

## INSTRUCTOR'S BIOGRAPHICAL SKETCH

John Davis serves as General Manager for the *SBIR Resource Center*<sup>(R)</sup> \*, since 1994 the nation's leading commercial provider of business development resources to the SBIR/STTR community. Since its formation, the Center has directly aided more than 3000 entrepreneurial firms in the pursuit of Federal financing and has served thousands more by working closely with numerous state and local economic development organizations to establish effective, local outreach programs.

Davis brings over thirty years of progressive experience as a laboratory technician, research scientist, proposal manager, R&D program manager, marketing director and senior executive (General Manager and COO for three firms and CEO of one). This experience was gained in the U.S. military (a service-disabled war veteran) and at leading technical organizations ranging in size from absolute start-ups and small early stage companies up to Fortune 200, multinational firms such as Martin Marietta, Oceaneering International, Bendix, IIT Research Institute and others. He has directed new business development, program acquisition, technical operations and the hands-on management of numerous technical projects ranging from small R&D efforts to major system developments under Federal funding and has instituted project management cultures in three firms. He has earned advanced degrees in both engineering and business administration disciplines.

Mr. Davis is an active member of numerous professional and industry associations, including the APMP (Association of Proposal Management Professionals), IEEE and others. Davis has been honored by the Association of Unmanned Vehicle Systems International (AUVSI) as their "Member of the Year", served as Vice President of the Capitol Chapter and an industry elected member of the AUVS' Board of Trustees. He has served as an editor & peer reviewer for national technical publications such as *Unmanned Systems* and for *Proposal Management*. Since 1991 he has been honored with continuous biographical listings in *Who's Who In Science And Engineering*, *Who's Who In Industry and Finance*, *Who's Who In America*, *Who's Who In The World*, the *Cambridge International Biographical Dictionary*, *Men of Achievement* and many other such publications.

In the field of SBIR/STTR, Mr. Davis is a much-published author and popular lecturer. He is an often-invited speaker on *Developing Competitive Proposals* and/or *R&D Project Planning, Cost Estimating and Control* at national and regional SBIR Conferences. He also teaches the highly acclaimed *How To Win SBIR Financing*<sup>SM</sup>, *SBIR-Max*<sup>SM</sup> and *SBIR Competitive Checklist*<sup>SM</sup> workshops more than 20 times a year all across the country and is widely recognized as a leading national authority on the subject. As the originator of, and principal sustaining force behind, the *SBIR-ToolKit*<sup>TM</sup> product line, and by helping hundreds of applicants pursue Federal funding annually, Davis has personally dealt with the specifics of business development and details of proposal/grant request writing for each and every one of the SBIR/STTR agencies, every year since 1993.

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