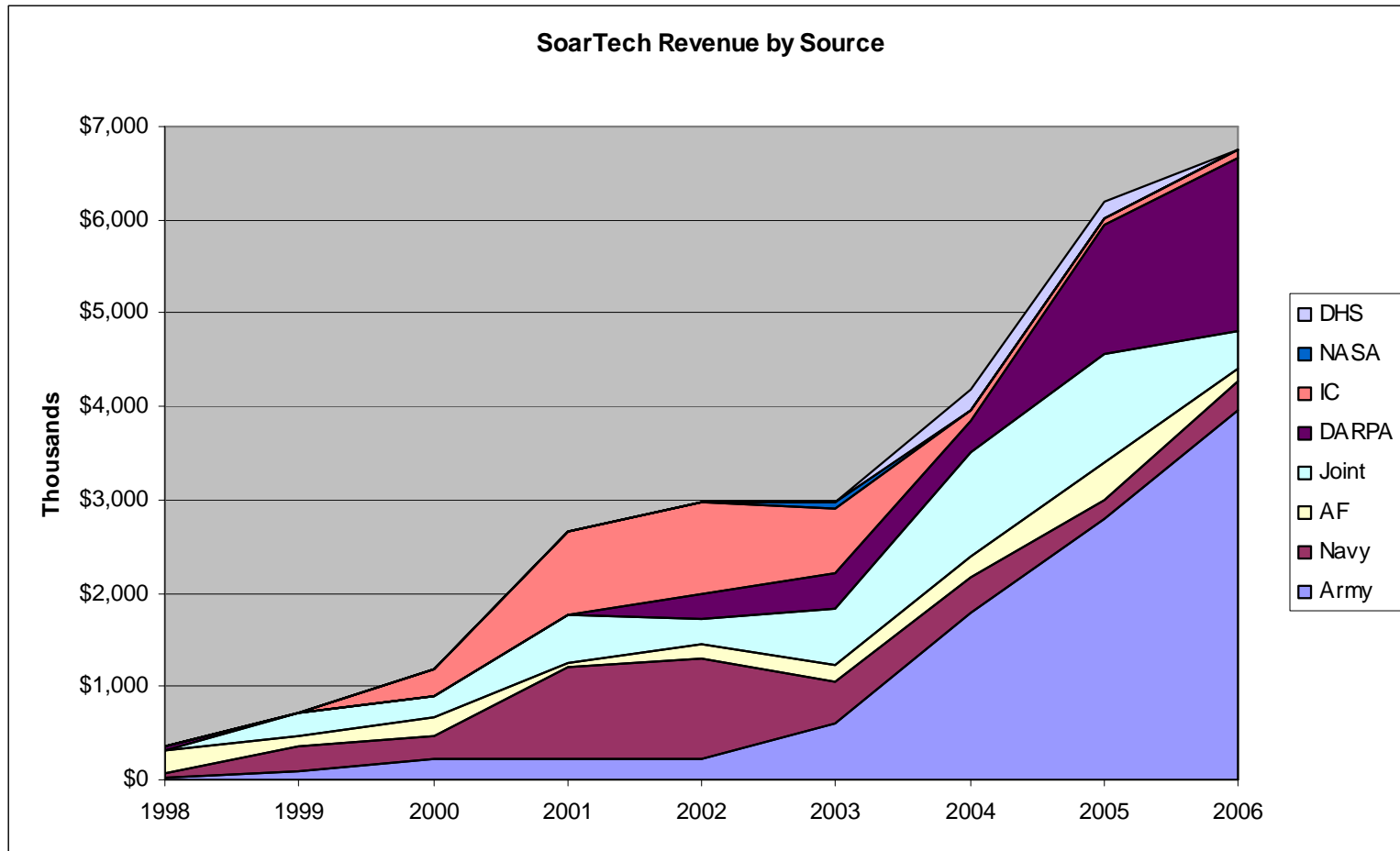# SoarTech Update

Kate Harding
VP Operations
24 May 2007

Another busy, challenging year

- Revenue up 11% in 2006
- In 2006, 17 active projects …for 13 federal agencies, 8 prime contractors & with 8 subcontractors
- At DARPA, projects for IXO, IPTO, ATO, DSO
- New starts since Soar 26:
  - OneSAF Objective Systems Models & Tools (SAIC, for PEO STRI)
  - HEAT/ROCCIE III (CERDEC)
  - Computational Narratives aka Soldier–Diplomat (DARPA)
  - DEFUSE (ONR, with New Vectors as sub)
  - Cognitive Fusion (AFRL Rome, with Lockheed Martin as sub)
  - PROPS (PEO STRI, with New Vectors and Autonomous Solutions as subs)
  - TEAL (TARDEC, with TRACLabs as sub)
  - IMPACT (PEO STRI, with ICT as sub)
  - DAASA (TRACLabs, for NASA)
  - Cultural Behavior Generation (PEO STRI, with Vcom3D as sub)
  - Cultural Behavior Training (as sub to Vcom3D, for PEO STRI)
- New start pending
  - SHRP II (DOT/UMTRI)

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Thinking *inside* the box.

Revenue Sources

SoarTech Revenue by Source

A busy year (cont.)

- New teaming relationships
- Created External Advisory Board
- More formal planning and structure for IR&D investment
- Progress in assessing the state of our tools, capabilities and infrastructure
- Strategy update
- Considering raising external financing to accelerate commercial applications development
- For 2007, sponsoring Soar Workshop and ICCM

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Thinking *inside* the box.

Nuggets...   & Coal

- The quality of our staff
- The quality of organizations who are partnering with us
- Success in winning SBIRs
- Awards
  - "Michigan 50 Companies to Watch"
  - Arbor Award for HR Excellence

- Tougher, more competitive & unpredictable contracting climate... even large companies are competing for small projects
- DARPA's cancellation of ACIP and BICA
- Impact of war on R&D funding

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Thinking *inside* the box.