



Vertical Lift Consortium

Overview

Nick Lappos, Chairman
VLC Board of Directors

November 2013



Purpose / Mission

- VLC was formed as a not-for-profit 501(c)(3) corporation in 2009 for
 - scientific, educational and/or charitable purposes
- VLC Mission is to work cooperatively with the Services, Joint Staff, SOCOM, DARPA, and DDR&E to improve the long-term state of military vertical lift aircraft and the U.S. vertical lift industrial sector
- The VLC can make a difference:
 - With the growing need to advance the Future Vertical Lift the DoD and the industry initiated the formation of the VLC as part of an initiative to improve the long-term state of U.S. military vertical lift aircraft and vertical lift sector of industry
- We focus our agility, global relationships and rapid response to enable strategic collaboration within and across geographically diverse government, industry & academic teams, focusing on Vertical Lift science and technology.
 - Our success will improve the department of defense vertical lift capabilities by wise leverage of emerging technologies.



Current Members (65)

Large OEMs

Bell Helicopter, Lockheed Martin ,
Sikorsky Aircraft,
The Boeing Company

Large Contractors

Agusta Westland NA, EADS NA,
Kaman Aerospace
Northrop Grumman, Raytheon

Engine Companies

Advanced Turbine Engine
GE Aviation, Pratt & Whitney
Rolls-Royce

Academic/Non-Profit

Georgia Tech, Ohio State, Penn
State, UAH, UI Chicago,
Maryland, Michigan, Notre Dame
South Carolina, Tennessee,
UT- Arlington

Other Non-Profit

AHS

Suppliers

Breeze-Eastern , D-Strut, Dynetics, Galorath
Harris Corporation, Honeywell, Howell
Instrument, Lord, Precision Gear, PRICE
Systems, Terry Crews Enterprises, Inc.
United Technologies Aerospace UTRC

Non-Traditional Contractor

Altair Engineering, Blue Force Technologies,
Clausewitz Technology, duPont Aerospace
Company, EMTEQ, MD Helicopters, Modus
Aircraft, Parker Ostovich & Associates,
Peduzzi Associates, RMCI

Small VTOL R&D

Acellent Technologies, Advanced Optical
Systems, Advanced Rotorcraft Technology,
AVID, AVX Aircraft, Clockwork Solutions,
Continuum Dynamics,, Karem Aircraft, Mide
Technology, Piasecki Aircraft, Saddle Butte
Systems, Sentinel Tactical Electronics,
Techno-Sciences. Texas Research Institute



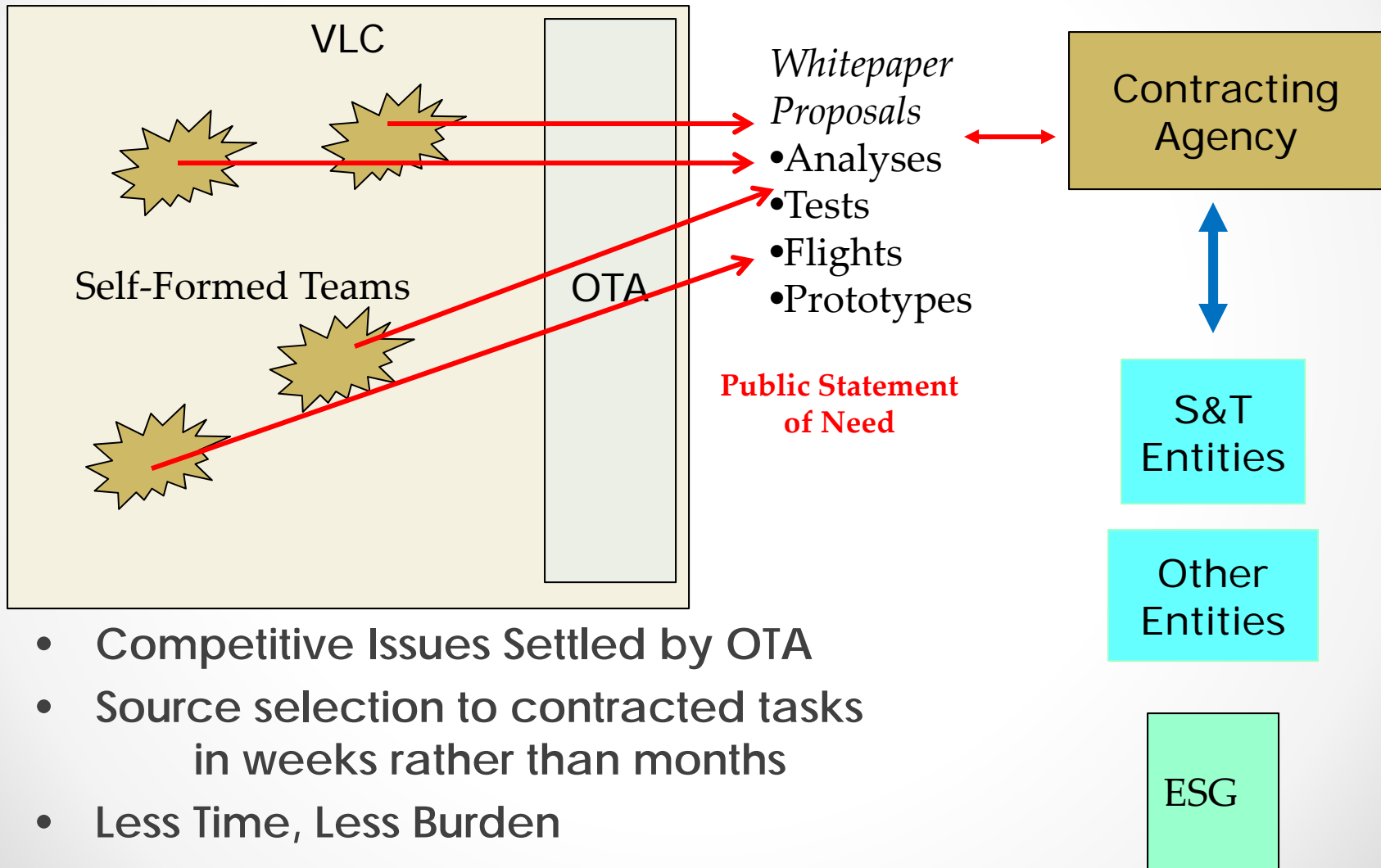
VLC Other Transaction Agreement

CHARACTERISTICS	BENEFITS
Open Membership	Affords opportunity for all to participate by lowering barriers to entry
Streamlined Acquisition	Expedites development and fielding of prototype materiel solutions without cumbersome restrictions imposed by FAR-based contracting.
Collaborative Environment	Permits Government and Consortium member collaboration in the development and execution of annual Technology Development Plan against which projects can be proposed, evaluated, funded, awarded and executed to quickly satisfy warfighter needs.
Targeted Research Investment	Provides Consortium members an insight into the requirements development process which in turn allows them to focus their Independent Research and Development (IRAD) resources on things that matter to the Government and to the warfighter.
Non-traditional Participation	Encourages participation by non-traditional defense contractors that can bring innovative technologies and solutions to both the Government and the Consortium member organizations.
Resource Leveraging	Allows Government and Consortium members to leverage their financial resources and employ each others facilities, technology and human capital investments to achieving critical mass.
Single-Point Contracting	Reduces proposal preparation; contract award; and, congressional reporting burdens on both the Government and Consortium.
Customer Funding Protection	Protects customer funding by obligating funds to the Consortium before proposals are prepared and submitted for evaluation.



VLC Members Already On Contract

Tasks Are Added Line Items



- Competitive Issues Settled by OTA
- Source selection to contracted tasks in weeks rather than months
- Less Time, Less Burden
- No Protests



Doing Business with the VLC

Collaborative S&T Projects	<ul style="list-style-type: none">• coordinated research and development program designed to develop prototype aviation technologies• can perform coordinated planning and research and development prototype efforts designed to encompass a broad range of aviation technologies• Example recent project “Application of Advanced Propulsion and Power Modeling to Comprehensive Rotorcraft Design and Analysis Tools” completed by VLC member AVX
Directed Studies, Broad Industry Participation	<ul style="list-style-type: none">• Provide the Government with industrial models and best practices in S&T• Current project to improve capabilities in Rotorcraft Cost Modeling, Army Aviation Development Office
Surveys, Industry Consensus Positions	<ul style="list-style-type: none">• Provide the Government advice in planning S&T programs, particularly in relation to the Future Vertical Lift strategy• Sector-by-Sector Tier-by-Tier (S2T2) study for OSD of Industrial base capabilities and vulnerabilities• FVL S&T Strategic Plan Assessment



Future Vision: The VLC in 2016

Client Value Perspective

- VLC is sought out by government, industry and academia due to our national reputation as a premier source of Vertical Lift R&D collaborations
- We have deployed/can point to multiple technologies that have had a demonstrable impact on Vertical Lift capabilities
- Our client base has grown by a factor of 200%
- Our membership has grown by a factor of 30%
- We have large, meaningful programs with Army, Navy, Air Force, DHS, others...

Financial Perspective

- We are executing \$40M in R&D annually
- We provide the value proposition, business models, and resources necessary to sustain the VLC as a business

Value-Adding Process Perspective

- Maximize productivity of staff and efficiency of internal processes to reduce time and cost for program launch

Impact

- Accelerated economic growth and cost-efficient government by extraordinary leverage of emerging technologies.
 - VLC projects have deployed at least 5 technologies that have had a demonstrable impact on Vertical Lift capabilities
 - VLC projects deliver a steady flow of innovative solutions to meet the nation's challenges