First Annual Update

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A year ago...

- Two contracts:
  - One completed for the USAF (the contract that launched the company)
  - A small one begun for DARPA

…& today

- Multiple contracts for the Army, Navy, DARPA and Air Force

- Teamed with Raytheon, Lockheed Martin, BMH, Litton TASC, Information Sciences Institute (USC)

- Completed Phase I STTR (Army)

- First fielded system to be installed this summer (Navy)

New contracts won, in negotiation:

- U.S. Air Force PRDA for Complex Multi-task Human Behavior Modeling
- U. S. Navy BAA for Graphical Visualization of Situational Awareness of CGFs
- Phase II Army STTR for Emotional Synthetic Forces

Growth

- Prospective contracts = 3 to 8 times last year's revenues

- Staff additions

- Moving to larger offices

- Broadening relationships in military and beyond

Growth (cont.)

- Export sales prospects
- Establishing alliances to enter significant commercial markets
- Recruiting needs:
  - PhD, MS, BS
  - Soar programmers, interface engineers

The Soar community

- Need for an expanding Soar talent pool
- Need for higher profile in the marketplace
  - Broader PR
  - Exchange of Soar success stories
  - Cooperation with Explore Reasoning Systems to increase PR profile of Soar in the marketplace

The real measure of success for the Soar community

The extent to which this technology creates wealth

- by solving real problems
- expanding market opportunities
- reducing costs
- increasing someone's profit margins

…and how many companies appear at future Soar workshops.

Nuggets

Military:

- Increasing opportunities, growing markets
- New R&D (emotional architecture for agents, situational awareness tools, cognitive modeling)
- And also moving beyond R&D into fielded systems
- Customers and major companies coming to us
- Growing awareness of Soar agent technology

Commercial

- Exciting, potentially significant new applications

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- Size, growth rate of Soar talent pool
- Still very limited awareness of Soar in the marketplace
- Perception that Soar-based systems are difficult to create and manage