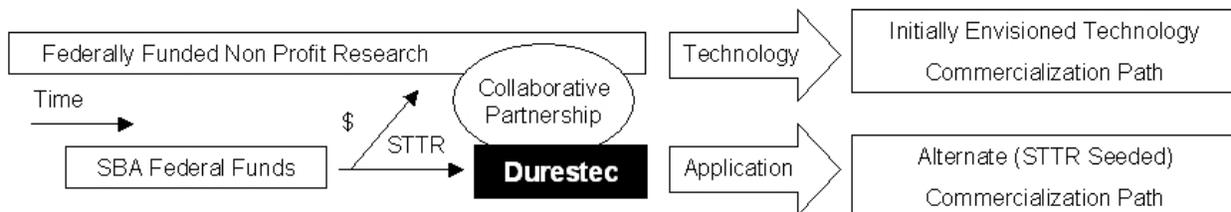


# Durestec

## Company Overview

Historically, commercialization has been a key issue faced by non-profit institutions conducting federally funded research. This technology transfer is further impacted by a shift of the venture community to favor creative business models over promising technologies. However, the SBA administered SBIR and STTR programs still prove to be an effective research commercialization catalyst.

Durestec is a “for-profit” small business entity and government contractor. Through relationships to larger non-profit research institutions, unique core research to product opportunities are created. Using applied research, Durestec facilitates commercialization of emerging sensor and sensor networking technologies to government vendors developing both defense and homeland security solutions. With novel technology-to-product ideation, Durestec provides a “Team B” approach to defining new products and services using non-profit early stage research. Additionally, Durestec can minimize both monetary risk and IP dilution to the research institution through the use of federal dollars for product feasibility and analysis. By partnering with Durestec, the research institution can gain additional funds for technology and product prototyping using the solicitation and proposal based STTR program. During the two phased funding cycles, Durestec will work in conjunction with the research institution to secure a viable commercialization partner and appropriate technology transfer mechanism.



Durestec’s business model allows independence to a steady cash flow from federal funding or investors. This unique corporate structure allows Durestec to respond directly to new STTR and other solicitations based on the availability of applicable technologies and resources from non-profit research. On a successful program, Durestec can subcontract up to \$500K back to the research institution. This arrangement keeps the original principal investigator and other researchers with the technology through delivery of product prototypes and initial demonstrations. Additionally, Durestec can partner through SBIR, BAA, and congressional appropriation funds to further meet the goals of the research institution.

Durestec has North Carolina centric objectives, developing partnerships in the RTP, Triad, Charlotte, and Fayetteville metro areas. Durestec’s key attributes include:

- conducting applied research in emerging sensor and sensor networking technologies
- focusing funding proposals to address defense and homeland security applications
- collaborating primarily with non-profit labs and academia based research
- leveraging STTR, over SBIR, to build strong relationships with research institutions
- using core competencies of proposal ROI and product innovation
- tracking per program G&A and Direct Labor Overhead (DLO) as key performance metrics