

★★★ The contacts and tips in this guide can put you on the path to federal contracting success! ★★★

Michigan Defense Center
ONLINE RESOURCE GUIDE
for DoD Contracting 
www.ArsenalofInnovation.com

The Michigan Defense Center Resource Guide will help you and your company explore ways to **expand** your portfolio, **protect** your business from cyclical downturns and **grow** your bottom line.

Defense/Defense Aerospace/Homeland Security contracting isn't easy, but it is lucrative. Michigan's defense eco-system and the state and federal resources available to you can position your Michigan company to **take advantage of this market**.

MICHIGAN
DEFENSE CENTER
MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



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The Michigan Defense Center extends special thanks to its partners for their help in creating this guide.



Introduction

The Michigan Defense Center created this resource guide for Michigan companies and innovators who are interested in doing business with the Department of Defense (DoD) and Department of Homeland Security (DHS). The purpose of the guide is to provide information on the various organizations, tools and other resources available locally and at the state or national level that can help you win federal contracts. These resources are free or available at a low cost for Michigan companies.

*No matter what you make or provide,
opportunities are available in the federal
system to grow your business.*

Why Get Into Defense Contracting?

- Diversify your portfolio to reduce risk and weather economic downturns
- Create opportunities for steady work and revenue
- Defense, defense aerospace and homeland security cross over into every industry
- Grow your business

About the Michigan Defense Center

www.michigandefensecenter.com

The Michigan Defense Center, an operation of the Michigan Economic Development Corporation (MEDC), is the lead voice for Michigan's defense and homeland security economy. It has galvanized 33 academic institutions and local, state, and economic development organizations to become partners in protecting and growing the defense assets and industry in the state. To date, the Michigan Defense Center has distributed \$6.5 million in grants to these partners and small businesses in Michigan including the Upper Peninsula. The tools and resources that the Michigan Defense Center has developed to assist Michigan businesses such as the Bid Targeting System (BTS) and Proposal Writing Services (PWS) has resulted in 400 new Michigan small businesses becoming engaged in the defense industry, and winning \$220 million in contracts.

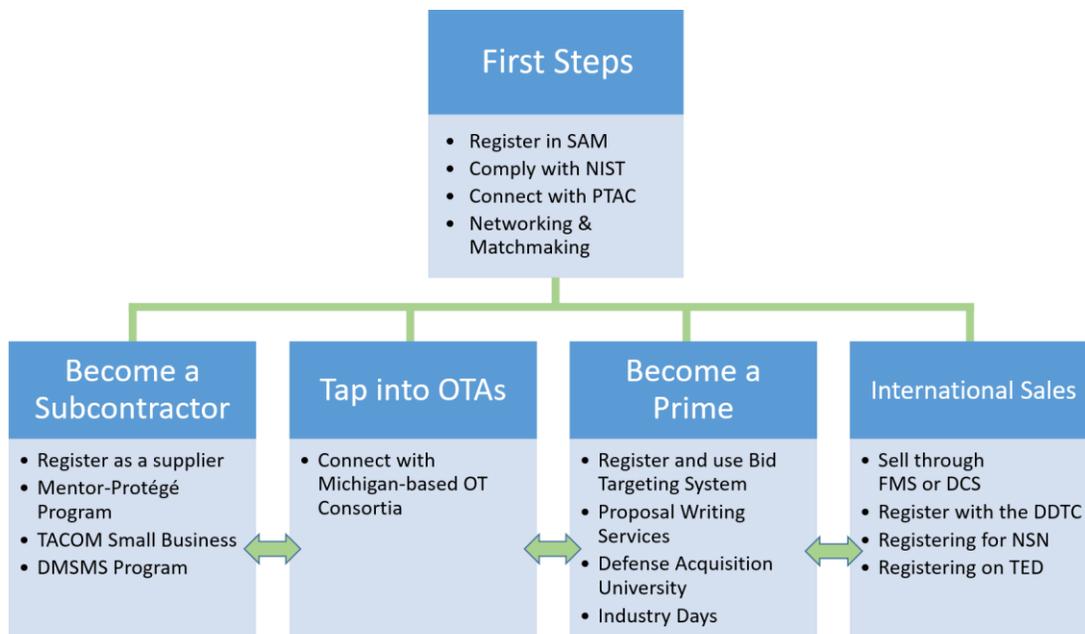


Getting Started

There are three main paths to get into defense contracting. Perhaps the easiest way to enter the federal supply chain is to become a **Subcontractor** where you provide your goods or services to a company that already has a contract with the federal government. If you have an innovative idea that you would like to develop, prototype or produce, you can get a federal contract through **Other Transaction Authorities (OTAs)**. Finally, you can become part of the federal supply chain by providing your goods or services directly to the federal government as a **Prime Contractor**. Whatever path you take to win a federal contract or become part of the federal supply chain, *you must first do the following things:*

1. Register your company with the U.S. government through the System for Award Management (SAM) at www.sam.gov. SAM is a federal government-owned and operated website that allows companies to register and do business with the U.S. government. You must complete your SAM registration in order to bid on federal contracts, work as a federal contractor, or apply for federal grants.
2. You also need to comply with NIST 800-171, a federal cybersecurity requirement. This requirement ensures that government contractors are able to protect the confidentiality of Controlled Unclassified Information (CUI). Contact your local Procurement Technical Assistance Center (PTAC) at www.ptacsofmichigan.org or the Michigan Manufacturing Technology Center (MMTC) at www.the-center.org to receive assistance with NIST compliance.
3. Connect with your local Procurement Technical Assistance Center (PTAC) at www.ptacsofmichigan.org to receive free or low-cost support for entering the federal supply chain such as individualized business counseling, training, registration and certifications, bid proposals, and matchmaking.

Matchmaking and networking are important activities for all companies to engage in for success in the federal supply chain. This guide provides information on various organizations that host networking and matchmaking events throughout the state that connect companies with each other. Go to the Matchmaking and Networking sections in this guide for details on these resources.



System for Award Management (SAM)

www.sam.gov

SAM is a federal government-owned and operated website that allows companies to register and do business with the U.S. government. You must complete your SAM registration in order to bid on federal contracts, work as a federal contractor, or apply for federal grants. Go to www.sam.gov to create a user account, or update or renew an entity registration.

Procurement Technical Assistance Centers (PTACs) of Michigan

www.ptacsofmichigan.org

The mission of the PTAC is to enhance the national defense and economic development of the State of Michigan by helping area businesses secure local, state and federal contracts. The PTAC staff are trained contracting specialists and will help your company obtain the most current and relevant information available. The PTAC will provide insight into the research process and coach you in the use of information obtained. PTAC is a regionally-designated program. Please refer to the website www.ptacsofmichigan.org to locate your PTAC office.

PTACs provide assistance with the following:

- Individualized business counseling
- Support with bid proposals
- Information on all government levels
- Identification of bid opportunities
- Registrations & certifications
- Training events
- Networking/matchmaking events
- Federal Acquisition Regulations (FAR)
- Procurement award history

Michigan Manufacturing Technology Center (MMTC)

www.the-center.org

MMTC offers personalized consulting services that enable Michigan manufacturers to work smarter, compete and prosper. The center works to develop more effective business leaders, drive product and process innovation, assist with navigating through governmental regulations, promote company-wide operational excellence and fosters creative strategies for business growth and greater profitability.

MMTC also assists companies in developing programs for and complying with:

- NIST 800-171 - Cybersecurity Compliance
 - *In 2018 the DoD issued cybersecurity-related requirements for government contractors in order to protect the confidentiality of Controlled Unclassified Information (CUI) in non-federal systems and organizations. If you are a government contractor, failure to meet these requirements can result in the loss of your contracts.*
- AS 9100 - Quality management standards for the Aerospace, Space & Defense (ASD) industry
 - *This standard provides suppliers with the requirements for creating and maintaining a comprehensive quality system for providing safe and reliable products to the ASD industry, as well as civil & military aviation requirements. "AS9100 Certified" means an organization has met the requirements of AS9100D.*

Visit www.the-center.org to learn more about MMTC and for a complete list of services.



Matchmaking

The Michigan Defense Center partners with business assistance organizations create programs or host events that connect companies with suppliers. Here is a list of organizations that offer regular matchmaking opportunities.

Pure Michigan Business Connect (PMBC)

PMBC is a free service offered by the Michigan Economic Development Corporation (MEDC) that brings small to medium-sized Michigan businesses together with local, national and global companies for supply chain sourcing opportunities. Visit the PMBC website for more information or to sign up for a matchmaking event: <https://www.michiganbusiness.org/services/pure-michigan-business-connect/>

Procurement Technical Assistance Centers (PTACs) of Michigan

PTACs of Michigan sponsor conferences and matchmaking events for small business vendors to connect with government agency and prime contractor buyers. Visit the website for the calendar of events throughout the state: www.ptacsofmichigan.org

Michigan Manufacturing Technology Center (MMTC)

The Michigan Manufacturing Technology Center (MMTC) offers a Proud to Manufacture in Michigan (PTMIM) program that connects companies with suppliers that manufacture within the state. MMTC provides free customized lists of potential suppliers to its clients. Go to <https://www.the-center.org/Our-Services/Growth/Matchmaking> for more information and a free assessment.

National Defense Industrial Association - Michigan Defense Exposition (MDEX)

The Michigan Chapter of the National Defense Industrial Association (NDIA) hosts the Michigan Defense Exposition (MDEX) annually. The conference offers a comprehensive program briefing, one-on-one meetings with buyers and original equipment manufacturers (OEMs), matchmaking and training opportunities, and industry exhibits and demonstrations. Go to <http://ndia-mich.org/events/michigan-defense-expo> for more information on this year's MDEX.



Networking

Several national defense-related professional organizations have chapters in Michigan. These organizations provide a good means for networking and professional development.

Association of the United States Army (AUSA)

<https://www.ausaarsenalofdemocracy.org/>

The AUSA is a non-profit professional organization that acts as the advocate for the United States Army. It is the voice for soldiers and government civilians, which includes Active Army members, National Guard, Army Reserve, cadets, retirees, veterans, and their families. The organizations also represent businesses and individuals who wish to advance the interests of the men and women serving the United States. The Arsenal of Democracy Chapter, headquartered in Centerline, Michigan, was chartered in 1959. The Chapter is made up of both Individual and Corporate members and represents the entire state of Michigan. Visit <https://www.ausaarsenalofdemocracy.org/> for more information.

Defense Entrepreneurs Forum (DEF)

www.defenseentrepreneurs.org

DEF is an all-volunteer, non-profit organization whose purpose is to promote a culture of innovation in the national security community. It does this by convening events to inspire, connect and empower individuals and companies. DEF currently has chapters in Detroit and Ann Arbor. Visit www.defenseentrepreneurs.org for more information on the organization and events near you.

National Defense Industrial Association (NDIA)

www.ndia.org

The National Defense Industrial Association (NDIA) is a non-partisan, non-profit educational association founded to educate its members on all aspects of national security. NDIA provides a platform through which leaders in government, industry and academia can collaborate and provide solutions to advance the national security and defense needs of the nation. NDIA convenes events and forums for the exchange of ideas, which encourage research and development, and routinely facilitates analyses on the complex challenges and evolving threats to our national security. It is comprised of about 1,700 corporate and 70,000 individual members.

The NDIA Michigan Chapter supports the government-industry team in the state by providing networking, matchmaking, and program and technology-focused events including the Michigan Defense Exposition (MDEX). The Chapter is also active in supporting future scientists and engineers through STEM-related scholarships, competition support, and activities. Visit www.ndia.org for more information.

Women in Defense (WID) – Michigan Chapter

www.wid-mi.org

Women in Defense (WID) Michigan Chapter is a non-profit professional networking and development organization for women and men across the state who contribute to national defense and security. The organization is an affiliate of National Defense Industrial Association (NDIA). WID cultivates the advancement of women leaders in government, defense and national security professions. The Michigan Chapter also seeks to provide its members with professional development, networking and educational opportunities. Visit www.wid-mi.org for more information.



Subcontractor Resources

The easiest way to enter the federal supply chain is to become a Subcontractor where you provide goods and services to companies that already have contracts with the federal government. Here are some resources to help you get connected with these Prime Contractors.

Register Your Company with Prime Contractors

Some large Michigan companies that regularly do business directly with the government have offices that actively seek suppliers. Below are information and links to these companies where you can learn more about their processes and register your business:

General Dynamics Land Systems, headquartered in Sterling Heights, is a global leader in manufacture of tracked and wheeled military vehicles. The Abrams main battle tank, the family of Stryker and LAV wheeled combat vehicles, and the AJAX armored fighting vehicles are at the heart of Land Systems' military vehicle platforms. For more information and to register as a supplier go to:

<https://www.gdls.com/suppliers/doing-business-with.html>

BAE Systems, Inc. is an international defense, aerospace and security company that delivers a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and customer support services. The company's combat vehicle headquarters is located in Sterling Heights. To register as a supplier go to:

<https://baesystems.hicx.net/bae/hicxesm-portal/app/discovery-login.html>

Oshkosh Corporation is an American industrial company that designs and builds specialty trucks, military vehicles, truck bodies, airport fire apparatus and access equipment. Located in Warren, Oshkosh Defense is a global leader in the design, production and sustainment of tactical military vehicles and mobility systems. For more information and to become part of the Oshkosh Supplier Network, go to:

<https://osn.oshkoshcorp.com/>

DoD Mentor-Protégé Program (MMP)

<https://business.defense.gov/Programs/Mentor-Protege-Program/>

The DoD Office of Small Business Programs operates a mentor-protégé program (MMP) to help eligible small businesses develop technical capabilities and expand their footprint in the military supply chain. At the same time mentor firms use the MPP to fill unique niches and as part of their sourcing plans. As a result small businesses and larger companies are able to partner to form winning relationships with each other and the DoD. Under the program protégé firms have added about 13 new full-time employees to their payroll and earned \$7.3 million in additional revenue for each year of participation. Mentor companies receive reimbursement for costs associated with developmental assistance or credit toward small disadvantaged business goals. For more information and eligibility requirements go to

<https://business.defense.gov/Programs/Mentor-Protege-Program/>



U.S. Army Tank-automotive & Armaments Command (TACOM)

<https://www.tacom.army.mil/sbo/>

TACOM unites a community of Army organizations into an “enterprise” that focuses on soldier and ground systems throughout the entire acquisition life cycle of those systems from concept development, engineering and manufacturing development, production and deployment, operations and support, and disposal. The TACOM enterprise community consists of Acquisition, Technology, and Logistics (AT&L) organizations as well as contracting support. TACOM has several long term contracts with many prime contractors and can provide contact information with basic contract information for subcontracting opportunities. Please email a message to usarmy.detroit.tacom.mbx.lcmc-osbp@mail.mil to request the list.

Reverse Engineering Projects for Diminishing Manufacturing Sources and Material Shortages (DMSMS)

www.automationalley.com

DMSMS is the loss of resources and material needed to build, maintain and operate warfighting equipment. In recent years, the U.S. Defense Industry has shifted its focus from producing new weapons, vehicles and other defense systems to sustaining existing systems. However, many of the original suppliers and manufacturers of the various parts that make up these systems are no longer in business or have ceased to supply needed parts.

In cases where the original supplier or manufacturer of a part needed by US Armed Forces is no longer in business, the technical data needed to continue manufacturing that part is often lost or is only available at a high price. In these cases, Automation Alley can identify companies that are capable of reverse engineering the parts and developing a corresponding technical data package and prototype. Automation Alley has a current contract with the Army Contracting Command - Warren for dealing with obsolescence and DMSMS issues. The contract is available to all services, other government agencies (both U.S. and non-U.S.), and customer organizations throughout the Department of Defense (DoD). If your company is interested in a reverse engineering DMSMS project, please contact us at info@automationalley.com.



Other Transaction Authority (OTA) Resources

<https://aida.mitre.org/ota/>

OTAs are procurement instruments other than contracts, grants, or cooperative agreements. The DoD uses OTAs to access innovative research and development from non-traditional contractors or traditional contractors when statutory requirements are met. OTAs provide flexibility that allows for increased speed, flexibility, and accessibility for research and prototyping activities than permitted under statutes and regulations that apply to traditional FAR based contracts. OTA agreements may be fixed-price, expenditure based, or hybrid. Learn more about Other Transaction Authority (OTA) at <https://aida.mitre.org/ota/>.

Numerous Other Transaction (OT) consortia exist to connect highly innovative companies with their respective government sponsors including Office of the Secretary of Defense (OSD), Air Force, Army, Navy, Defense Logistics Agency (DLA), Department of Homeland Security (DHS), Customs and Border Patrol (CBP), and the National Geospatial-Intelligence Agency (NGA). Learn more about each consortium at <https://aida.mitre.org/ota/existing-ota-consortia/>.

Michigan-based OT Consortia

National Advanced Mobility Consortium (NAMC)

www.NAMConsortium.org

Based in Ann Arbor, NAMC is an established, independent, membership-based, nationwide alliance of traditional and nontraditional United States companies, academic institutions, and other organizations involved in research & development, prototyping and production of the complete range of manned and unmanned ground vehicle system (GVS), sub-system, and component technologies. The NAMC mission is to provide the government with ready, quality access to innovators dedicated to the development of manned and unmanned autonomy-enabled military technologies for the U.S. Warfighter.

For over a decade, the NAMC has been serving the DoD as an industry partner providing fast, flexible, innovative and agile acquisition solutions. The Ground Vehicles Service Center (GVSC) and the Next Generation Combat Vehicle Cross Functional Team (NGCV CFT) are our primary government stakeholders and partners also based in Michigan.

NAMC membership is open to all vetted traditional and nontraditional, large and small, for-profit companies, academic institutions and non-profit organizations with in-house technical expertise in GVS and related technologies, and a U.S. presence. Learn more about NAMC at www.NAMConsortium.org

Defense Automotive Technologies Consortium (DATC)

www.datc.saeitc.org

Based in Troy, DATC's objective is to provide members from private industry, not-for-profit and academia opportunities to develop and transition advanced automotive technologies to all branches of military and government agencies. Learn more about DATC at www.datc.saeitc.org

Focus areas of automotive technology include:

- Automotive Cybersecurity
- Vehicle Light Weighting
- Connected Vehicles
- Propulsion Technologies
- Vehicle Safety Technologies
- Autonomous Vehicles and Intelligent Systems
- Advanced Energy Storage Technologies
- Active Suspension Technologies



Prime Contractor Resources

One way to do business in the federal system is to bid directly on federal contract opportunities and become a Prime Contractor. Here are resources to help you get started, or increase your competitiveness in winning direct contracts.

Big Targeting System (BTS)

www.bidtarget.org

BTS is an online tool sponsored by the Michigan Defense Center and offered at no cost to all Michigan companies. It identifies and prioritizes federal contract opportunities for companies. The platform also scores companies the way a federal contracting officer would, giving small and medium-sized contractors the same advantages that large primes derive from their in-house experts. BTS is a useful resource for companies with government contract experience and those that have not yet entered the federal supply chain. Visit www.bidtarget.org to register for a free BTS account.

FEATURES

- Prioritize bid opportunities with custom search filters and criteria weights
- Automatically match your firm with top bidding opportunities
- Receive daily email notifications of new bid opportunities
- Save and manage your favorite bid opportunities with total user control



Proposal Writing Services (PWS)

www.bidtarget.org

The Michigan Defense Center offers a Proposal Writing Services (PWS) grant program to assist Michigan companies in writing a winning bid response to a Department of Defense (DoD), Department of Homeland Security (DHS), or GSA Schedule contract opportunity. Grant funds are leveraged to subsidize the cost of proposal writing services contracted through one of the Michigan Economic Development Corporation (MEDC) pre-qualified bid-writing firms. Based on the information provided by the applicant, the Michigan Defense Center will determine the amount of funding offered, not to exceed 50 percent or \$10,000. Visit www.bidtarget.org to apply for grant funding and explore pre-qualified proposal writing vendors.

Defense Acquisition University (DAU)

<https://www.dau.edu/industry-support/p/doing-business-with-the-department-of-defense#section-get-started>

DAU is a corporate university of the United States Department of Defense (DoD) offering acquisition, technology, and logistics (AT&L) training to military and Federal civilian staff and Federal contractors. Each fiscal year, the Federal Government awards tens of billions in DoD contracts to small businesses. Click on the link to the DAU website above for information on how to start preparing your business to compete for and win those awards.

Industry Days

www.sam.gov

The Department of Defense (DoD) Program Management Office (PMO) conducts Industry Day events to present plans for a current or future procurement to industry. Events are usually held prior to a Request for Proposal (RFP) being released or any major changes in a program. Industry Day is an opportunity for the government to express its goals and solicit feedback from companies about a procurement. Industry representatives usually have an opportunity meet one-on-one with program office personnel to ask questions and provide input as well. These events allow companies to get a good understanding of what the government needs, and provide a method for shaping an RFP towards your unique offering. Industry Day is usually announced on the System for Award Management (SAM) www.sam.gov. See the Michigan Defense Center's calendar for any Industry Day events scheduled in the state.



International Sales

International military sales have been consistently increasing over the years. There are two primary methods a company can get involved: through the U.S. Government's Foreign Military Sales "FMS" (government-to-government sales), and Direct Commercial Sales "DCS" (negotiated directly between the contractor and the foreign customer). Participating in international sales can assist in diversifying your company's defense portfolio. In times when the Department of Defense decreases their funding, there will still be the opportunity to sell products and services into other markets that are increasing their expenditures.

Export Controls

Export controls are U.S. laws and regulations that regulate and restrict the release of critical information, services and technologies to foreign nationals, within and outside of the United States, and foreign countries for reasons of foreign policy and national security. The scope of export-controlled items is very broad.

U.S. International Traffic in Arms Regulations (ITAR)

[International Traffic in Arms Regulations](#) is a United States regulatory regime to restrict and control the export of defense and military related technologies to safeguard U.S. national security and further U.S. foreign policy objectives. ITAR is administered by the [Directorate of Defense Trade Controls \(DDTC\)](#), which is part of the U.S. Department of State (DOS). **ALL DEFENSE CONTRACTORS MUST REGISTER WITH THE DDTC.** The ITAR control list is found in the U.S. Munitions List (USML).

U.S. Export Administration Regulations (EAR)

[Export Administration Regulations](#) are a set of regulations administered by the Bureau of Industry and Security, which is part of the U.S. Commerce Department. The list of EAR-controlled items is published in the Commerce Control List (CCL) and controls the export of "dual use" goods and goods that are not controlled by other regulations. The term dual use is used to refer to products that have a commercial function, but it could also be used in applications or destinations the U.S. would prefer it not be used. Most commercial shipments are subject to the EAR.

U.S. Office for Foreign Assets Control (OFAC)

The [Office of Foreign Assets Control](#) of the US Department of the Treasury administers and enforces economic and trade sanctions based on US foreign policy and national security goals against targeted foreign countries and regimes, terrorists, international narcotics traffickers, those engaged in activities related to the proliferation of weapons of mass destruction, and other threats to the national security, foreign policy or economy of the United States.

USML

[United States Munitions List](#) includes articles, services, and related technical data that are designated as defense articles or defense services pursuant to sections 38 and 47(7) of the [Arms Export Control Act](#) constitute the United States Munitions List (USML).



Registering for NSN (National or NATO Stock Number)

A [National Stock Number](#) (also known as a NATO Stock Number) is the official label applied to an item of supply that is repeatedly procured, stocked, stored, issued, and used throughout the federal supply system. It is a unique item identifying series of numbers. When a NSN is assigned to an item of supply, data is assembled to describe the item. Some data elements include information such as an item name, manufacturer's part number, unit price, and physical and performance characteristics. NSNs are an essential part of the military's logistics supply chain used in managing, moving, storing, and disposing of material.

Registering on TED (Tenders Electronic Daily)

[TED \(Tenders Electronic Daily\)](#) is an online portal which publishes around 622,000 public procurement notices per year, and assists economic operators find business opportunities from around the European Union. Find out if you would benefit from TED and why your company should register by visiting their site.

Global Chamber of Commerce

[Global Chamber®](#) is a thriving community of professionals, mentors and innovative companies taking on the world of global business. They provide information, connections and mentoring for leaders to capture global business opportunities.



Startup and Small Business Resources

If you have an innovative idea and want to start or grow your small business, there are several organizations that can help you. Here is information on some organizations, events and funding or grant opportunities.

Michigan Small Business Development Center (SBDC)

www.sbdcmichigan.org

The Michigan SBDC assists entrepreneurs and business owners in launching, growing, transitioning and innovating their companies. The center has 11 regional offices and over 20 satellite offices to provide personalized consulting, training and research assistance. Other services include business plan development, market research, capital raising, workshops, technology commercialization, financial management, export strategy, strategic planning, and human resources and organizational development. Visit www.sbdcmichigan.org for more information.

VetBiz Central

www.vetbizcentral.org

VetBiz Central is a Michigan-based Veteran Business Outreach Center (VBOC). It assists veterans, active duty, Guard, and Reserve members in forming and expanding their businesses through entrepreneurial training, education, mentoring, counseling, and procurement resources. Visit www.vetbizcentral.org for more information.

PlanetM

www.planetm.com

The Michigan Economic Development Corporation (MEDC) created the PlanetM initiative to connect innovators with the state's mobility ecosystem. It is a partnership comprised of mobility organizations, communities, educational institutions, research and development organizations, and government agencies that are working together to develop and deploy cutting edge mobility technologies. PlanetM offers two types of grants to mobility companies: the Testing Grant allows for testing technologies at Michigan's state-of-the-art testing facilities, and the Pilot Grant allows global to deploy their technologies in the state. Visit www.planetm.com for more information.

Air Force Pitch Days

<https://www.afsbirsttr.af.mil/AF-Pitch-Day/How-to-submit/>

The Air Force recognizes that many mind-blowing ideas are being birthed in U.S. startup companies. In order to capture these ideas and inspire creativity toward national security challenges, the Air Force SBIR/STTR program hosts Pitch Day events for startups and small businesses. Pitch Days are a combination of product expo and reality series where the most promising developers are selected from an initial review. That group then pitches their ideas live to a team of Air Force experts and defense partners for an opportunity to compete for on-the-spot contracts. Visit <https://www.afsbirsttr.af.mil/AF-Pitch-Day/How-to-submit/> for more information or see the Michigan Defense Center calendar for any scheduled Pitch Day events in the state.



xTechSearch

<https://www.arl.army.mil/xtechsearch/about.html>

The Army sponsors a recurring competition called xTechSearch as a way to engage with the non-defense business sector and start-up technology companies in order to uncover novel dual-use science and technology solutions. The competition aims to tackle the Army's most critical modernization challenges supporting the top Army focus areas. It consists of four phases that all eligible participants progress through, starting with white papers and culminating in proof-of-concept demonstrations at the Association of the United States Army (AUSA) conference. Monetary prizes are given to the finalists in each phase. The xTechSearch program also provides resources to eligible small businesses by providing research opportunities with Army labs, and helping make connections to Army subject matter experts that can provide feedback and mentorship on their technology. For more information on the competition visit: <https://www.arl.army.mil/xtechsearch/index.html>.

Current emerging and new technology focus areas:

- Long Range Precision Fires
- Next Generation Combat Vehicle (NGCV)
- Future Vertical Lift (FVL)
- Network Hardware, Software & Infrastructure
- Air & Missile Defense
- Soldier Lethality
- Medical Technologies
- Military Engineering Technologies
- Manufacturing & Manufacturability Technologies

Modernization in the Motor City

The U.S. Army Next Generation Combat Vehicle (NGCV) Cross Functional Team (CFT) located at the Detroit Arsenal in Sterling Heights hosts one-on-one sessions with industry, academic, and foreign and domestic defense partners. The purpose of the one-on-one sessions will be for Industry to market its capability, technology, or product to the NGCV CFT that it believes would provide utility to the U.S. Army and its Soldiers specific to Ground Combat Vehicles. These sessions will not be used to discuss specific requirements that have been, or are about to be, officially solicited by the Government. Interested parties should submit a one-page white paper to usarmy.detroit.ccdc-gvsc.mbx.ngcv-cft@mail.mil that describes your product or technology and contains the following information:

- a. current relevant customers of your product;
- b. self-assessed maturity level of your product;
- c. why you believe your product would be beneficial to the Soldiers and how its related to Ground Combat Vehicles; and
- d. any cost information associated with your product



Other Business Resources

Automation Alley – Michigan’s Industry 4.0 Knowledge Center

www.automationalley.com

Automation Alley is Michigan's Industry 4.0 knowledge center, with a global outlook and a regional focus. Industry 4.0 is the convergence of digital and physical technologies disrupting the manufacturing industry and being realized today in smart factories across the globe. Manufacturers worldwide are attempting to wrap their heads around the magnitude of change involved with Industry 4.0, which has opened the flood gates of innovation, creating both immense opportunities and great challenges for manufacturers who now must rethink, retool and rebuild the way they do business.

Automation Alley’s role is to help manufacturers increase revenue, reduce costs and make strategic decisions during this time of rapid technological change. Its programs give companies a competitive advantage by helping them along every step of their digital transformation journey. As a nonprofit technology and manufacturing business association, Automation Alley connects industry, academia and government to fuel Michigan's economy and accelerate innovation. For more information:

<https://www.automationalley.com>

Michigan Economic Development Corporation (MEDC)

www.michiganbusiness.org

The MEDC collaborates with over 100 economic development partners to assist new and existing Michigan companies in growing and expanding their businesses. Services include the MEDC Real Estate Database, supplier matchmaking, international trade services, and capital sourcing. Regional Business Development Managers (BDM) are available to provide personalized business assistance. Visit <https://www.michiganbusiness.org/services/> for more information and to identify your BDM.

Testing Centers

Michigan Unmanned Aerial Systems Consortium (MUASC)

www.michiganuas.com

The Michigan Unmanned Aerial Systems Consortium (MUASC) is a 501(c)(3) nonprofit organization. Its services address coordinated access for FAA waivers and Certificates of Authorizations (COAs), site reconnaissance, preflight planning activities, safety reviews, and ground and air specifics. MUASC is the only Unmanned Aerial Vehicle (UAV)/Unmanned Aircraft Systems (UAS) designated testing partner of PlanetM. Contact Melinda Marion at melinda@michiganuas.com for more information, or to select MUASC as your testing partner through the PlanetM Mobility Grant Program apply at:

<https://www.planetm.com/test-and-pilot/>.



Acronyms

ASD	Aerospace, Space & Defense
AT&L	Acquisition, Technology, and Logistics
AUSA	Association of the United States Army
BDM	Business Development Managers
BTS	Big Targeting System
CBP	Customs and Border Patrol
CCL	Commerce Control List
COA	Certificates of Authorizations
CUI	Controlled Unclassified Information
DATC	Defense Automotive Technologies Consortium
DAU	Defense Acquisition University
DCS	Direct Commercial Sales
DDTC	Directorate of Defense Trade Controls
DEF	Defense Entrepreneurs Forum
DHS	Department of Homeland Security
DLA	Defense Logistics Agency
DMSMS	Diminishing Manufacturing Sources and Material !
DoD	Department of Defense
EAR	Export Administration Regulations
FMS	Foreign Military Sales
FVL	Future Vertical Lift
GVS	Ground Vehicle System
GVSC	Ground Vehicles Service Center
ITAR	International Traffic in Arms Regulations
MDEX	Michigan Defense Exposition
MEDC	Michigan Economic Development Corporation
MMP	DoD Mentor-Protégé Program
MMTC	Michigan Manufacturing Technology Center
MUASC	Michigan Unmanned Aerial Systems Consortium
NAMC	National Advanced Mobility Consortium
NATO	North Atlantic Treaty Organization
NDIA	National Defense Industrial Association
NGA	National Geospatial-Intelligence Agency
NGCV	Next Generation Combat Vehicle Cross
CFT	Functional Team
NIST	National Institute of Standards and Technology
NSN	National Stock Number (NATO Stock Number)
OEM	Original Equipment Manufacturers
OFAC	Office for Foreign Assets Control
OSD	Office of the Secretary of Defense
OT	Other Transaction
OTA	Other Transaction Authority
PMBC	Pure Michigan Business Connect
PMO	Program Management Office



PWS	Proposal Writing Services
PYAC	Procurement Technical Assistance Centers
RFP	Request for Proposal
SAM	System for Award Management
SBDC	Small Business Development Center
TACOM	Tank-automotive & Armaments Command
TED	Tenders Electronic Daily
UAS	Unmanned Aircraft Systems
UAV	Unmanned Aerial Vehicle
USML	United States Munitions List
VBOC	Veteran Business Outreach Center
WID	Women in Defense



