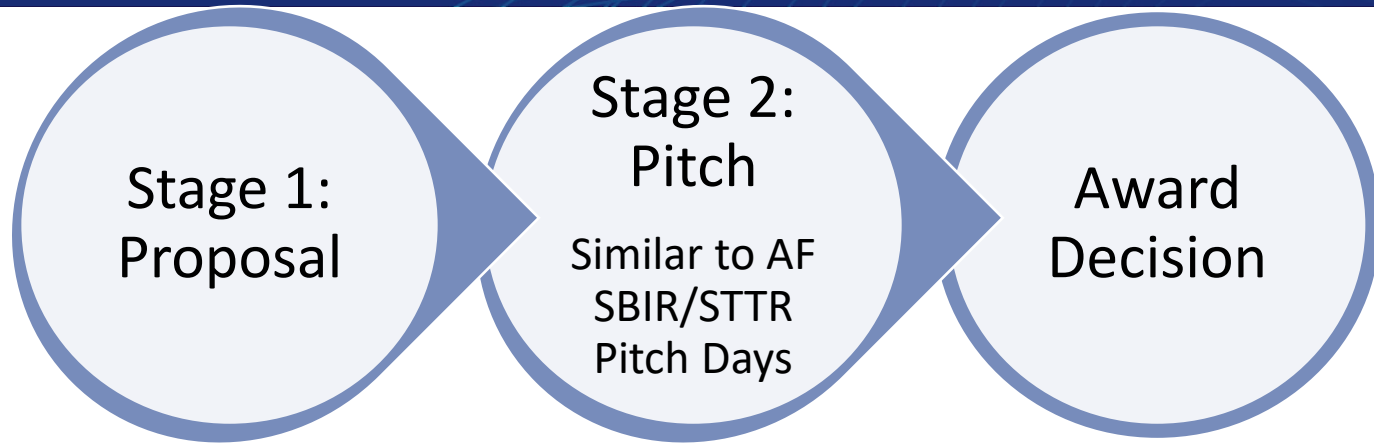
# Round 5 Process Overview

- Round 5 includes a requirement for a Student Experience and Engagement Initiative (SEE) which is to be designed by the proposing team based on the guidelines within the Appendix 6
- Team Matchmaking Assistance
- Training
  - Jan. 20<sup>th</sup> – Bidders Conference and Proposal training (mandatory)
  - Pitch deck and presentation training (for proposals selected to pitch) - Group session - 90 minutes (mandatory)
  - Pitch training – 1-1 sessions - 2 sessions, 1 hour each (optional)

# Key Dates

Event	Key Date
<b>Opportunity Announcement Pre- Release</b>	Oct. 29, 2020
<b>Opportunity Announcement Informational Session and Q&amp;A with Federal SMEs (2 virtual sessions)</b>	Nov. 10, 2020 (10:00am– 12:00pm ET) * Nov. 18, 2020 (1:00pm-3:00pm ET) *
<b>Regional Workshops</b>	Dec. 10, 2020 (10:00am – 11:00 am ET) Dec. 15, 2020 (2:30pm – 3:30pm ET)
<b>Opportunity Announcement Formal Release</b>	Jan. 6, 2021
<b>Bidders Conference and Proposal Training</b>	Jan. 20, 2021*
<b>Proposal Questions Accepted Through</b>	Feb. 11, 2021
<b>Due date for Volume 1 (Technical) and 1A (Supplemental)</b>	Feb. 25, 2021, by 5:00pm ET
<b>Notification of Selection for Final Pitch Day</b>	March 19, 2021
<b>Due date for Volume 2 (Business and Cost Proposal), and 2A (Slide Deck)</b>	April 15, 2021
<b>Pitch Day</b>	April 20-21, 2021
<b>Proposal Review</b>	May 4, 2021
<b>Awards Announced</b>	May 7, 2021
<b>Projects Start</b>	May 24, 2021
<b>Student Intern Orientation</b>	May 31, 2021

# Round 5 Project Review Process



1. Proposals are reviewed by the OFRN Technical Review Council (TRC). Most meritorious proposals are invited to pitch
2. Pitch Day: Selected teams pitch to the TRC w/Q&A (pitch audience is restricted to just TRC and OFRN staff)
3. TRC recommends award selection to the OFRN Executive Review Board (ERB) (~ 1 Week)

1. Vertical Take-Off & Landing (VTOL)
2. Situational Awareness & Proliferated Surveillance Systems
3. Patient care in austere and contested environments
4. Personal Exposure Devices
5. Acceleration effects
6. Enabling Human-Machine Teaming Using Brain-Machine Interfaces
7. Advanced Power Systems Applicable to Aviation Propulsion, Micro-Grids, and Lunar Surface Operations
8. Quantum Communications
9. Applications of commercial satellites to humanitarian, disaster, and defense topics
10. Large Data Set Triage
11. Journal Article Warning and Correlation
12. Other

# Federal Partner Areas of Interest AOIs

# Round 5 Training Overview

January 20th– **MANDATORY** Proposal Group Training

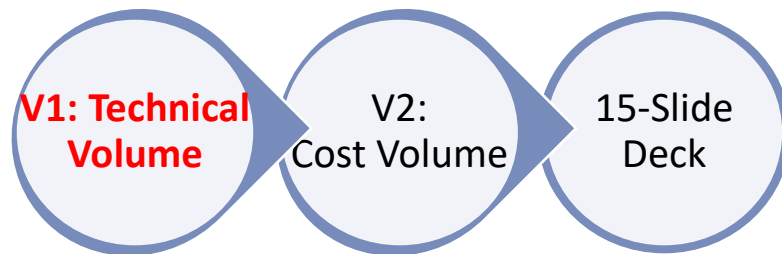
After Down Select – **MANDATORY** Pitch and Pitch Deck Group Training

After Pitch Training – **OPTIONAL** 1:1 Pitch Reviews and Feedback

# Round 5 Training Overview (Jan. 20)

## Training Topics – Volume 1

- **Summarize OFRN Round 5 RFP:**
  - Technical Volume components and formatting
  - Supplemental Volume metrics, demo
  - Merit review criteria
- **Outcomes:**
  - Effectively frame your project
  - Ensure completeness of your technical narrative
  - Align better with OFRN vision and goals



Volume	Presenter
Volume 1: Technical Volume	Burr Zimmerman
Volume 1a: Supplemental	Burr Zimmerman
Volume 2: Cost Volume	Chris Lockhart
Volume 2a: Pitch Deck	Chris Mather

### About the Presenter: Dr. Burr Zimmerman

- Founder and principal of Urban Venture Group, Inc.
- PhD Chemical Engineering
- Over \$750 million in proposal wins
- OFRN Proposal Trainer since 2016

# Round 5 Training Overview (Jan. 20)

## Training Topics – Volume 2

- Requirements for Business Proposal
- Requirements for Cost Proposal
- Changes from Round 4



Volume	Presenter
Volume 1: Technical Volume	Burr Zimmerman
Volume 1a: Supplemental	Burr Zimmerman
<b>Volume 2: Cost Volume</b>	<b>Chris Lockhart</b>
Volume 2a: Pitch Deck	Chris Mather

### About the Presenter: Chris Lockhart

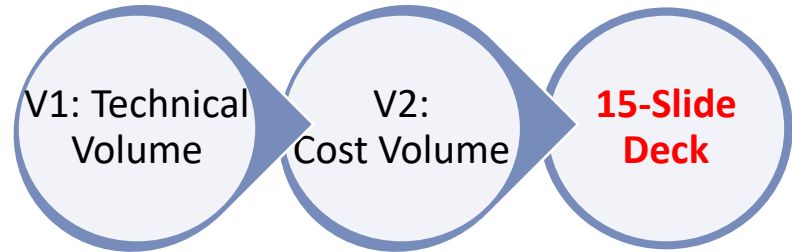
- Parallax Director of Contracts
- Former DOE Senior Contracting Officer (Los Alamos)
- Certified Professional Contracts Manager/FAC-C Level III



# Round 5 Training Overview (Jan. 20)

## Training Topics – Slide Deck

- Slide decks vs. presentation decks
- Advantages of the slide deck format
- OFRN Round 5 slide deck requirements
- “Telling your story” through your deck
  - Consistent with your technical writeup
  - Leads to a consistent finalist presentation
- Slide design tips
  - Compelling, complete and clear decks
  - Avoiding a crowded and cluttered slide deck
  - The “little things that make a huge difference
- Examples of winning presentation deck slides



Volume	Presenter
Volume 2: Cost Volume	Chris Lockhart
Volume 1: Technical Volume	Burr Zimmerman
Volume 1a: Supplemental	Burr Zimmerman
<b>Volume 2a: Pitch Deck</b>	<b>Chris Mather</b>

### About the Presenter: Chris Mather

- 14 Years Sales, Marketing Management
- 11 Years Technology CEO/ GM
- 16 Years Entrepreneurial Development
- Specialist in Venture Pitch Training

# Round 5 Team Matchmaking



## Round 5 Matchmaking Service

OFRN is providing this partnering and matchmaking service to help those that need to find a required partner for a Round 5 Proposal Submission. To assist in providing introductions, we need to know more about you, your organization, and your requirements of a partner or sub. Please thoroughly complete the form below.

First Name \*

Short answer text

Last Name \*

Short answer text

Email Address \*

Short answer text

## Round 5 Requires

- Two Universities
- One Industry Partner
- A Federal Partner

## IF YOU NEED A PARTNER

- To Satisfy Requirements
- To Fill a Technical Gap

## GoTo [OhioFRN.org](https://ohiofrn.org)

- Link to “Team Matchmaking” Form
- Advertise Your Need
- Automatically Populates Sheet
- Sheet Link Distributed to OFRN ListServ

# Round 5 Team Matchmaking



Please select the type of partner you are looking for: \*

Research partner from another Ohio university

In-house partner from your organization  
Please provide a brief explanation of your technology and/or capabilities brought into the proposal (do not list company name): \*

Business partner  
Long answer text

Workforce partner

Other partner  
Please provide a brief explanation of the technology and/or capabilities sought in a partner or subcontractor (again, do not list company name): \*

Long answer text

To which Area of Interest are you planning to submit? Check all that apply: \*

AOI #1: Vertical Take-Off & Landing (VTOL)

AOI #2: Situational Awareness and Proliferated Surveillance Systems

Brain-Machine Interface (BMI) Technologi...

on, Micro-Grids, and Lunar Surface Opera...

aster, and Defense Topics

# Contact

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# Contact



<https://ohiofrn.org>