

Dr. R. Michael Templeton

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SUMMARY

Forty years of experience in the Aerospace/Defense/Intelligence industries. Broad background in Systems Engineering, Research & Development, Program Management, Marketing, Contracts, and Technology Transfer. Considerable experience in the preparation and evaluation of proposals and technical presentations. Established rapport with a large number of high-technology companies, professional associations, government RDT&E agencies, federal laboratories, and university research centers. Proven ability to develop the strategy and lead the effort to successfully capture new business opportunities, in the face of tough competition. A resourceful, strong team player with excellent interpersonal relations and communications skills.

PROFESSIONAL EXPERIENCE

TEMPLETON & ASSOCIATES, INC. — San Diego, CA.

1996-Present

President of a private consulting firm providing specialized business development/marketing support services, including the preparation of Business Plans, Proposals (including Small Business Innovative Research Proposals), Technical Brochures, Viewgraph Presentations, and Websites, as well as assistance in Market Analysis, Competition Assessment, Technology Transfer, and Marketing to the Federal Government. Examples of services provided to clients include:

Corporate Renewal - Increased the revenues of a materials testing services client from \$2M to \$12M/year by changing their corporate image and marketing strategy to focus on the capture of government SBIR contracts to fund the development of new material systems.

Market Diversification - Restructured a composites company serving the golf industry to pursue Aerospace/Defense market opportunities, which contributed to the firm being sold at an increased price.

Strategic Partnering - Developed a unique value-based supplier partnering program for a major Aerospace prime contractor, which significantly enhanced their competitive position.

Market Analysis - Performed various market studies for clients in the Advanced Materials, Microelectronics, and Environmental Remediation industries. Some studies were performed in exchange for an equity position in the client firm.

SOUTHWEST TECHNOLOGY TRANSFER CENTER— San Diego, CA.

1994-1996

Founder and Executive Director of a non-profit corporation, jointly funded by NASA and the City of San Diego, to assist regional private sector firms to identify, assess, acquire, and commercialize technologies from Federal laboratories and research centers. Established formal agreements with selected laboratories and collaborative working relationships with other regional economic development service providers. Sponsored seminars and workshops for the benefit of local businesses and directed several client company projects, using consultants and university interns. Established a Regional Support Office for the Federal Laboratory Consortium for Technology Transfer (FLC) and supervised the successful campaign to revitalize active participation (from 45 to 110) of Federal laboratory representatives in the eight-state region.

THE TITAN CORPORATION—Systems Group, San Diego, CA.

1987-1993

Vice President and Assistant General Manager of the Applied Technology Division. Responsible for growth and management of a high-technology R&D organization working in the areas of Laser Communications, Applied Artificial Intelligence, Advanced EO/IR Sensors, Specialized Data/Image Processing, and Customized Software. Took company into a new area of classified business by successfully penetrating a special access customer and capturing a \$1 million initial-value prime contract on a sole-source basis. Negotiated and established, strategic partnering agreements with other companies, resulting in a number of new business awards. Structured and managed, the Group's first formal Independent Research & Development (IR&D) Program, and presented reports to government sponsors.

CUBIC CORPORATION—Defense Systems Division, San Diego, CA. 1971-1987

Director of Special Programs (1983-1987) - Profit/Loss responsibility including business development and program management for a number of advanced development projects in the area of Communications & Intelligence. Identified key government and prime contractor decision makers in a special access program and successfully won a competitive \$30 million satellite hardware subcontract.

Director of Marketing (1977-1983) - Responsible for all aspects of new business development for the Defense Systems Division. Increased annual bookings from \$30 to \$150 million over a 6 year period, by successfully managing a 25 person government marketing organization, including 7 field offices and a proposals operation. Also established and managed the company's IR&D Programs.

Regional Manager (1975-1977) - Setup and managed a San Francisco/Bay Area Marketing Field Office over an 18-month period. Successfully captured a highly competitive \$25 million missile hardware program.

Marketing Manager (1971-1975) - Responsible for capturing new business in the area of aircraft and satellite TT&C systems. Won several new contracts with federal agencies and prime contractors.

GENERAL DYNAMICS CORPORATION—Electronics Division

1967-1971

Program Manager for design, development, installation and acceptance test of shipboard high-power precision tracking radar systems for the Navy. Responsible for profit and contractual performance and day-to-day supervision of a 25-person program organization.

PAN AMERICAN WORLD AIRWAYS—Guided Missiles Range Division

1964-1967

Senior Operations Manager on board the USNS Vandenberg and USNS Arnold Advanced Range Instrumentation Ships (ARIS). Responsible for station readiness, security, and supervision of 100 man technical crew gathering radar, telemetry, and optical sensor data. Received government commendations for successfully collecting intelligence data from foreign ICBM flight tests.

GENERAL ELECTRIC COMPANY—Cincinnati, Ohio

1959-1964

Instrumentation Engineer responsible for the design, installation, and operation of unique instrumentation control & display systems and test facilities used in the development of aircraft gas turbine engines and electrical space power & propulsion systems. Three years were spent as a co-op student/technician involved in similar work.

HONORS AND AFFILIATIONS

American Electronics Association (AEA) - Chairman of the Technology Committee (1992/4)
Armed Forces Communications Electronics Association (AFCEA) - Member
Association of University Technology Managers (AUTM) - Associate Member
Big Brothers of San Diego County - Board Member (President - 1989)
Community College Teaching Credential - Management, Marketing and Engineering
Eta Kappa Nu, Electrical Engineering Honor Society - College Chapter President
Federal Laboratory Consortium for Technology Transfer (FLC) - National Advisor (1994/1998)
Industrial Research Institute (IRI)– Alternate Representative for a Client Firm.
Institute of Electrical and Electronics Engineers (IEEE) - Member
Licensing Executives Society [U.S.A. and Canada], Inc. - Member
Missile, Space, and Range Pioneers, Inc. - Member
MIT Enterprise Forum, Marketing Committee – Member (1994/1998)
National Technology Transfer Center (Wheeling *Jesuit* College) - Course Instructor
National University - Adjunct Faculty Member, School of Management and Technology
San Diego Ruben H. Fleet Science Center - Exhibits Committee Member (1992/3)
Sigma Alpha Epsilon Social Fraternity - Founder Member
SPIE International Optical Engineering Society, Member of the Technology Transfer Committee
The Technology Transfer Society - Member

EDUCATION

Technology Licensing Course	Association of University Technology Managers	1997
Overview of Technology Transfer	National Technology Transfer Center	1996
Fundamentals for Industry Course	Federal Laboratory Consortium	1994
Seminar on Technology Transfer	MIT Enterprise Forum, Inc.	1992
Ph.D. in Industrial Management	United States International University	1975
MS in Systems Management	University of Southern California	1971
BS in Electrical Engineering	University of Cincinnati	1963