



NAVAL & MARITIME CONSORTIUM

Capitalizing on a once in a generation opportunity to develop and advance the
regional undersea supplier base

Leading the Way

29 May, 2019



NavalandMaritimeConsortium.com



41.3058°N **TR**
72.0774°W
THAMES RIVER

NMC Was Formed To Take Advantage of the Growing Regional Maritime Supply Chain Opportunities

Vision:

1. Leverage the unique undersea investment to create a best-in-class maritime ecosystem
2. Create an agile, fast network of member companies
3. Expand and diversify the local maritime business base and talent pool

Initial Opportunities:

Submarines and Navy Systems



Offshore Wind Power



NMC Has Established Relationships with Partners and Co-Beneficiaries





Electric Boat and the NMC are Collaborating Toward Mutual Benefit

EB-NMC collaboration falls within five broad categories:

1. Identifying new suppliers
 - Matching needs with capabilities
2. Onboarding and qualifying new suppliers
 - Know how on how to search for, bid, become qualified
3. Supplier development
 - Cybersecurity, optimization, workforce development, etc.
4. Supply base communication
 - Representation and avenues for communication between EB and the supply base
5. Preparing for next generation Technology
 - Anticipating future needs

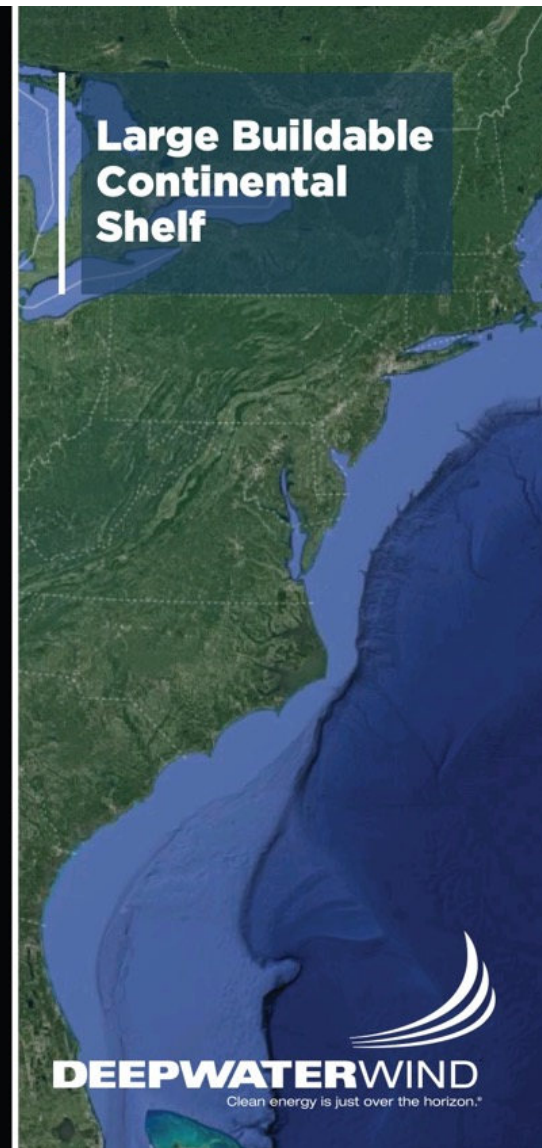
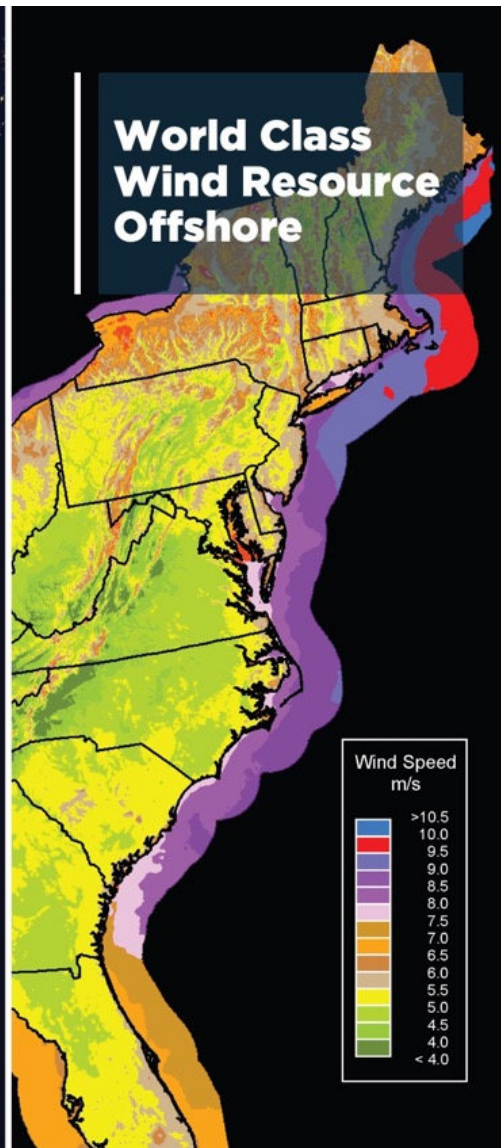
Opportunities for Mutual Benefit:

How Can EB Help or Be Helped By the NMC

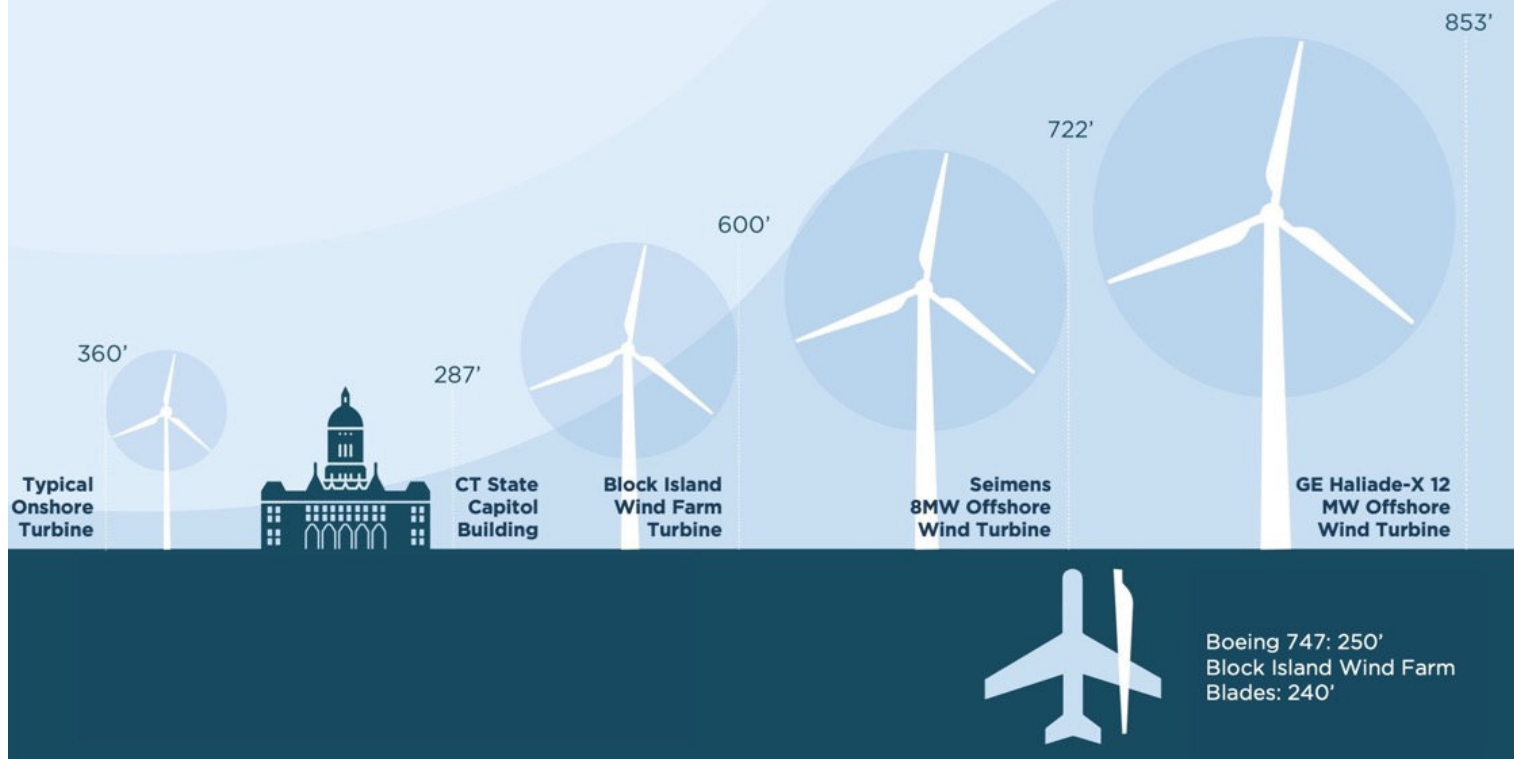
- Assist EB in fulfilling EB Strategic Sourcing work
- Assist EB in fulfilling analysis and technical needs
- Supporting suppliers with services they need to be successful (e.g., cybersecurity, production optimization, etc.)
- Assistance establishing companies with required registrations and certifications (DUNS, Cage Code, NAICS, ISO, etc.)
- Assistance and know-how in how to search for and bid on EB procured items
- Foster collaboratives/joint ventures to support EB deck, tank and structural assembly needs
- Assist EB in pre-vetting suppliers
- Assist EB's shipyard and facility needs
- Foster technology transfer into the supply chain to improve value and address EB's specific needs
- Help EB meet small business, minority owned, and other socioeconomic subcontracting goals

NMC is Supporting EB Procurement Priorities

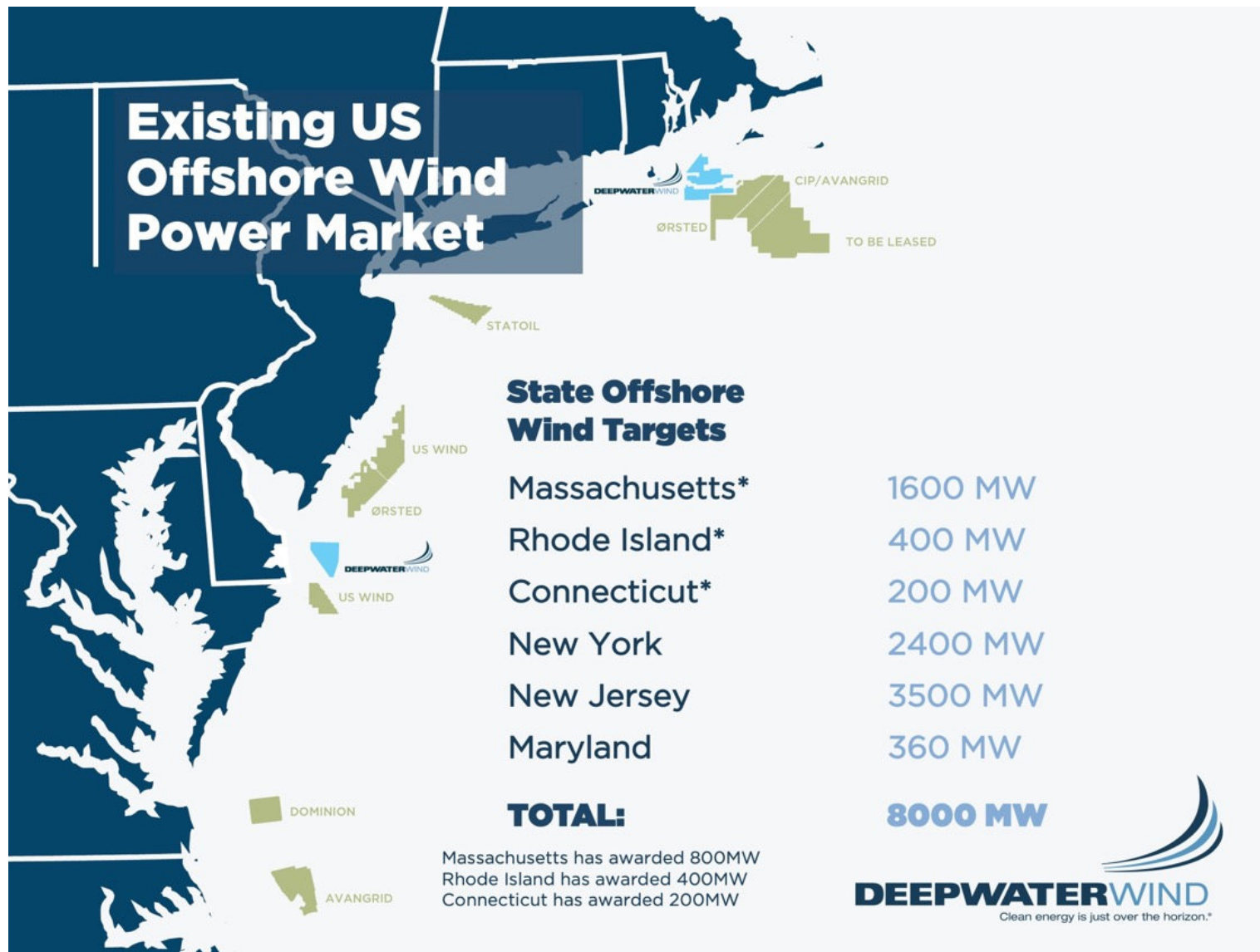
- EB and the NMC are currently in discussions to identify initial tasking
- Proposed tasks include:
 - Identifying suppliers to meet EB Strategic Sourcing needs
 - Identifying suppliers to meet EB General Procurement needs
 - Cataloging the current supply base and those wishing to enter the supply base
 - Identifying a local solution to large scale module manufacturing needs
 - Developing a process to offload Strategically Sourced work



Rapid Advances in Offshore Turbine Technology



Existing US Offshore Wind Power Market



NMC Value Proposition to Members is Derived From Four Strategic Objectives

STRATEGIC OBJECTIVES:

Business
Development

Strategic
Partnering

Workforce
Development

Industry
Representation

Culture of Collaboration

MISSION STATEMENT – THE CONSORTIUM WILL:

Work to identify market opportunities, eliminate business barriers and increase access to capital.

Committee Chairs: David Schill, VP Special Projects and Business Development, Mohawk Northeast, dschill@mohawknortheast.com, 860-863-5581
Peter Legnos, President, LBI, plegnos@lbicorp.com, 860-857-4433

Aid members in forming partnerships to identify and transition technologies, and foster joint ventures critical to future success.

Committee Chairs: Dexter White, President, EOCS, dexter@eocs.us, 860-859-7936
Bob Chenal, Lead Sales Engineer, Hitachi Cable America, bchenal@machinefabrication.com, 401-315-2766

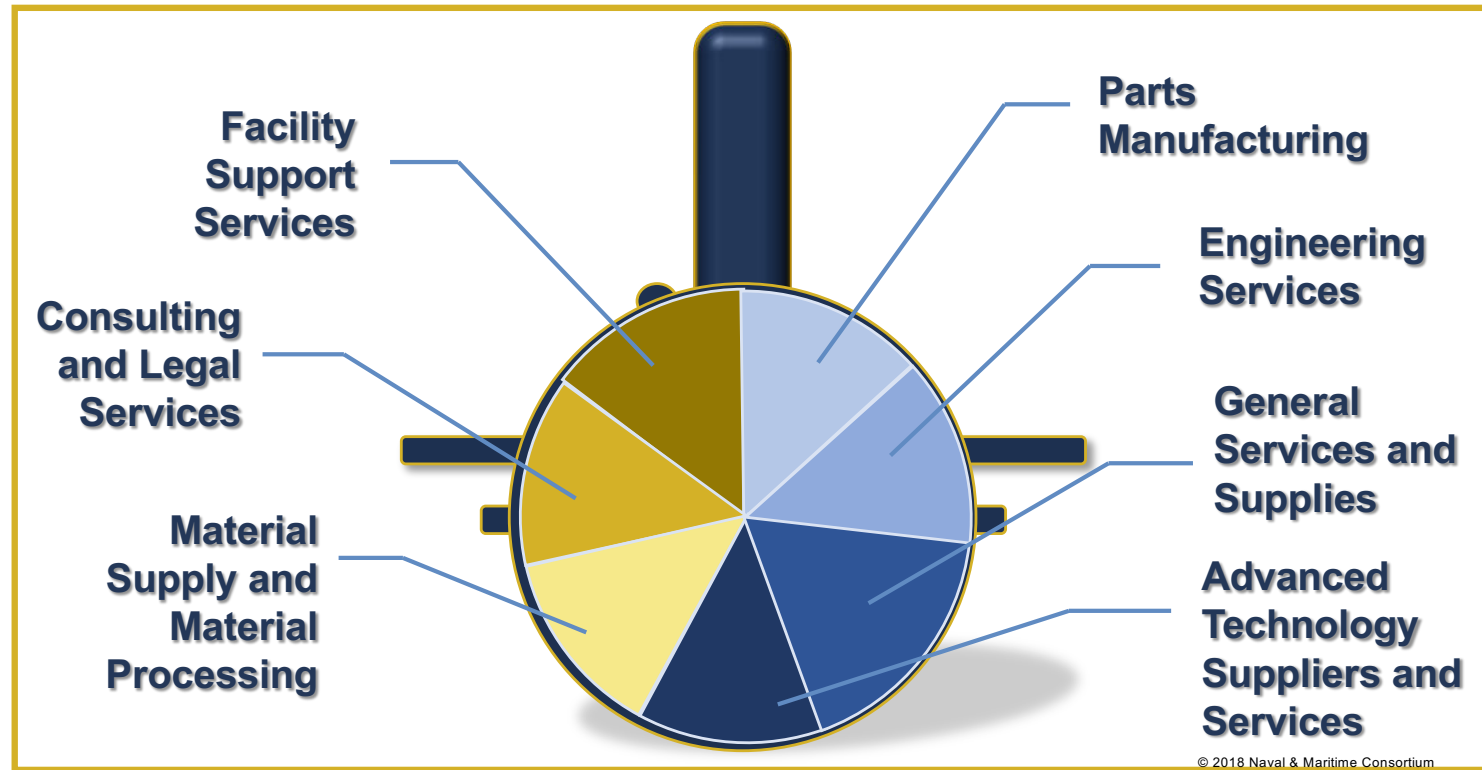
Work closely with education providers to develop, attract and retain an innovative next generation workforce that can be rapidly 'onboarded' by member companies.

Committee Chair: Milt Stretton, President and COO, Sonalysts, stretton@sonalysts.com, 860-326-3983

Establish strong networks to promote members as Subject Matter Experts within their specialty areas. Serve as one voice to create a business-friendly environment.

Committee Chair: John Evans, RDSI, Director of Special Projects, j.evans.rhode@rdsi.com, 401-847-7374

NMC Members Span the Supply Chain





NORTH AMERICAN
METAL
SERVICES

TIPPING POINT
Resources Group, LLC

ALLEN
Manufacturing Excellence Since 1874

MISTRAS
GROUP, INC.

PVI
SYSTEMS
ENGINEERED EXCELLENCE

Clear Carbon
& Components

SHIPMAN & GOODWIN
COUNSELORS AT LAW

NMC is surveying members for full complement of capabilities to share with potential customers

MILONE & MACBROOM

Design Automation Associates Inc.

HILLERY
COMPANY



D.W. Clark

Straton
INDUSTRIES

VOICE GLANCE

The Vince Group, Inc.

FUSS & O'NEILL
CELEBRATING 90 YEARS

Hull
forest products

AQUA
BOTIX

JOINING
TECHNOLOGIES

Noelle Simpson Slifka
LLC

QR & L
CONSTRUCTION

4E EAGLE
ELECTRIC ENGINEERING
ENTERPRISE

Robinson + Cole

Noank Electric
LLC

OSI OCEAN SURVEYS

MUNGER PAT MUNGER CONSTRUCTION

Thayer Mahan

RDSI

Where Quality Isn't Expensive.....It's Priceless!
DIVERSIFIED METALS

AMK
A Meyer Tool Company

EOCS
Engineering Operations and Certification Services

NEW ENGLAND SEAFOOD
DISTRIBUTORS, INC.

SONALYSTS

EnviroVantage
ASBESTOS ABATEMENT. REMEDIATION. DEMOLITION.

New England Metal Finishing, Inc.

LBI

Paradigm Precision
a DPG company

MOHAWK
NORTHEAST, INC.

Collins & Jewell Company
INDUSTRIAL INSTALLERS / CUSTOM FABRICATORS

CAT Connecticut Center for Advanced Technology, Inc.

UTD The United Tool and Die Company

Ward Leonard

PRESCO
ENGINEERING

COMTRAN
Innovative Systems. Engineered Solutions.

General Network Business Consulting

HITACHI
Inspire the Next

PCI
Precision Combustion, Inc.

MIDE

RHODS
INDUSTRIES

NMC Efforts Are Gaining Momentum

- On track to receive CTNext funding, via the Innovation Places program and the Thames River Innovation Place, LLC
 - CTNext is a quasi-public organization whose funding is appropriated by the CT legislature
- NMC received an Economic Development Administration grant for \$62k to support start up efforts
- Orsted US Offshore Wind pledged \$250k to NMC to perform an offshore wind supply chain study
- The Consortium began accepting members in November 2018 and now has 52 members
- NMC is governed by a 10 person Board of Directors and a 20 person Board of Advisors

NMC BOARD OF DIRECTORS:

Bob Chenal, *Lead Sales Engineer, Hitachi Cable America*

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Karen DelVecchio, *Business Development Manager, Pat Munger Construction*

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Ali Halvordson, *Executive Director, Naval & Maritime Consortium (Ex-Officio)*

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Kevin Zygodlo, *Vice President, NA Metal Services*

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NMC BOARD OF ADVISORS:

Michael Accorsi, Senior Associate Dean, University of Connecticut School of Engineering and Applied Sciences

Pamir Alpay, Executive Director, Innovation Partnership Building

Ron Angelo, President and CEO, Connecticut Center for Advanced Technology

Mark Bennett, Retired, Electric Boat

Kip Bergstrom, Innovation Places Coordinator, CTNext

Paige Bronk, Economic and Community Development Manager, Town of Groton

Santo Calvo, Statewide Director, CT Procurement Technical Assistance Center

Nancy Cowser, Executive Director, Southeastern CT Enterprise Region

Paul Formica, CT State Senator, 20th District

Peter Halvordson, Retired, Electric Boat

Mark Hill, COO, Eastern Connecticut Workforce Investment Board

John Humphries, Executive Director, CT Roundtable on Climate and Jobs

David Kooris, Deputy Commissioner, CT Department of Economic and Community Development

George Mathanool, Board, CTNext, LLC and CT Minority Business Initiative

David McBride, Director of Finance, City of New London

Matt McSwain, Director, UMass Lowell Research Institute

Matt Morrissey, Head of New England Markets, Ørsted US Offshore Wind

Emma Palzere-Rae, Interim Executive Director, Thames River Innovation Places, LLC

Bob Ross, Executive Director, CT Office of Military Affairs

Deb Santy, SBIR/STTR Specialist, University of Connecticut

Tony Sheridan, President, Chamber of Commerce of Eastern Connecticut

Interested in Membership?

Contact: Ali Halvordson, NMC Executive Director
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