

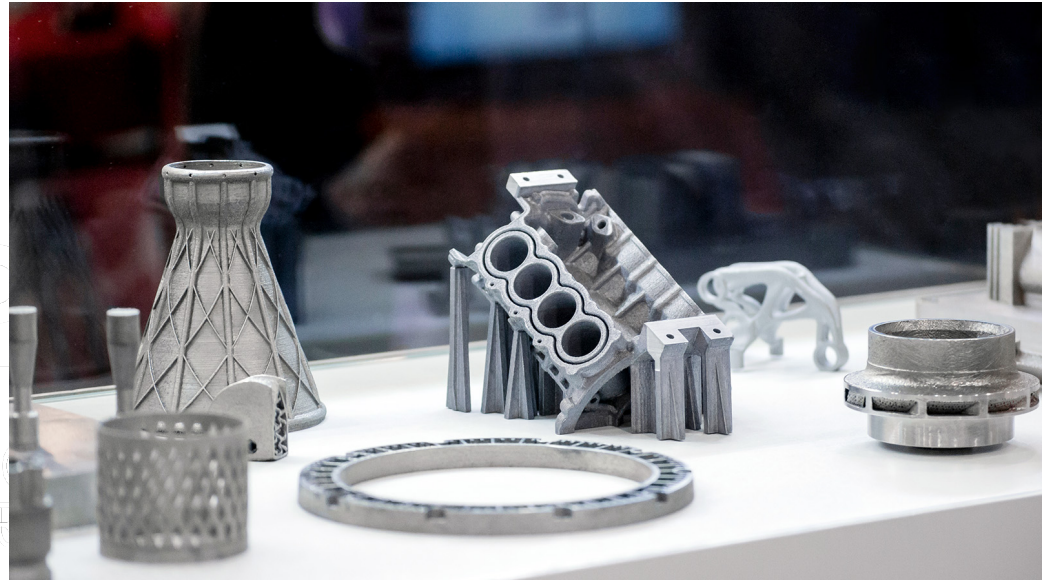


CONNECTING CORPORATIONS WITH
ENTREPRENEURS TO DRIVE INNOVATION

<http://corprenect.umd.edu/>

Corporations +
Entrepreneurs =
Innovation

Additive Manufacturing (AM) Supplier Identification Challenge



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SCHOOL OF ENGINEERING
MARYLAND TECHNOLOGY
ENTERPRISE INSTITUTE



TECH
PORT
UAS BUSINESS INCUBATOR



Maryland
DEPARTMENT OF COMMERCE

BOWIE **BIC**
BUSINESS INNOVATION CENTER
Accelerating Business Growth

 Inncuvate

TEDCO
LEADING INNOVATION TO MARKET

How the Challenge Works

- Program Objective: Directly engage corporations/governmental organizations (*corporates*) to create new, targeted opportunities for startups in Maryland
- Publish a technical challenge developed with the corporate partner:
 - Market the challenge to identify potential participants from the regional small and medium size company communities
 - Hold information sessions with the corporate customer to provide an overview of the challenge and answer questions
- Interested entrepreneurs are encouraged to submit abstracts and pitch:
 - We collect these responses and work with the corporate to select a viable subset
 - Host a “pitch” session for selected entrepreneurs to present to the corporate
- Post-pitch program phases
 - **Phase 2, Prototyping:** Selected suppliers will be invited to prototype AM artifacts identified by Lockheed Martin.
 - **Phase 3, Testing:** Artifacts manufactured in Phase 2 will be tested (inspection and environment testing) by Lockheed Martin and its partners.
- Challenge outcomes:
 - Engagement with Lockheed Martin is possible on several levels
 - Organizational information and test results will be archived in the Lockheed Martin AM database, which can be accessed by all Lockheed Martin programs. Lockheed Martin and the University of Maryland's joint desired outcomes are the identification of innovative companies in Maryland that can deliver AM capabilities, and potentially be a node on the Lockheed Martin AM Network.

Important Dates

July 7, 1-3 p.m. (virtual): Information Session with Lockheed Martin subject matter experts at UMD

July 14, 1-3 p.m. (virtual): Information Session with Lockheed Martin subject matter experts co-hosted by TechPort and the Maryland Department of Commerce

July 24: Abstract due date – submit abstracts through the challenge website, <http://corprenect.umd.edu/corprenect-current-cohort.html>

August 13 (tentative): Pitch session hosted by the University of Maryland at Lockheed Martin in Bethesda

FAQ

- Do participants have to be headquartered in Maryland? No, but you do need to have employees in Maryland who would be engaged in the AM work on artifacts that will be included in the challenge.
- Non-Disclosure Agreements: No NDAs will be signed until the pitch is done. Further engagement after the pitch (Phase 2 and beyond) may require mutual NDAs to be transacted.
- How do I ask additional technical questions? corprenect@umd.edu
- Where will the pitch session be? Hopefully at Lockheed Martin headquarters in Bethesda, MD. Virtual if necessary.
- When will I be notified that I have been selected for the pitch session on August 13? We Selected participants will be notified by August 3.
- Lockheed Martin Corporate Supplier Diversity: Susannah Reheb, susannah.l.raheb@lmco.com
- Maryland Department of Commerce Office of Military & Federal Affairs: Lisa Swoboda, lisa.swoboda@maryland.gov

Abstract Guidance

(Submission deadline: July 24)

The abstracts should be submitted through the challenge website (or follow the link: <https://mtech.typeform.com/to/BScT2e>).

The form will ask you to type (or paste in) a 500-word abstract and also provides you with the opportunity to upload additional information to supplement your abstract.

In the 500-word abstract you should provide a brief description of the following:

- Type of machine(s) you have or have access to
- Processes you have experience with
- Materials you have experience with
- Relevant properties of parts you have manufactured
- Experience you have had (if any) printing parts like those described in the challenge and/or parts for similar applications.

Note again, the form provides you with the opportunity to upload an additional document with materials to support your abstract (pictures, brochures, spec sheets, and/or other materials you think are helpful).