

Developing a Foundation for Proficient Research and Development Government Contract Execution

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Phenomenal Media Productions



Outline

- Overview
- The Problem
- Solve the Problem
- The Opportunity
- The Vehicle (The Knowledge Sharing Center)
- Get Engaged



Overview

Historically Black Colleges and Universities must explore different ways to boost the struggling state of funding to their institutions:

- Securing revenue from other sources besides grants, and
- Teaming together.



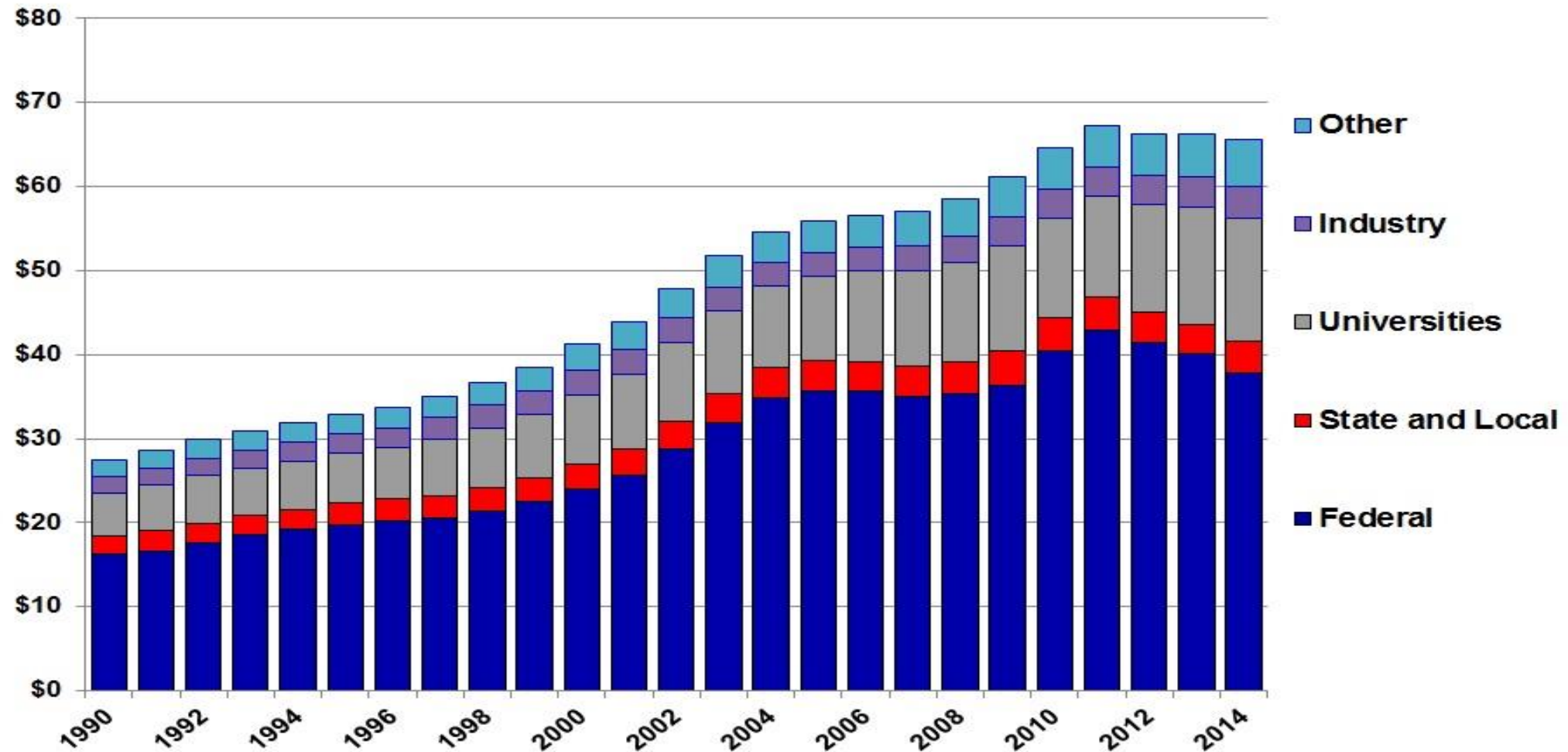
The Problem

- HBCUs will still get federal funding, but not much else.
- The first budget proposal slices federal education spending by 13.5 percent.
- Traditional funding sources for research in academia are being reduced and becoming more competitive.



University R&D Funding by Source

expenditures in billions, FY 2016 dollars



Source: NSF, National Center for Science and Engineering Statistics, *Higher Education R&D* series, based on national survey data. Includes Recovery Act funding. © 2016 AAAS

The Problem

Federal Grants

- A *flexible* instrument designed to provide money to support a public purpose. Assistance with few restrictions (*Traditional Source*)

Cooperative Agreement

- A *flexible* instrument designed to provide money to support a public purpose. Assistance with involvement between parties. (*Traditional Source*)

Contract

- A binding agreement between a buyer(Agency/Prime) and seller (Universities) to provide goods or services in return for consideration (usually monetary). Procures goods or services.



The Solution

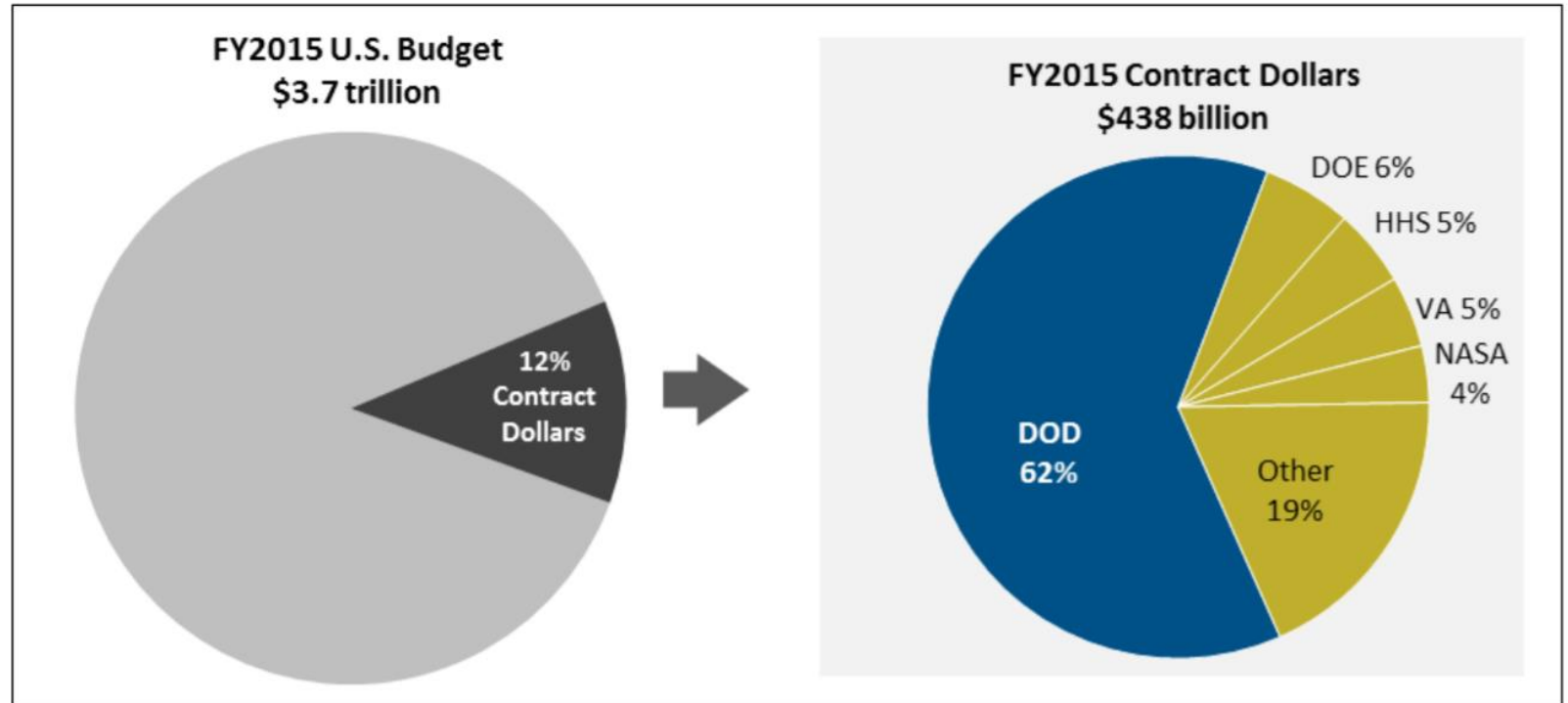
- Participate in more federal contract opportunities
- Create a separate 501(C) 3 organization to go after these opportunities (i.e. Stanford Research Institute, Georgia Tech Research Institute, Alabama A&M RISE Foundation)



The Solution

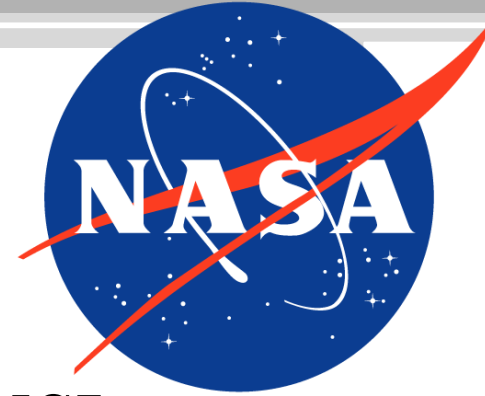
The amount of money the Department of Defense dedicated towards contract spending rose 7 percent in 2016. **Participate in those contract opportunities.**

Figure 1. Contract Obligations by Agency



Source: Federal Procurement Data System-Next Generation, April 2016. Figure created by CRS.

The Opportunity



- Participate in NASA contracts
NASA has a stated 1% goal for HBCUs and MSIs.
- \$19.5B contract budget suggests that \$195M is available to us under this goal (YEARLY!).
- According to NASA sources, they barely meet 1/10th of this goal.
- The goals will flow through Primes therefore HBCUs need to form strong relationships with Primes



Current Opportunity

- The AAMU-RISE Foundation has a current opportunity with a Prime contract for IT services- Program Name will be provided through the Knowledge Sharing Center portal.
- The Opportunity is worth \$150 million dollars, with a guaranteed negotiated percentage that will go to the HBCU upon contract/task order award with an additional percentage based on performance.
- SBIR/STTR work through Small Businesses that require faculty and staff expertise in a certain area.



The Vehicle - The Knowledge Sharing Center




The Knowledge Sharing Center is a portal where the universities and industry can gain valuable information as how the government will like you to operate on a federal contract vs. a federal grant or Cooperative Agreement. (The Learning portal)



The Vehicle - The Knowledge Sharing Center


Additionally, universities will be able to upload their capabilities and their faculty and staff area of expertise to a secured site where industry and can search and find a Subject Matter Expert (SME) to go after a SBIR/STTR.

AAMU-RISE Foundation



A Leading HBCU for R&D Contract Opportunities

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research - innovation - science - engineering

AAMU-RISE Foundation Subject Matter Experts

Name	Area of Expertise	SME Profile
Dr. Reem Albashaireh	Signal and Image Processing, Graph Theory, Mathematical Modeling	Profile-ReemAlbashaireh
Dr. Alomari Almuatasim	Finite Element Analysis, Sensors, Engineering (various)	Profile-AlomariAlumatasim
Dr. Venkata Atluri	Cyber Security, Big Data Analytics, Optimization, Other	Profile-VenkataAtluri
Dr. Alak Bandyopadhyay	Cyber Security, Finite Element Analysis, Renewable and Green Energy, Graph Theory, Big Data Analytics, Mathematical Modeling, Applied	Profile-AlakBandyopadhyay

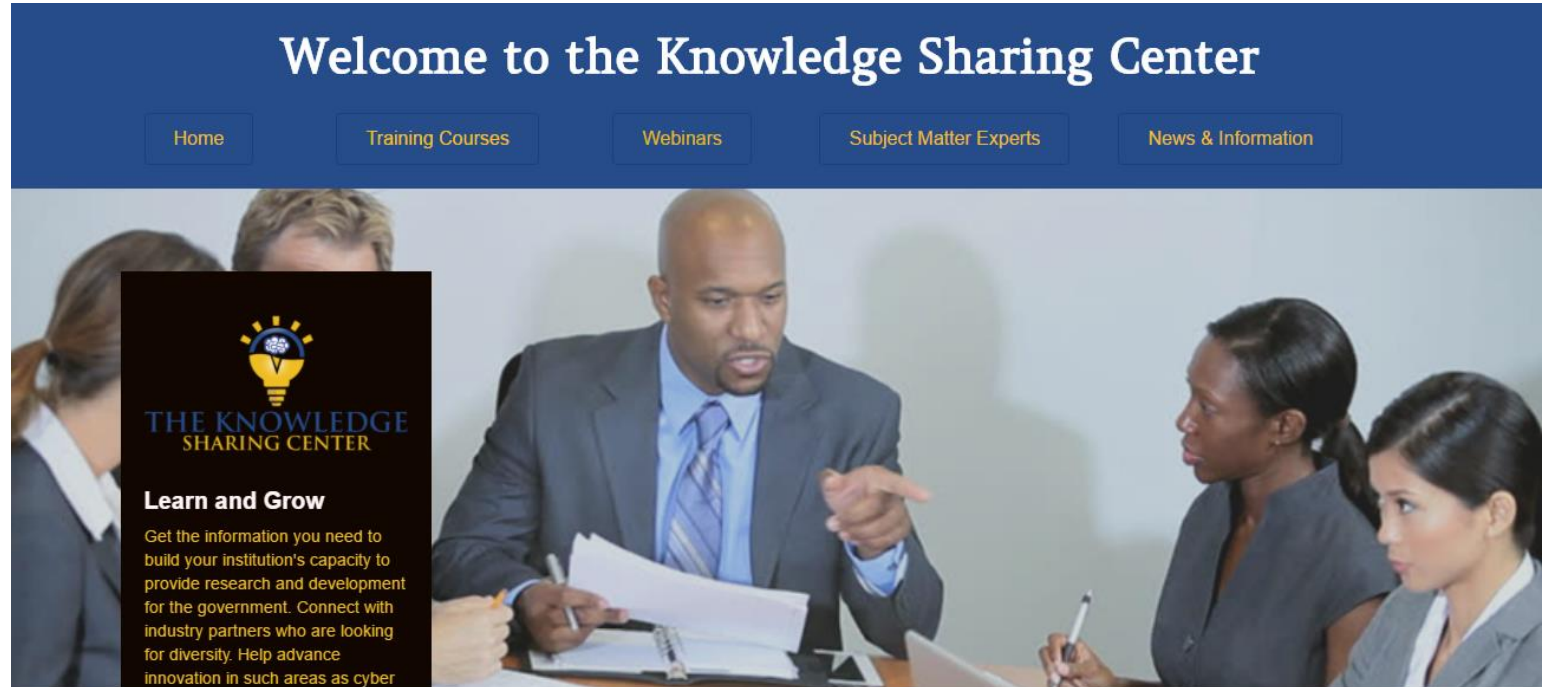
Search Options:

- Scroll through the list below to see all Subject Matter Experts
- Type an area of expertise into the search bar to filter listing for a specific expertise



The Knowledge Sharing Center

- Training Modules on the Acquisition Life Cycle of the government contract process
- Webinars to prepare you for the Training Modules and How to get the most out of them



Get Engaged

- **Annual membership for Universities** is \$99.99
Allows you to upload your capabilities and SMEs, discounts on the webinars and access government contract opportunities.
- **Businesses membership fee is \$500.00.**
Allows access to the HBCU capabilities and Subject Matter Experts. Separate training modules available for small businesses not currently doing business with the government.



How to subscribe

- Go to www.theknowledgesharingcenter.com



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