

## BIOGRAPHICAL SKETCH

John Davis serves as CEO and General Manager for the *SBIR Resource Center*<sup>(R)</sup> \*, the nation's leading provider of commercial business development resources to the SBIR/STTR community. Since its formation in 1993, the Center has directly aided more than 3000 entrepreneurial firms in the pursuit of SBIR & STTR financing and has served thousands more by working closely with numerous state and local economic development organizations to establish and operate effective, local SBIR outreach programs.

Davis, a service-disabled veteran (Vietnam era), brings more than thirty years of progressive experience as a Technician, Research Engineer, R&D Program Manager, Professional Proposal Leader, Marketing/Business Area Director and C-level Executive (General Manager/COO for three firms, CEO of one) in leading technical organizations ranging from start-ups and small early stage companies, up to Fortune 200 multinational firms. He has directed the new business development, program acquisition, technical operations and hands-on program management of numerous technical projects ranging from small R&D efforts to developing and shepherding major systems through full test, evaluation and fielding under Federal funding. Davis has instituted project management cultures in three firms and is currently authoring a book on *Project Management in Sub-Optimal Cultures*. He has earned advanced degrees in both engineering and business administration.

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

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 *R&D Project Planning, Cost Estimating and Control* at many national and regional conferences and has participated in every National SBIR Conference since 1993. At the 2009, National SBIR Conference Davis has been invited to be the leadoff speaker and provide a major workshop focusing on Phase I & II R&D Projects. Widely recognized as a leading national authority on SBIR/STTR, he is the Executive Publisher of the newsletter *SBIR News You Can Use*<sup>SM</sup> and the Web site <http://sbir.us>, one of the Internet's top three SBIR sites. He also leads the highly acclaimed *How To Win SBIR Awards*<sup>SM</sup> and *SBIR Competitive Checklist*<sup>SM</sup> workshops more than 12 times a year all across the country and has now developed the *SBIR-Max*<sup>SM</sup> event to help SBIR firms transition into mega-buck Phase III federal contracts. As the originator and principal sustaining force behind the *SBIR-ToolKit*<sup>TM</sup> product line (21 solicitation-specific titles), and by professionally mentoring hundreds of applicants to pursue SBIR/STTR annually, Davis has personally dealt with the specifics and details of business development through proposal and grant request writing for each and every one of the SBIR/STTR solicitations, every year since 1993.

\* *the SBIR Center is an operating division JADE Research Corporation where John Davis is the CEO*