

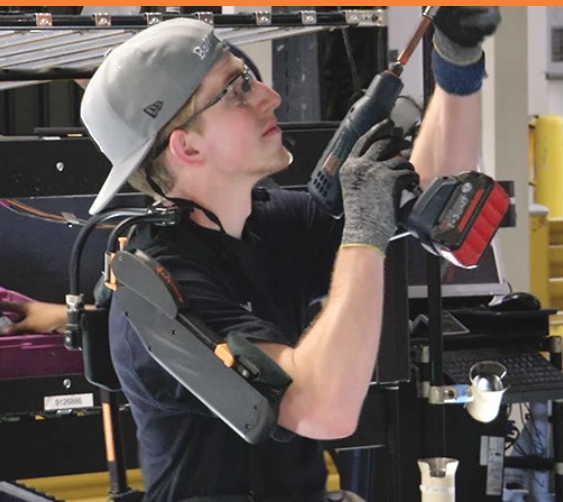
ASTM

Exo Technology Center of Excellence

Informational Webinar for Potential Applicants

Questions and Answers

Tuesday, July 2, 2019



ASTM
INTERNATIONAL

Webinar Agenda

❖ Opening Session

- *Brian Meincke, Pat Picariello, Len Morrissey* (ASTM Exo Technology Programs)
 - Welcome remarks and webinar objectives
- *Ross Brindle* (Nexight Group)
 - Webinar process and logistics

❖ RFP Highlights Session

- *Len Morrissey, Pat Picariello* (ASTM Exo Technology Programs)
 - ASTM Exo CoE

❖ Q and A Session

- *Moderator: Ross Brindle* (Nexight Group)

Opening Remarks



Brian Meincke,

ASTM Vice President, Finance, Business Development & Innovation

- ❖ Framing remarks for Exo CoE program



Len Morrissey,

ASTM Global Business Development and Strategy Director

- ❖ RFP highlights



Pat Picariello,

ASTM Standards Development Director

- ❖ RFP highlights



Bill Billotte,

F48 Representative

- ❖ Technical details of Exo CoE program

Webinar Process and Logistics



Ross Brindle

Nexight Group CEO

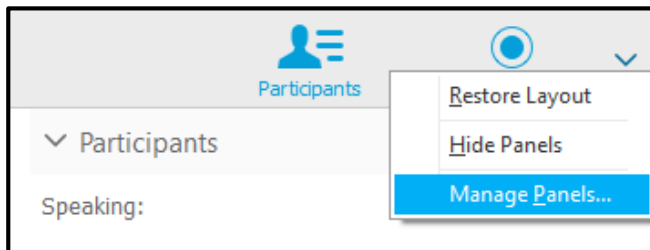
❖ Webinar process and logistics

Q&A Process and How to Ask Questions

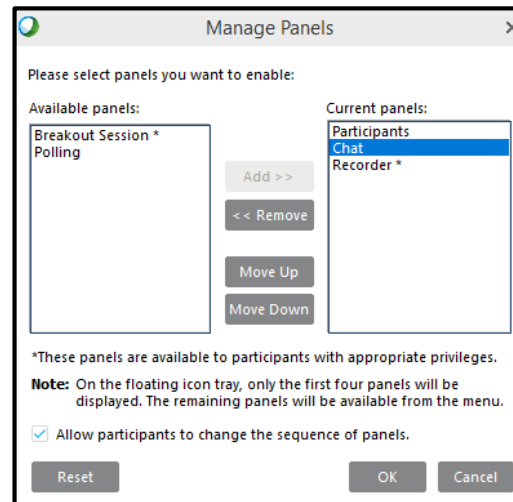
❖ Q&A Received through Chat

❖ When you use WebEx Chat functions:

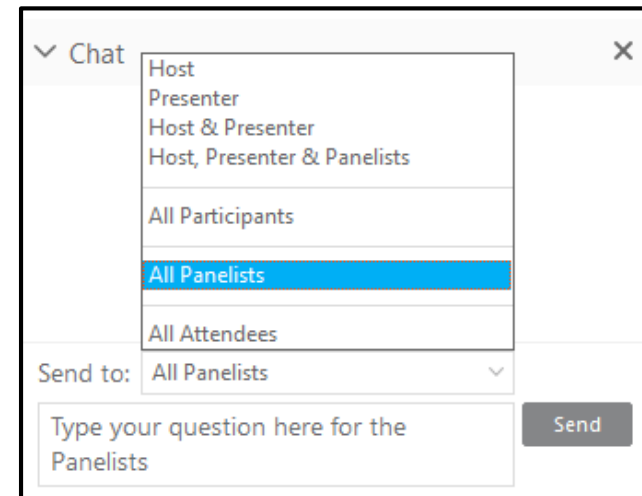
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RFP Highlights



Len Morrissey,

ASTM Global Business Development and Strategy Director

❖ RFP Highlights: ASTM Exo CoE



Pat Picariello,

ASTM Standards Development Director

❖ RFP Highlights: ASTM Exo CoE

RFP Highlights

ASTM Exo CoE Vision

/// The CoE program vision is for **people of all ages to be free to pursue a high-quality life and participate fully in work and society** thanks to safe and reliable exo technologies.

ASTM Exo CoE Mission

/// The CoE mission is **to build, connect, and energize** exo technology standards, research, and applications.

RFP Highlights

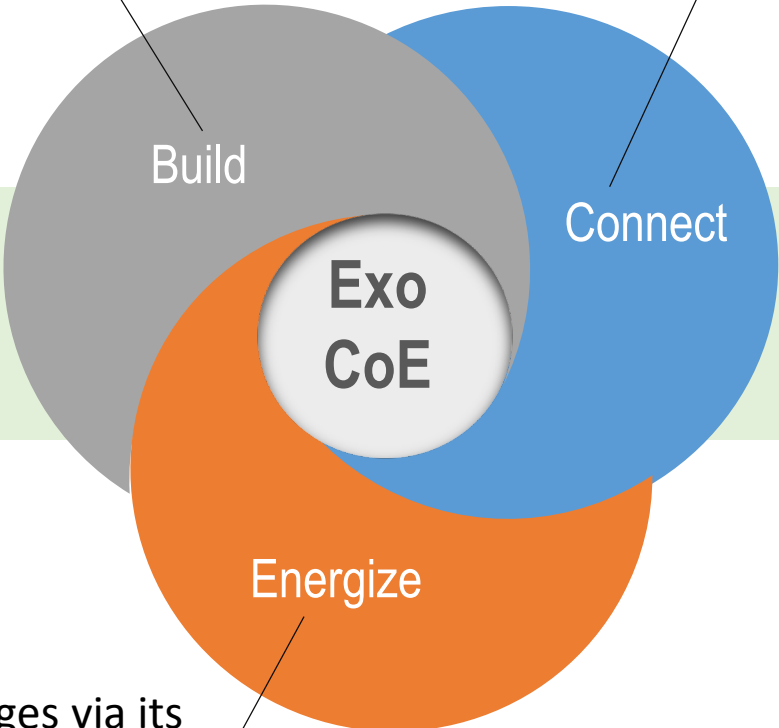


Support the health of
exo community



Provide a neutral forum
for collaboration

Core/Major Activities of Exo CoE



Solve challenges via its
international network and expertise

RFP Highlights

01

Advocate of Innovative R&D efforts that advance standards, regulations, and policies

02

Central repository of knowledge and talent for pre-normative R&D activities

03

Global hub for exo education and training

04

Neutral forum to discuss common challenges related to standards, research, workforce, regulations, and policy

05

Library of community resources including databases, research articles, education programs, and other reference materials

06

Coordinator of a global partnership for harmonizing international exo standards, regulations, and policy

RFP Highlights

❖ RFP Title:

- ASTM Exo Technology Center of Excellence

❖ Anticipated Funding Amount:

- Up to \$250K annually for five years, provided from in-kind contributions combined with funds, with the possibility of exceeding \$250K from provided in-kind contributions

❖ Award Period:

- Annually by calendar year, up to five years with annual reviews, with a three-year base period and a two-year option period

RFP Key Dates

- ❖ **Letters of Intent:**
 - June 27, at 5:00 p.m. EST
- ❖ **Proposal inquiries and questions:**
 - June 28, at 5:00 p.m. (EST)
- ❖ **Informational Webinar: Now**
- ❖ **Proposal submission:**
 - **July 29, 2019, at 5:00 p.m. (EST)**
- ❖ **Final decision:**
 - **September 2019**

Questions and Answers

Commonly Asked Questions since RFP

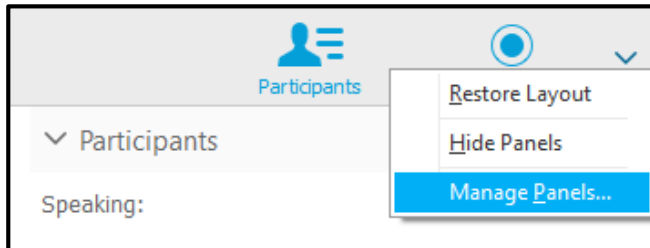
- ❖ Can a single organization participate in multiple proposal submissions (one as a lead and others as a team member) or do they need to choose just one?
- ❖ How will the CoE operate or be structured?
- ❖ How will the management structure operate on a day-to-day basis?
- ❖ What will a global Exo Partnership provide?
- ❖ What will be the role of industry and academia in the CoE?
- ❖ What can the award be used for?
- ❖ What qualifies as in-kind support from ASTM?
- ❖ How will the CoE be funded?
- ❖ What is the maximum amount of funding per year for the 5 years provided by ASTM?
- ❖ How does ASTM define R&D projects?
- ❖ What should a Budget Justification include?
- ❖ Is a business plan demonstrating the long-term sustainability expected?
- ❖ Who can apply to this RFP?

Questions and Answers

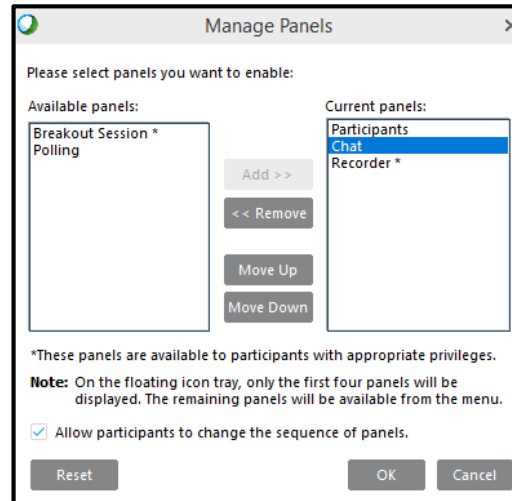
Live Chat Question and Answer Period

❖ When you use WebEx Chat functions:

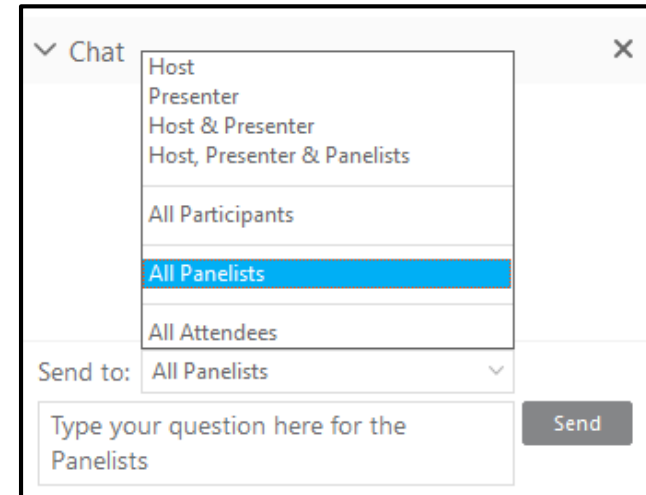
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Thank you

Key Upcoming Dates

❖ Proposal submission:

➤ **July 29, 2019, at 5:00 p.m. (EST)**

❖ Final decision:

➤ **September 2019**

Exo CoE RFP and FAQ

<https://www.astm.org/COMMITTEE/F48.htm>

Contact for Additional Questions

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