CENTREPOLIS Accelerator

at Lawrence Technological University

US Army Ground Vehicle Systems Center

Sept 6, 2023

Defense Hardtech Accelerator Mission

MISSION

1) Fast Track defense and “dual purpose” technologies from TRL 5-9 that align with US Army GVSC R&D Roadmaps

2) Address critical system, component and material innovation leadership and domestic supply chain gaps

industry 4.0 Accelerator

CLEANTECH • CLIMATECH • CIRCULAR ECONOMY
Accelerator
Powered by Centrepolis at Lawrence Technological University

DEFENSE HARDTECH ACCELERATOR

Focus on Hardtech

Mission to get more products developed and manufactured domestically that address supply chain gap and are a defense and national security concern

1. Smart Hardware

Any physical product with a focus on mobility, electrification and systems that support the war fighter, included embedded software smart hardtech systems

2. Advanced Materials

Next generation alloys, lightweight materials, nano materials, composites, coatings, natural chemical free and biobased solutions, natural fiber, recycled upcycled and circular economy (sustainable) materials innovations

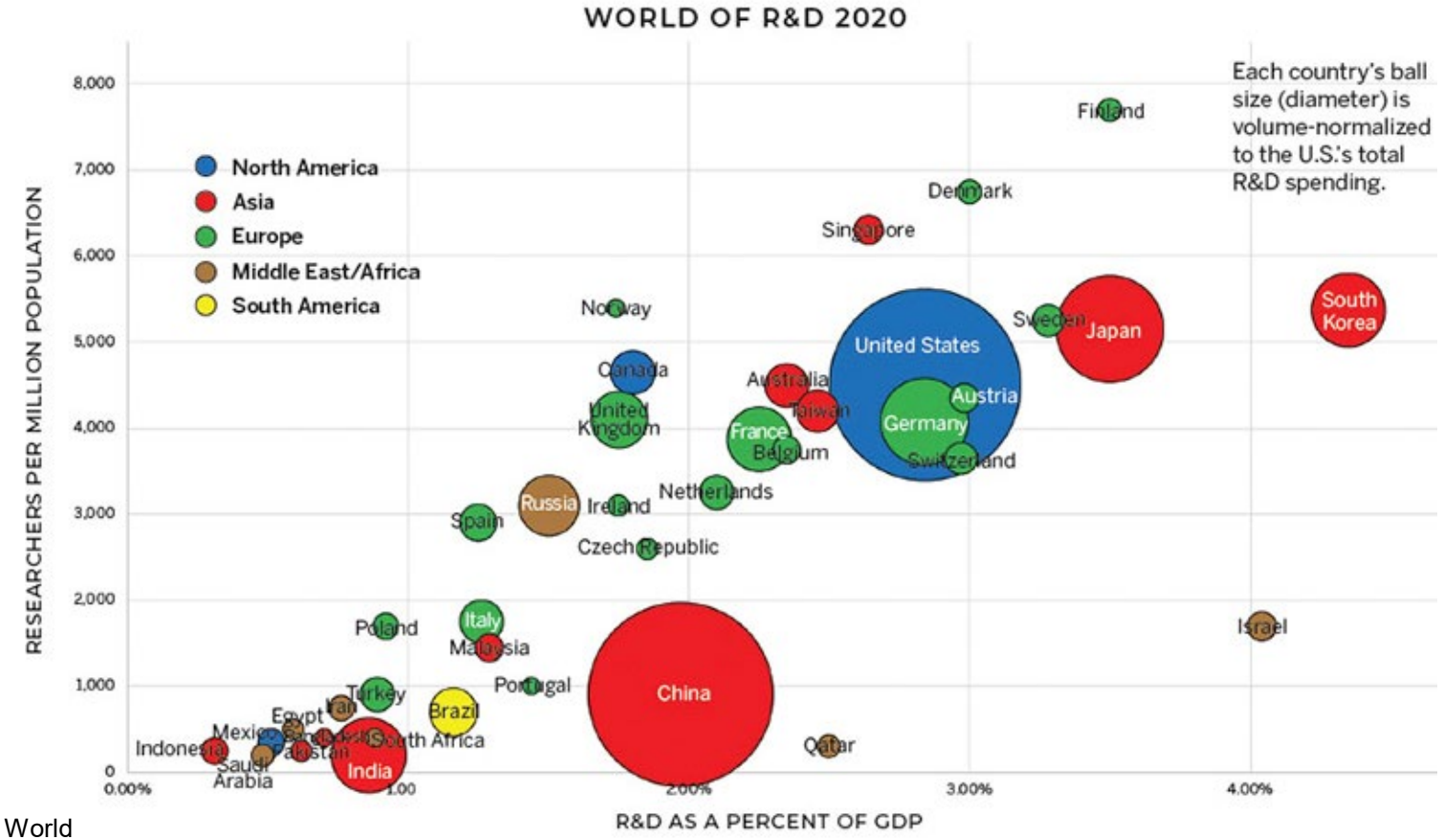
3. Advanced Manufacturing Technologies

Next generation machinery, tooling, manufacturing processes, robotics, automation, AI, and Industry 4.0 technologies

The Problem

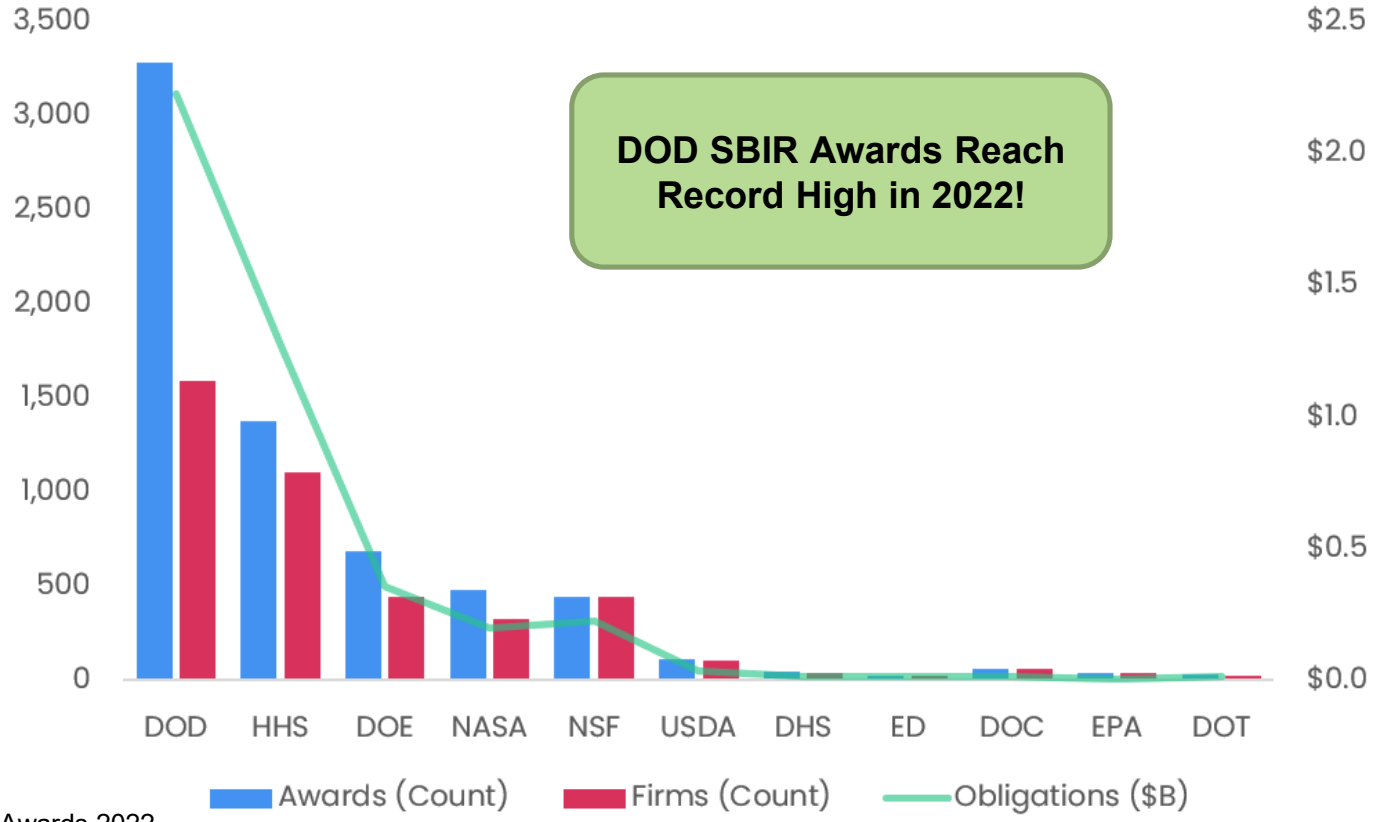
1. The number of small businesses doing work for the military as subcontractors and suppliers has shrunk by over 40% in the past decade. Small businesses make up 73% of the defense industrial base and last year were awarded over 25% of all Defense Department contracts, doing everything from manufacturing parts to building software platforms. Without action, the Defense Department could lose an additional 15,000 suppliers over the next decade, the Pentagon said in a 2022 report.
2. DOD funded / supported early stage technologies have limited success with commercialization
3. Limited programs that support defense technologies with commercial, technology and manufacturing readiness, technologies that provide US military a competitive advantage

So what is the problem?



Source: R&D World

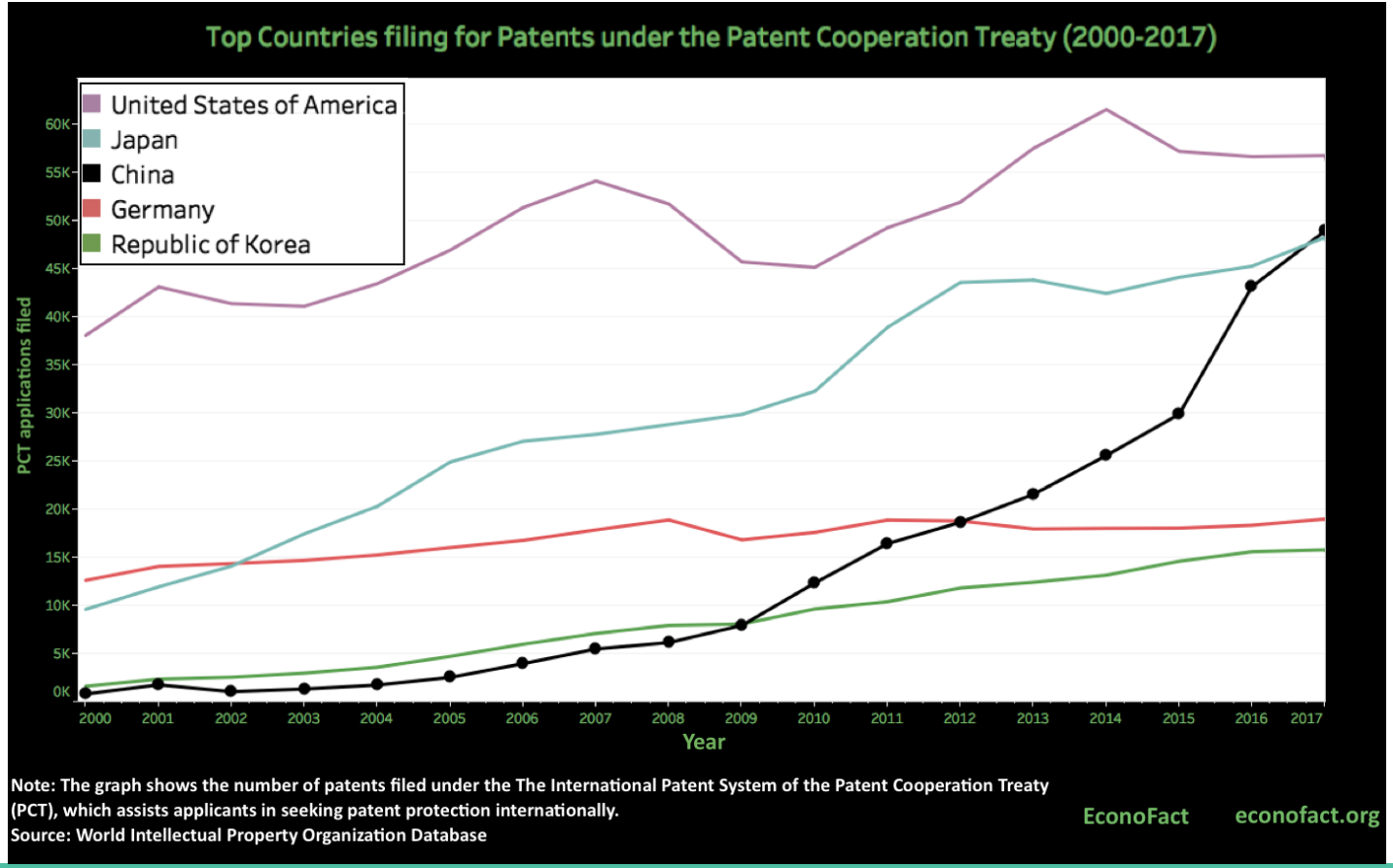
So what is the problem?



DOD SBIR Awards Reach Record High in 2022!

Source: DoD – SBIR Awards 2022

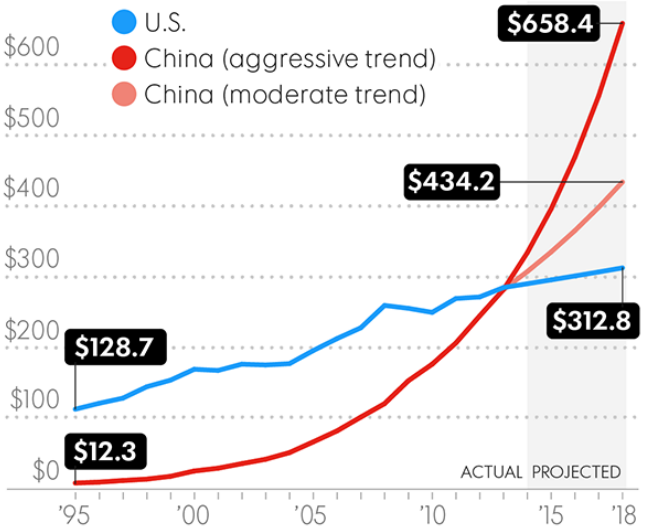
So what is the problem?



The Problem

CHINA OUTSPENDS THE U.S. IN LATE-STAGE RESEARCH & DEVELOPMENT

China is expected to spend up to twice as much as the U.S. on late-stage development research[1] by 2018. Actual and projected spending per year (billions):



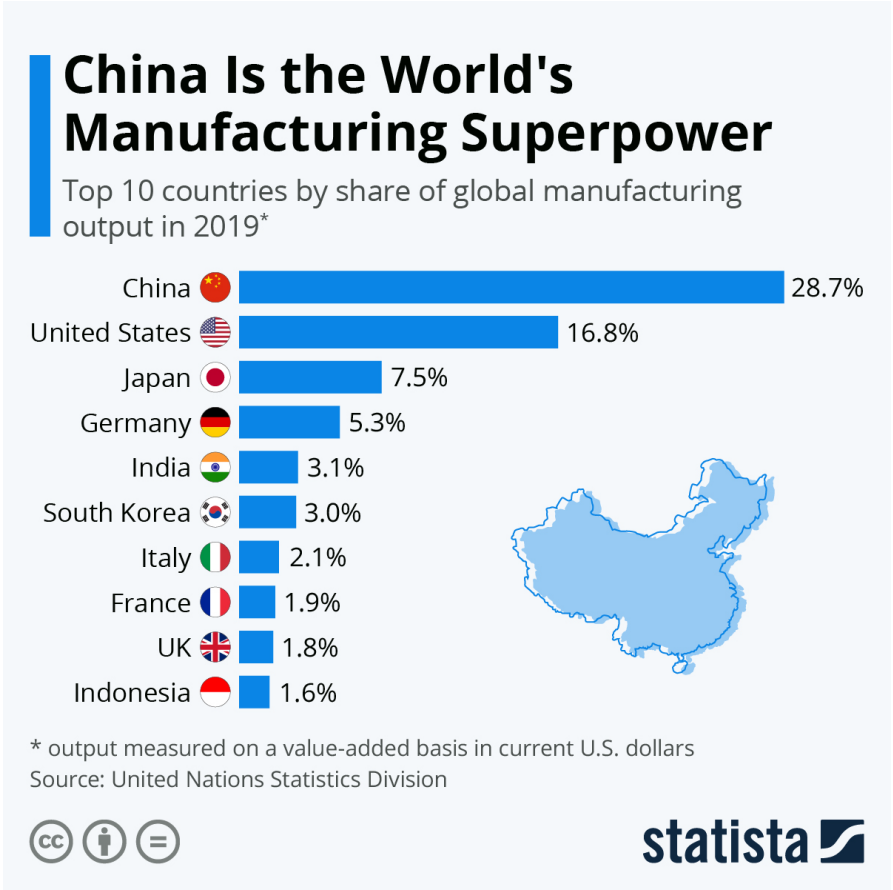
1 — Research that leads to commercial products

SOURCE Boston Consulting Group analysis of National Science Board, Science and Engineering Indicators 2016, Organisation for Economic Co-Operation and Development data

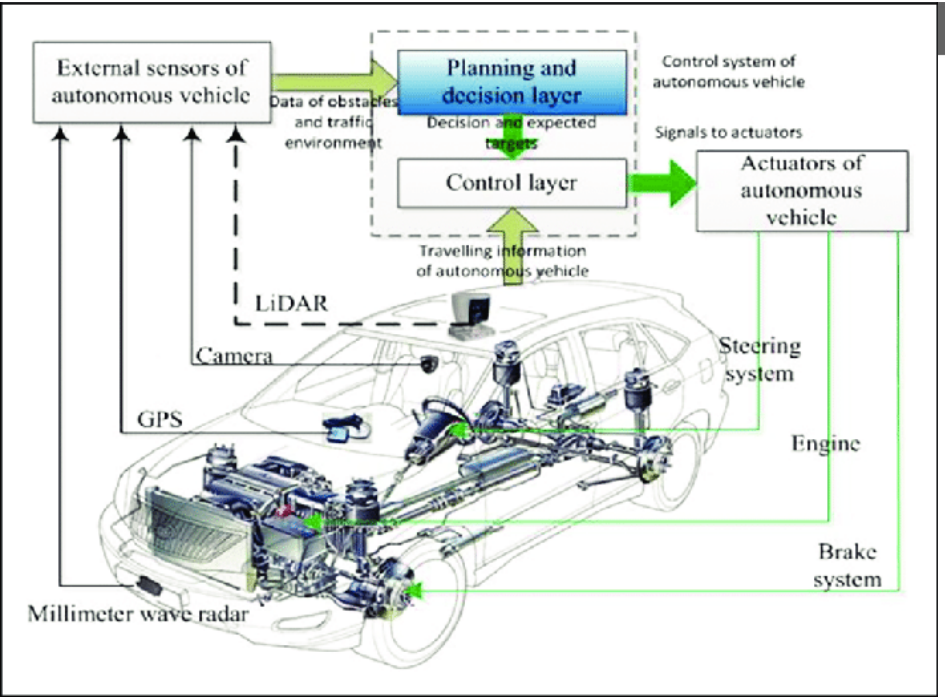
George Petras, USA TODAY

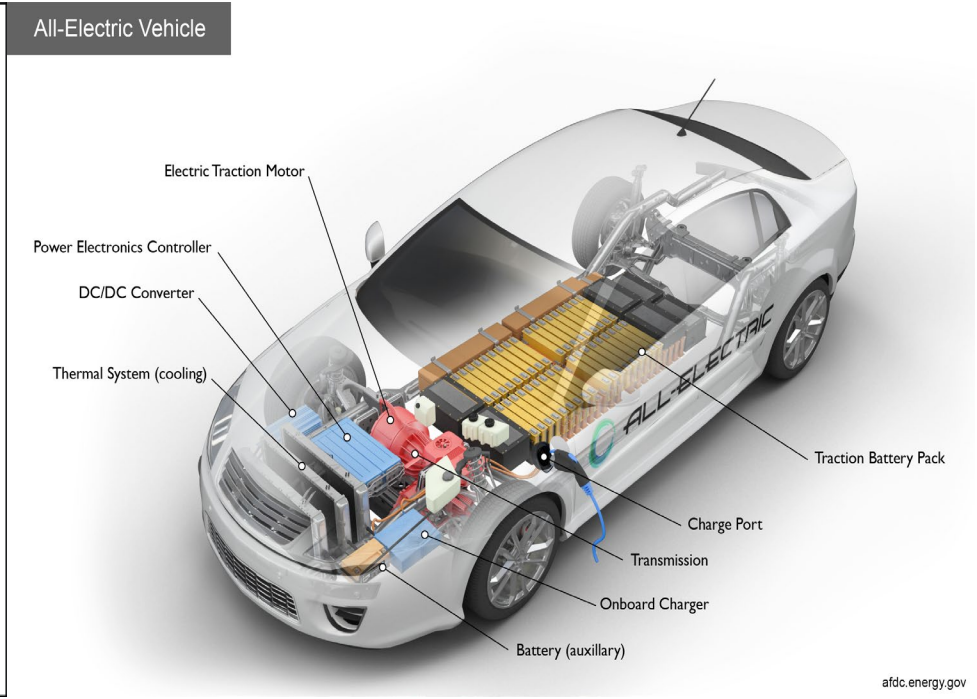
USA TODAY

The China Challenge



An Autonomous and Electrified Future





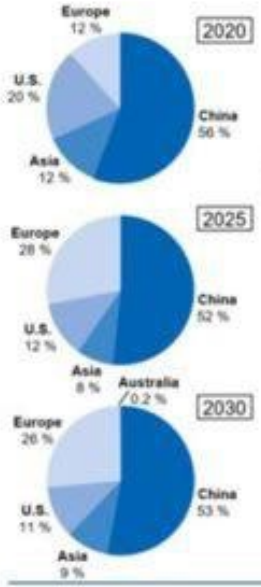
Source: ResearchGate, DOE

Global Battery Manufacturing Capacity

BatteryBits

Manufacturing Map: Global Installed Capacity

China dominates global market in existing and planned production capacity



Capacity GWh	2020	2025	2030
CN	1247	704	1247
NA	65	165	266
EU	39	382	617
AS	41	110	219
Total	328	1360	2353

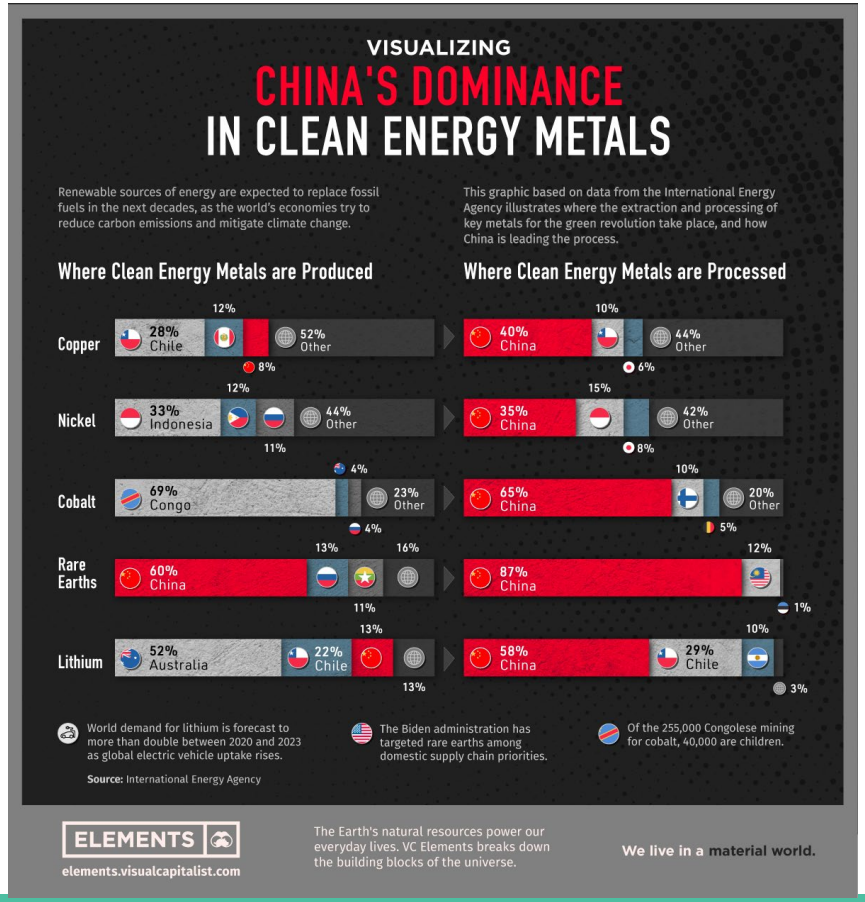
Existing or planned gigafactory sites in 2030 are marked with a red dot.

Sources: Bloomberg New Energy Finance, Benchmark Mineral Intelligence, Citi Research, Reuters, Roland Zerm, press releases, Jan 2021

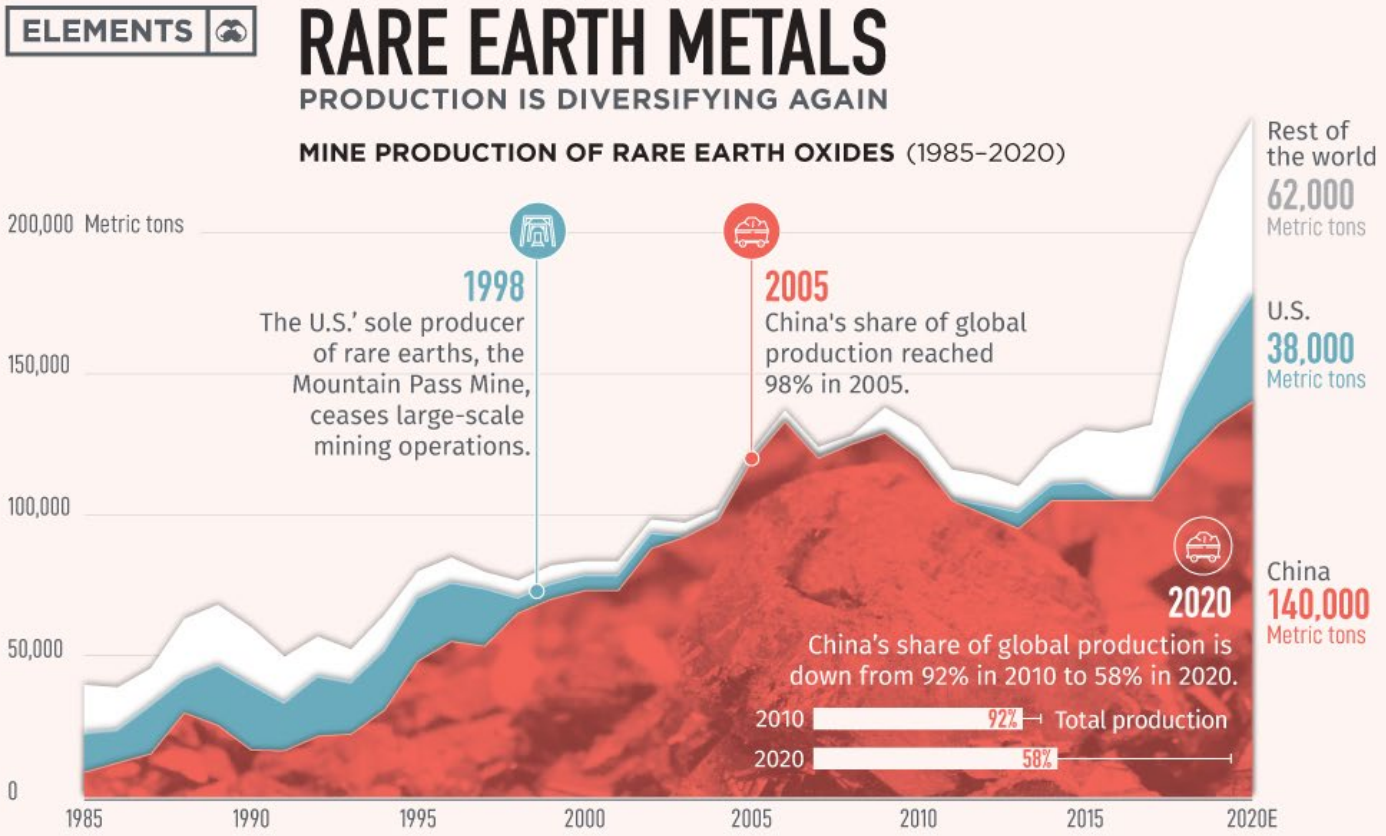
VDE RENEWABLES

*Source: VDE Renewables

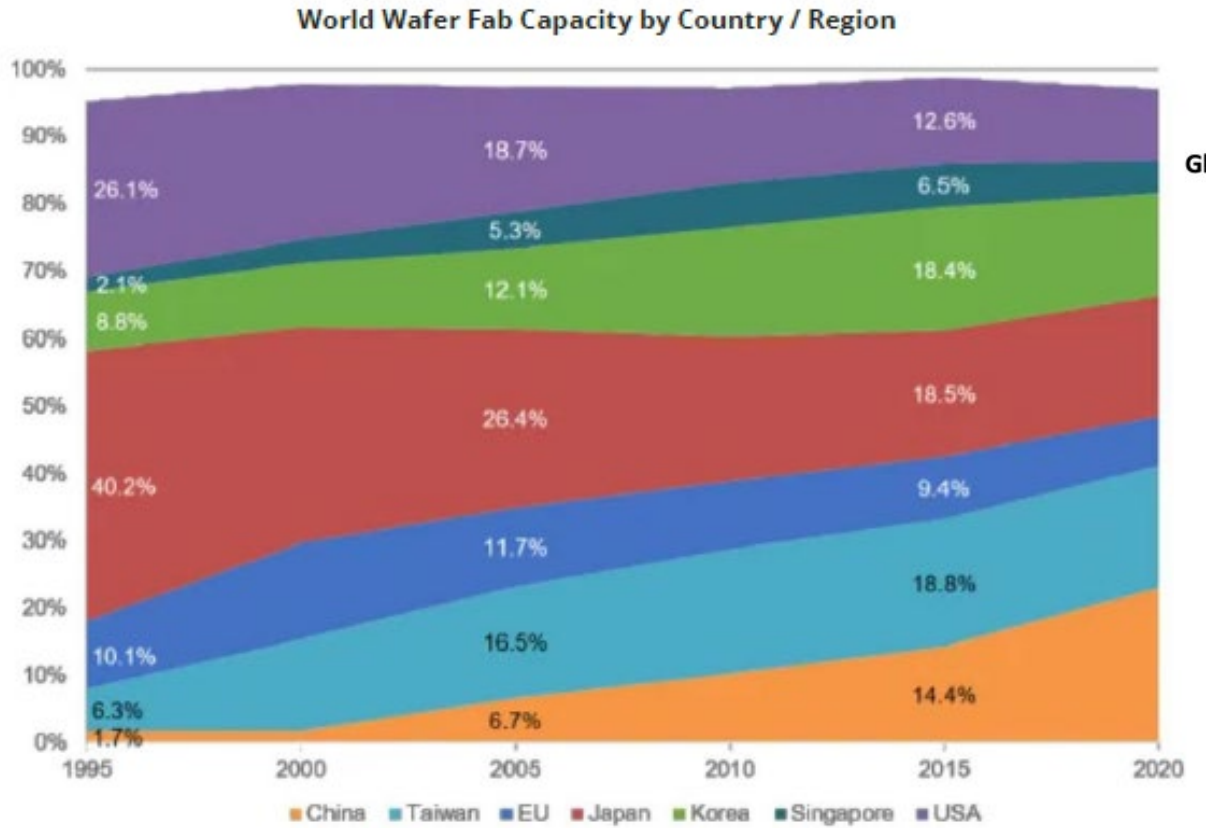
Energy Material Processing Controlled by China

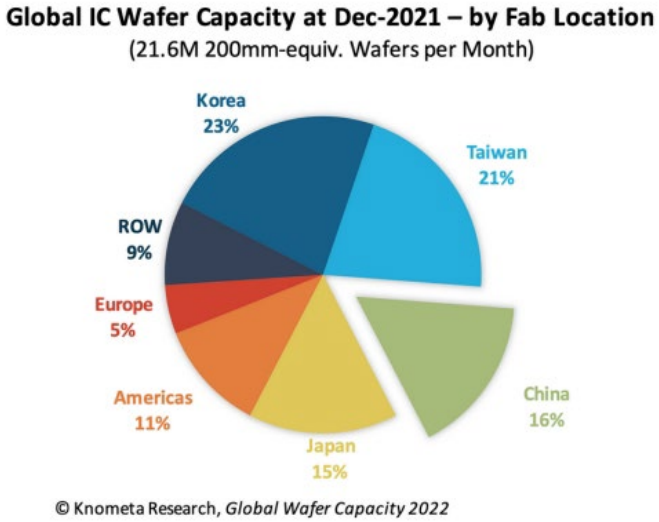


Rare Earth Materials Controlled by China



Semiconductor Value Chain Globally

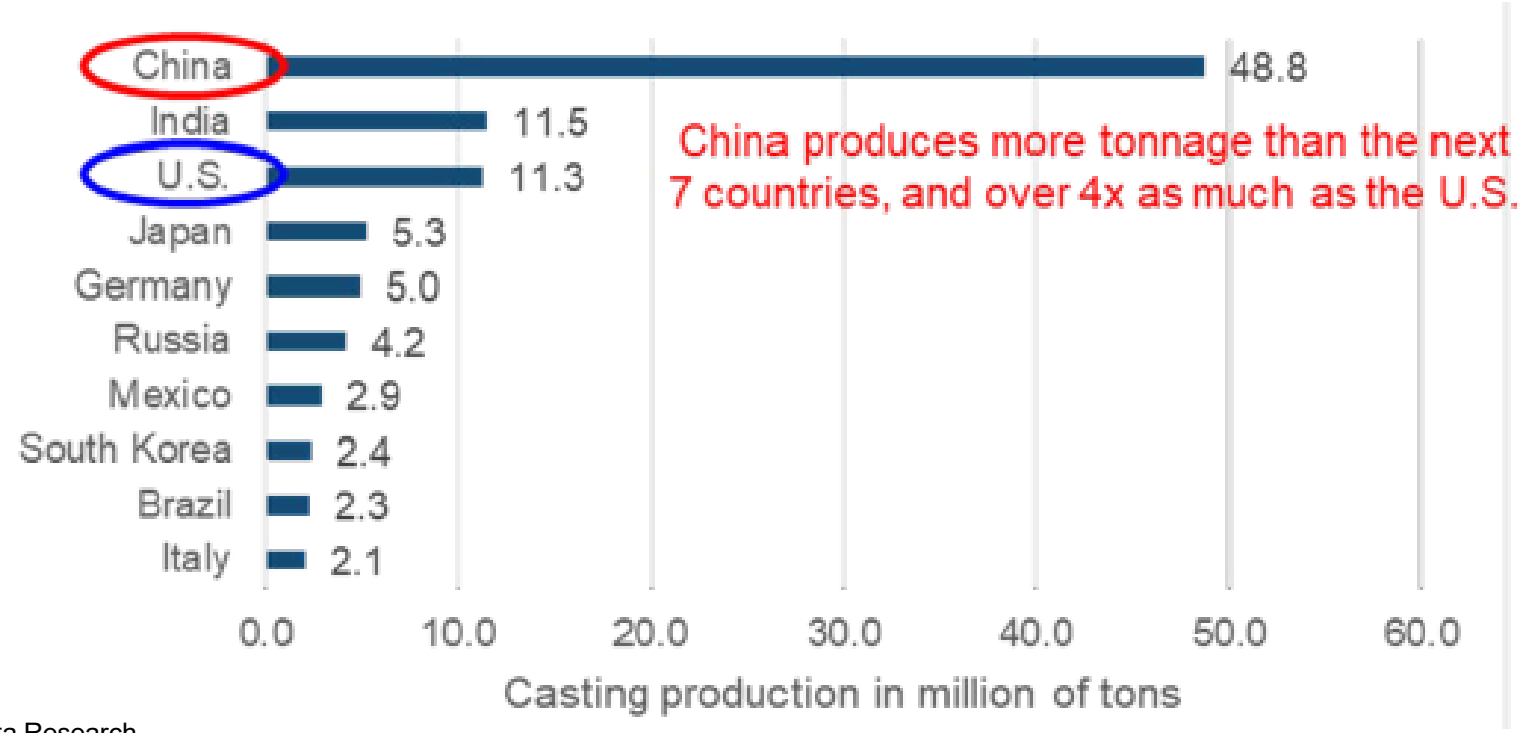




Source: Global SMT&Packaging, Design & Reuse

Global Casting Production

Figure 4. Statista Research Department, Volume of the Global Casting Production in 2019, by Country, 23 March 2021.[26]



Source: Statista Research

Critical and Emerging Technologies List

The following critical and emerging technology areas are of particular importance to the national security of the United States:

- Advanced Computing
- Advanced Engineering Materials
- Advanced Gas Turbine Engine Technologies
- Advanced Manufacturing
- Advanced and Networked Sensing and Signature Management
- Advanced Nuclear Energy Technologies
- Artificial Intelligence
- Autonomous Systems and Robotics
- Biotechnologies
- Communication and Networking Technologies
- Directed Energy
- Financial Technologies
- Human-Machine Interfaces
- Hypersonics
- Networked Sensors and Sensing
- Quantum Information Technologies
- Renewable Energy Generation and Storage
- Semiconductors and Microelectronics
- Space Technologies and Systems

Source: US Dept of State

Top 10 Military Technology Trends & Innovations in 2023

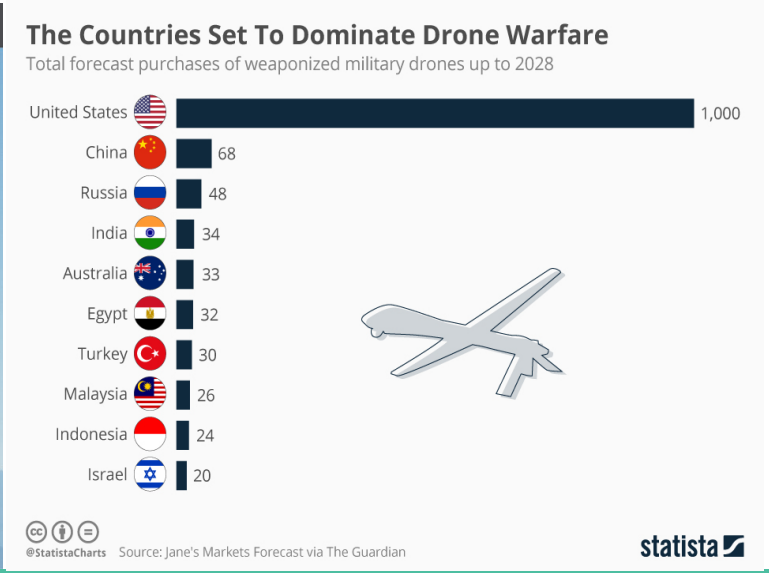
1 036

Startups & emerging companies analyzed

Data provided by StartUs insights • January 2023

New Replicator Program

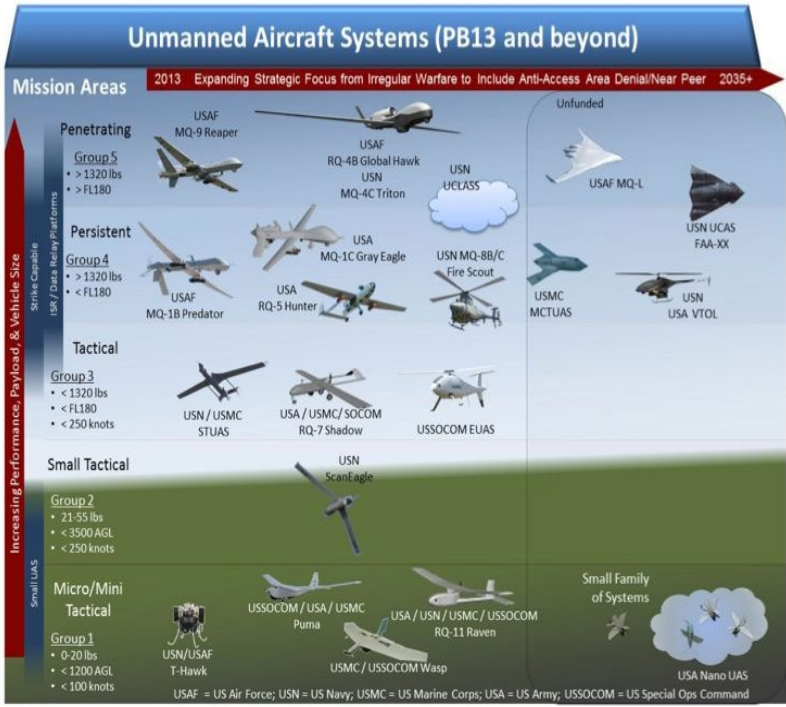
- Driven by experiences of Ukraine-Russian conflict utilizing unmanned systems
- Designed to counter China's military mass
- Crank out "multiple thousands" of "attritable autonomous systems" across "multiple domains" within 2 ys
- Networked UAS - Harder to plan for, harder to hit, harder to beat
- Deputy Secretary of Defense Kath Hicks will oversee the effort with the vice chairman of the Joint Chiefs of Staff, supported by the Defense Innovation Unit



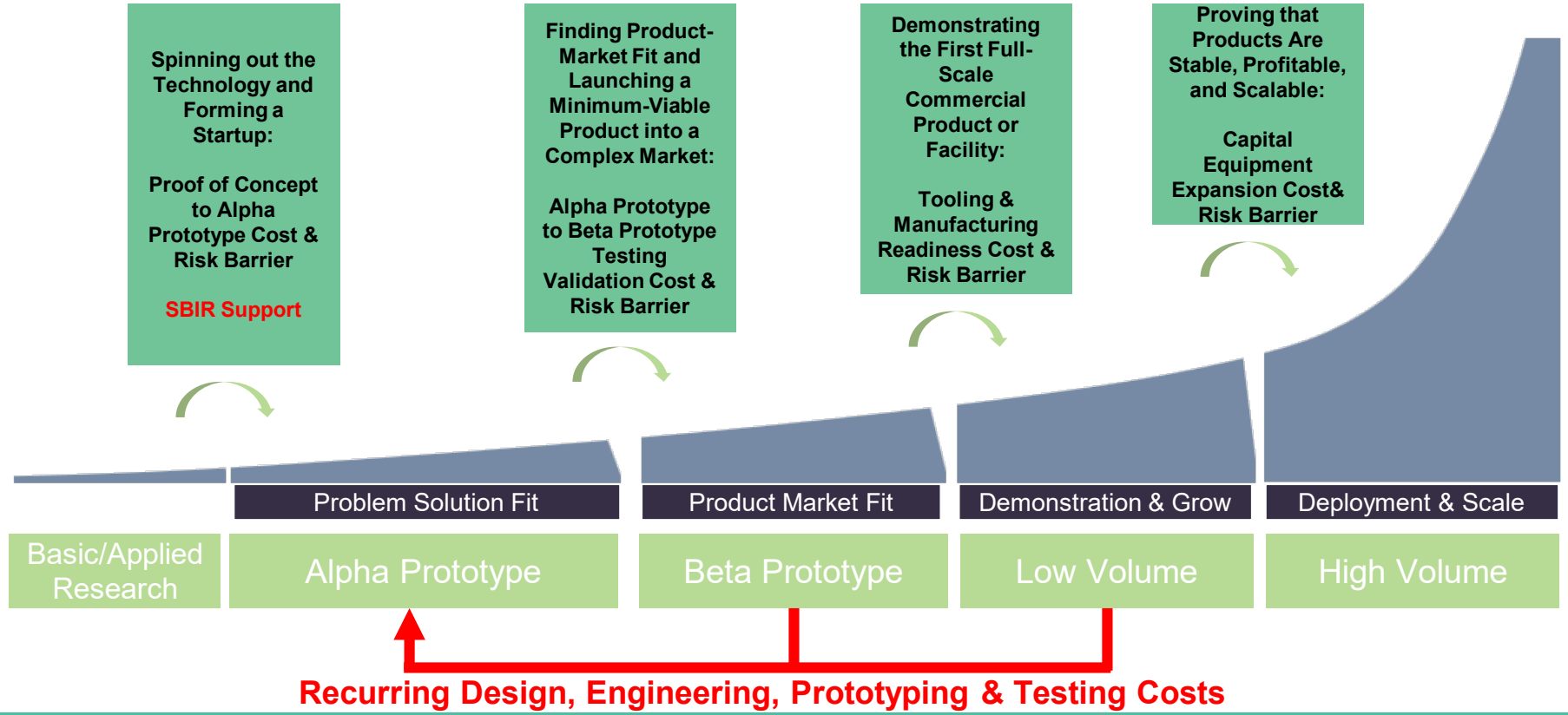
Unmanned Autonomous System Applications

Soldier Transportable	Vehicle Transportable	Self Transportable	Applique
Crew Served Bot	Mounted or Towed; Man Transportable Robot Systems (MTRS) POR	Soldier Follower - IBCT; Squad Mission Equipment Transport (SMET) CDD	Remote Operation; Husky Mounted Detection (HMDS) POR
Small Bot; Small Unmanned Ground Vehicle (SUGV) CDD		Medium Wingman - SBCT; Multi-Mission Unmanned Ground Vehicle (MM-UGV) CDD	Supervised Autonomy; Convoy Active Safety Technology (CAST) CDD
Micro Bot	Armed	Heavy Wingman - HBCT	Full Autonomy; Combat Autonomous Mobility System (CAMS) JCTD
Nano Bot	Humanoid; Battlefield Extraction Assist Robot (BEAR) Initiative	Squad Member	Exoskeleton; Exoskeleton (XOS) CDD

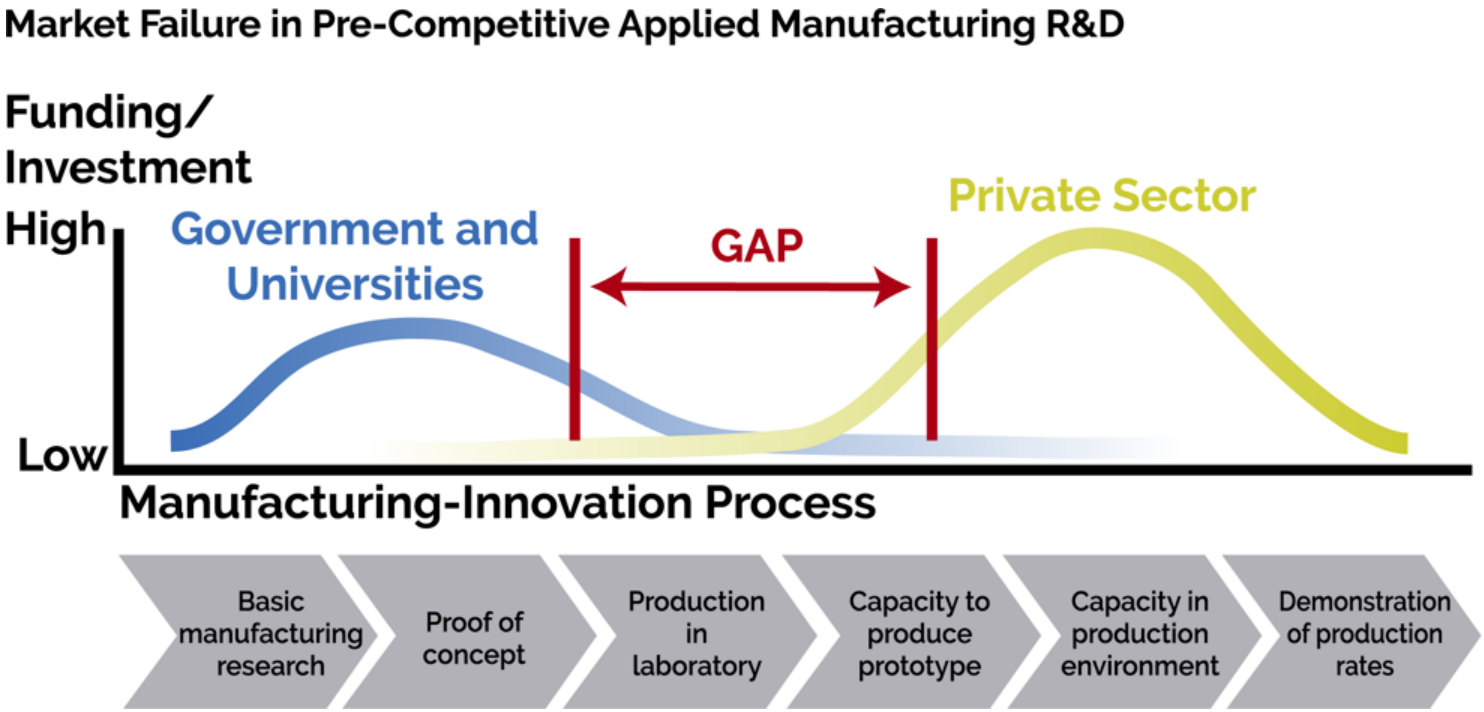
DoD Army UGV campaign plan. (Source: U.S. Department of Defense)



Why do Hardtech companies fail?
Stages of a HardTech Start-up – 4 Valleys of Death



Hardtech Investment Gap



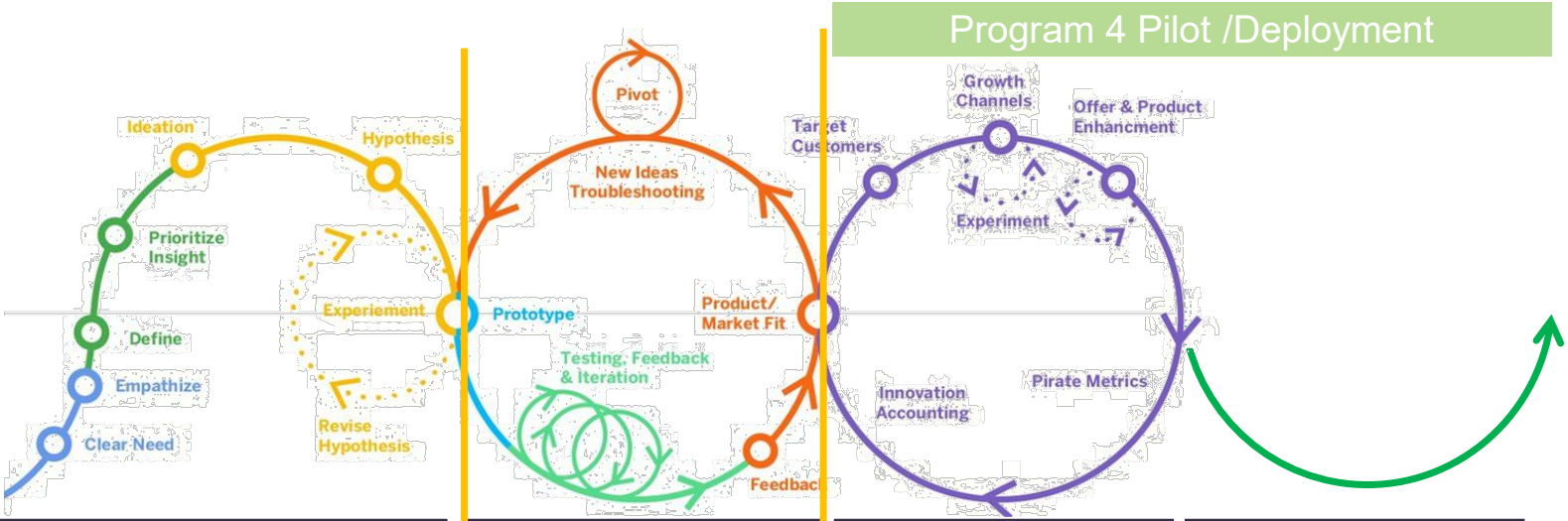
CENTREPOLIS Accelerator
at Lawrence Technological University

Limited Funding for Hardware!

Less than 5% of Venture Capital funding goes to hardtech companies

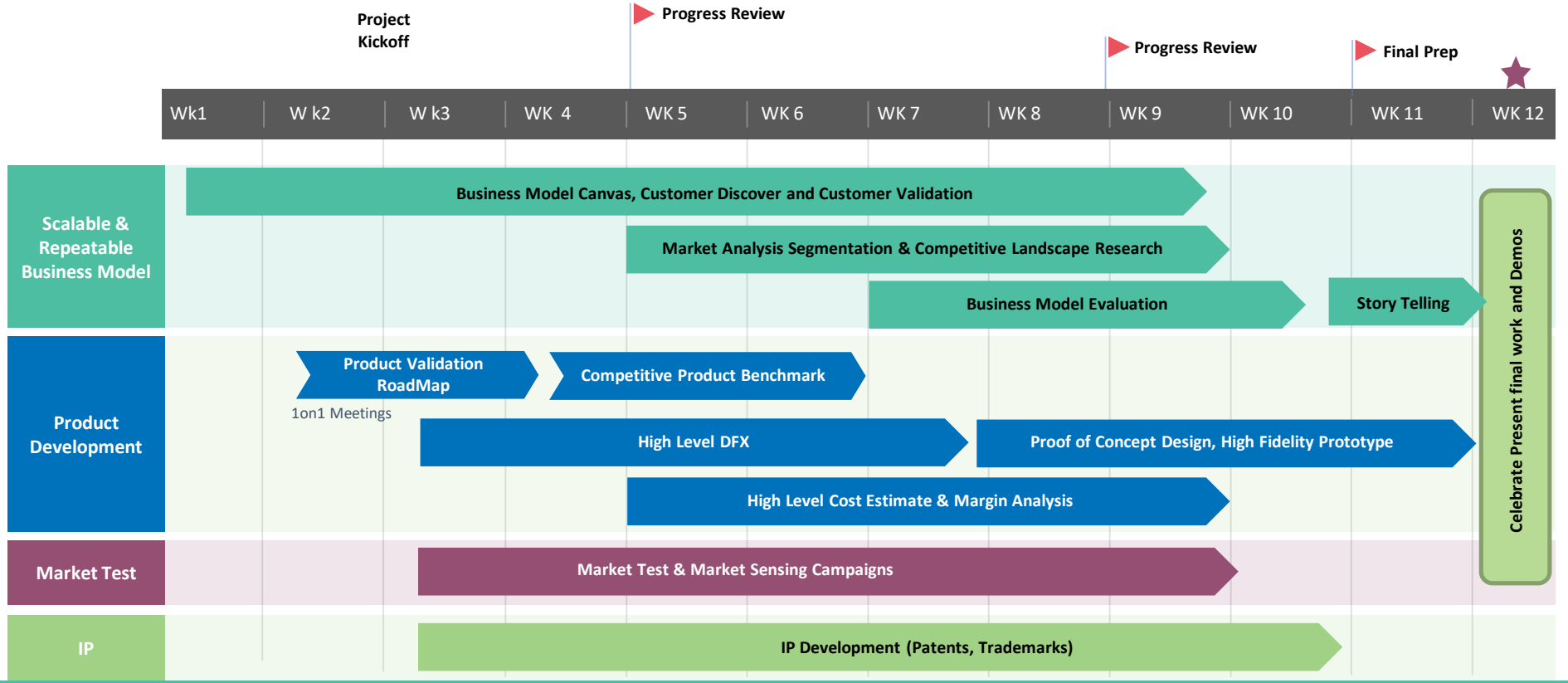
There is a clear gap in financing for hardware based companies…seed funds, angels, VC's, and other institutional investors are not investing in these important companies.

Centrepolis Acceleration Program

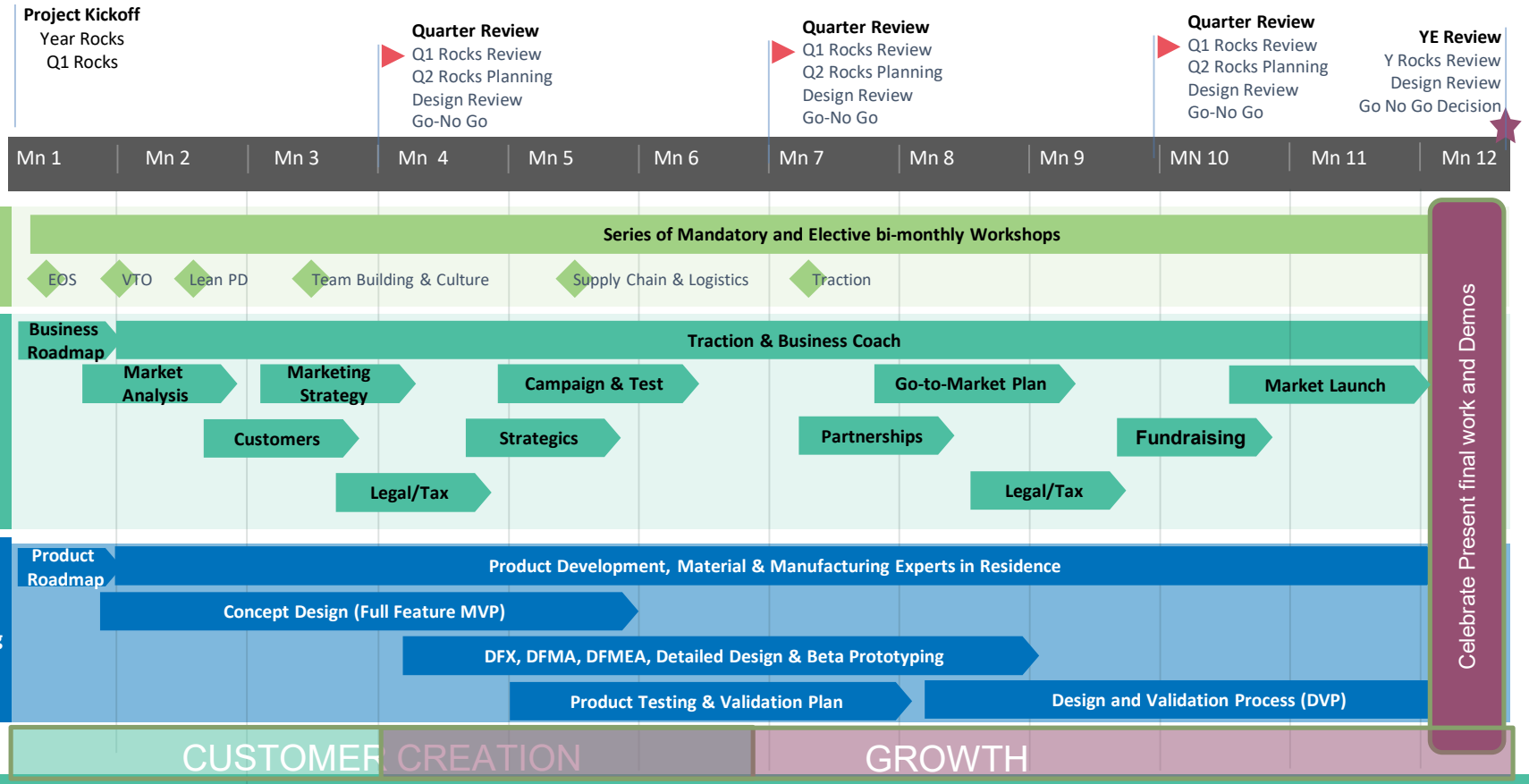


CENTREPOLIS Accelerator at Lawrence Technological University

Centrepolis Hardtech Idea to Product Program



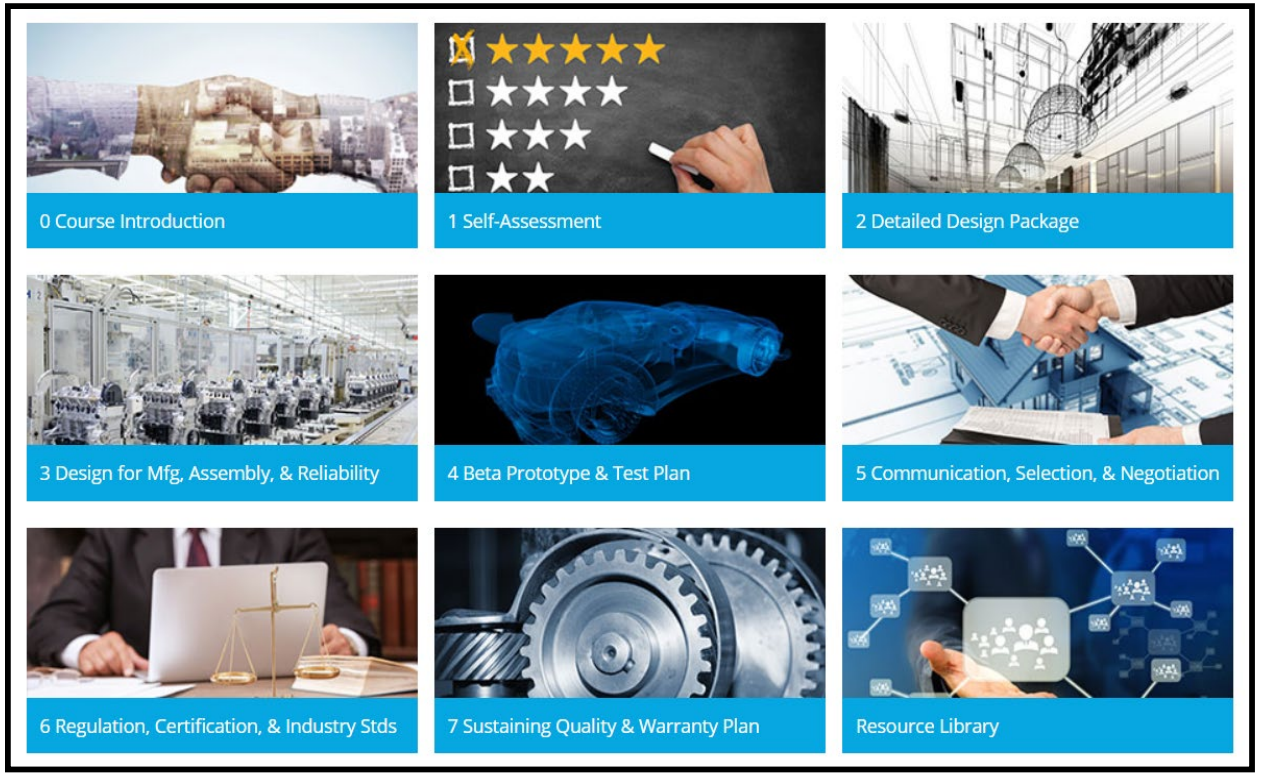
Centrepolis Product Development and Growth



Client Training
Product Development & Mfg 101

Build4 Scale
U.S. Department of Energy

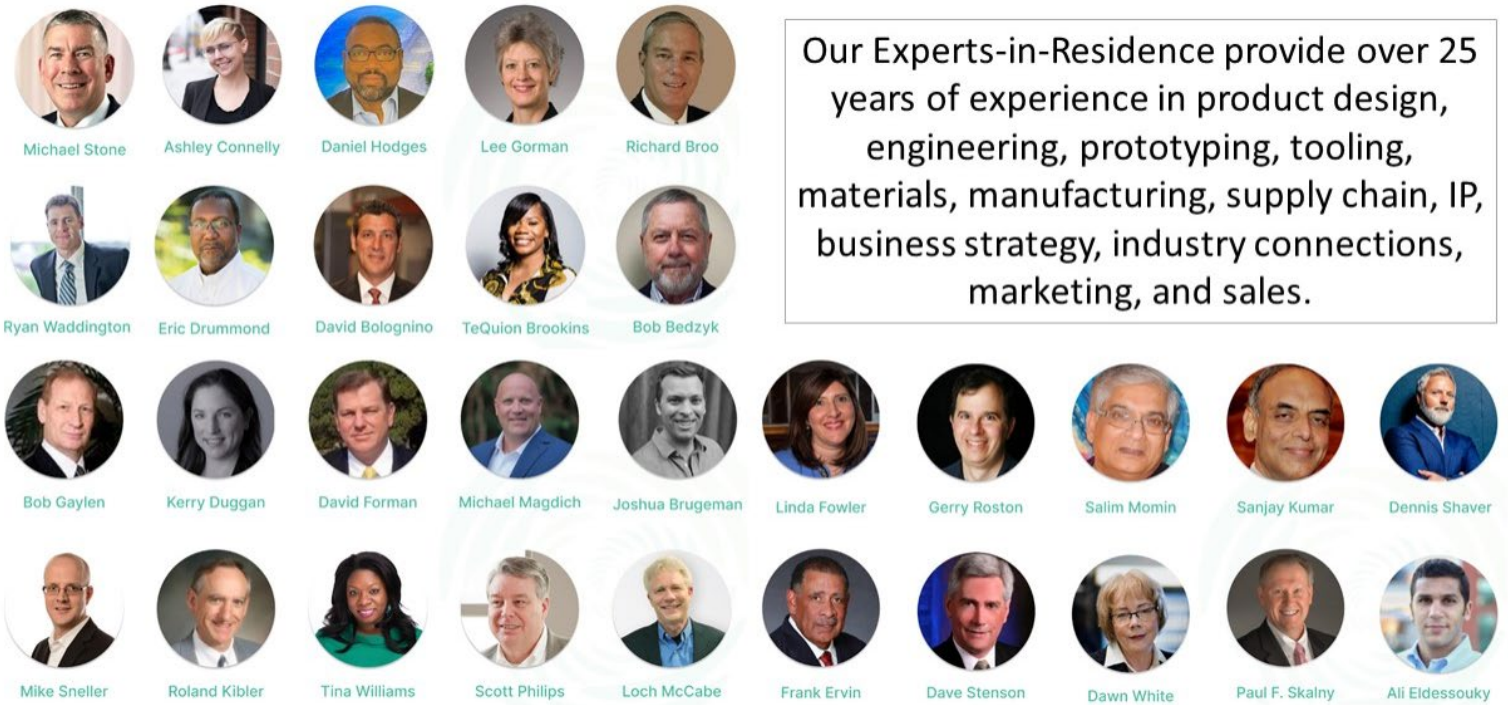
Developed by Centrepolis Executive Director, Dan Radomski



Client Support: Design for X

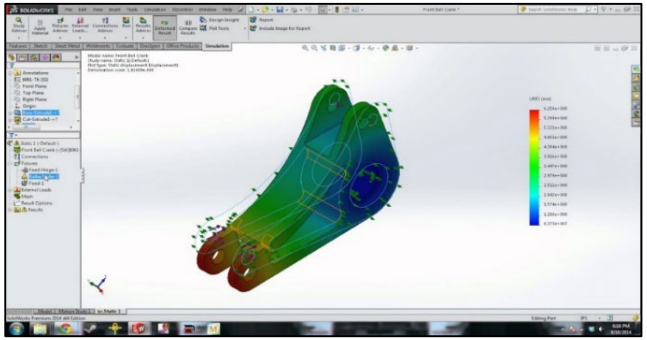
- **Design for Customer Use and Market Acceptance**
  - Customer use, interface, acceptance
  - Safety, ergonomics
  - Market regulations, certification requirements
- **Design for Manufacturability**
  - Reduce Bill of Material (BOM), evaluate material trade offs, cost reductions
  - Reduce Bill of Process (BOP) or process steps, reduce labor
  - Reduce capital equipment, tooling costs
  - Reduce scrap, improve yield
- **Design for Durability, Design for Operating Environment**
  - Consider noise, vibration, harshness (NVH), loading conditions, temperature operating environment, engineer for lifetime
- **Design for Assembly, Installation & System Integration**
  - Consider how the customer will assemble
  - Consider form/fit/function
  - Consider system operating dynamics, transient impacts on connecting components
- **Design for Maintenance and Serviceability**
  - Consider ease of service, repair
- **Design for Packaging and Logistics**
  - Consider product protection, shipping logistics
  - Consider storage, transportation costs
- **Design for Sustainability**
  - Consider use of bio-based materials, allow for recyclability, biodegradable products and packaging
  - Reduce waste materials in operations, cradle to cradle strategy for input to waste materials

Manufacturing Experts in Residence

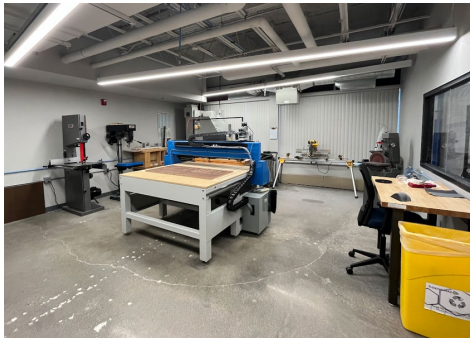


Our Experts-in-Residence provide over 25 years of experience in product design, engineering, prototyping, tooling, materials, manufacturing, supply chain, IP, business strategy, industry connections, marketing, and sales.

In-House Design, Engineering & Prototyping



Product Design & Engineering (CAD, FEA)

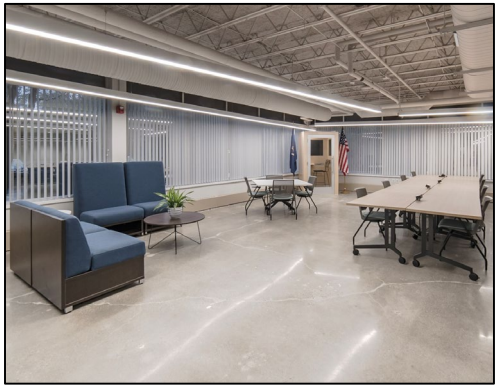


Prototyping Machine Shop

Hardware in the Loop Testing

3D Printing & Additive Manufacturing

Scanning Reverse Engineering



Co-Working Space

A Case Study in Tech Commercialization - Intecells

INTECELLS

Website

Dr. Xiaohong Gayden
Co-Founder

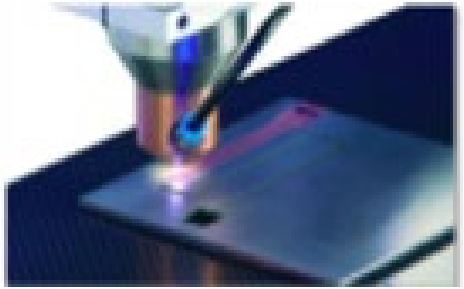
Company/Product Description

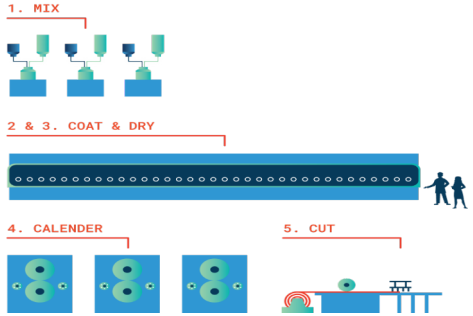
Intecells (Troy, MI) is breaking the conventional battery manufacturing norms by building solutions at the intersection of battery manufacturing and cold plasma technology. Intecells develops and commercializes a scalable, solid-state battery manufacturing technology that offers a new pathway to new materials, novel form factors, and new applications for every kind of batteries in wearables, electronics, electric vehicles, and energy storage systems.

The Story

- **6 Years in Operation**
- **Still at TRL 5**
- **No DOD or DOE grants**
- **Applied for several grants were not awarded**
- **No traction with defense contractors**

Photos/Videos





A Case Study in Tech Commercialization - Marel Power Solutions

MAREL POWER SOLUTIONS

Website

Amrit Vivekand
CEO

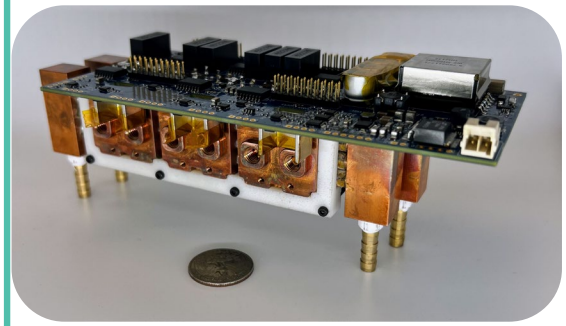
Company/Product Description

Marel Power Solutions (Plymouth, MI) has developed a best in class packaging density power stack using SiC with patent pending module and thermal management architecture. This very impressive high voltage small package power electronics is designed for a wide variety of industry applications.

The Story

- **4 Years in Operation**
- **Still at TRL 6**
- **No DOD grants**
- **Limited traction with defense contractors**

Photos/Videos



	TODAY'S LEAD TECHNOLOGY		MAREL POWER STACK UNIT
R_{TH-JC} (K/W)	0.1	-52%	0.048
Total Dissipation (W)	2500	+105%	5120
Dissipation per Die Area (W/cm2)	625		1280
Amps per Die (A)	70	+50%	105
Amps per Switch (A)	559		843

Defense Hardtech Accelerator
What it Does…

1) Identify hardtech innovations that support GVSC problem statements and innovation R&D roadmaps

2) Support internal innovations developed by GVSC staff

3) Work with existing GVSC IP to find ways to commercialize or transfer these technologies to industry

Technologies that accelerate innovation in non tactical, tactical, combat vehicles and drones!

Defense Hardtech Accelerator
What it Does…

Mission to get more products developed and manufactured domestically that address supply chain gap and are a defense and national security concern

1. Hardware

Any physical product with a focus on mobility, electrification and systems that support the war fighter

2. Advanced Materials

Next generation alloys, lightweight materials, nano materials, composites, coatings, natural chemical free and biobased solutions, natural fiber, recycled upcycled and circular economy (sustainable) materials innovations

3. Advanced Manufacturing Technologies

Next generation machinery, tooling, manufacturing processes, robotics, automation, AI, and Industry 4.0 technologies

Defense Hardtech Accelerator
Tech Focus…

Mobility

- Vehicles such as AV, UGV, UAV, VTOL, Drones
- Physical systems that enable these such as powertrains and sensors (radar, lidar, cameras, ultrasound)
- Control systems that enable these sensors to integrate into the vehicles chassis, steering and braking systems.

Defense Hardtech Accelerator
Tech Focus…

Electrification

- Vehicles such as BEV, HEV, PHEV, FCEV
- Batteries including the cells, modules, packs, BMS, thermal mgmt
- Electric drive and power electronics systems such as e-motors, gearbox, traction drive inverters, DC-DC converters, onboard battery chargers, electrical wiring, and off board EV charging systems.
- Fuel cells and electrolyzers

*These systems are broadly applicable to defense tactical, non-tactical, combat vehicles as well as commercial class 1-8 vehicles including passenger, commercial, off road, agriculture, 2-3 wheel, marine, aircraft, rail, etc.

Defense Hardtech Accelerator
Tech Focus..

Advanced Materials

- High strength metal alloys
- Composites (including natural fiber) and other materials that help lightweight vehicle structures, reducing mass that allows for better range for EVs or better fuel mileage for ICE's and Diesel systems.
- Material processing technologies that are critical to the electrified value chain and our defense security such as cobalt, nickel, lithium in batteries; neodymium in e-motors, semiconductors & microelectronics, power electronics (see Science Act critical materials list)

Defense Hardtech Accelerator Tech Focus…

Manufacturing Technology

- Innovations that improve the production of mobility and electrification systems, components and materials where the IP is on the manufacturing process
- Includes industry 4.0 technologies (e.g., automation, IIOT, generative AI)

Defense Hardtech Accelerator

Addressing domestic critical supply chain gaps that are a defense and national security concern

- Hypersonics/Kinetics
- Semiconductors & Microelectronics
- Batteries & Energy Storage
- E-Motors
- Power Electronics
- Advanced Materials
- Casting Forgings

Dan Radomski, Executive Director

Centrepolis Accelerator @ Lawrence Technological University

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LinkedIn: https://www.linkedin.com/in/dan-radomski-418b693/

Website: centrepolisaccelerator.com

Defense Hardtech Accelerator

We use a 7-step method to deliver these dual-use innovations to the Department of Defense while also fostering the growth of our dual-use ecosystem.

1) Analyze US Army Ground Vehicle Systems Center (GVSC) R&D Roadmaps & IP

- Conduct a thorough evaluation of existing project-related roadmaps to identify major milestones, gaps, and roadblocks to reaching roadmap goals and priorities.

2) Meet with GVSC Technical Leads

- 1on1 meetings with R&D leads of batteries, microgrids, electronics, advanced materials, lightweighting, manufacturing systems, cybersecurity, etc. Understand problem statements, innovation focus areas, internal IP, promising tech companies they would like to see us support.

3) Centrepolis to identify globally best in class technologies that align with GVSC interest

- Vet and evaluate tech for defense applications, seek feedback from GVSC staff, down select companies to provide technical assistance to support CRL/TRL/MRLs.

4) Centrepolis to evaluate GVSC internal innovations and IP positions

- Evaluate commercial viability for dual purpose applications

Defense Hardtech Accelerator

We use a 7-step method to deliver these dual-use innovations to the Department of Defense while also fostering the growth of our dual-use ecosystem.

5) Centrepolis Technical Assistance
- We will down select tech companies and GVSC innovators and IP and provide technical expertise and direction to support CRL/TRL/MRLs through our Acceleration programs.

6) Develop partnerships between the Defense Department and the private sector
- Connect defense tech companies with GVSC, primes, other in value chain that can streamline their pathway to market with strategic market channel partnerships.

7) Record case studies and impact
- Identify and document relevant case studies, tech commercialization metrics and best practices as well as prepare and disseminate acceleration program outcomes to GVSC an our various stakeholders.

Defense Hardtech Accelerator
Services Provided…

- Product design, engineering, prototyping and manufacturing readiness services
- Service investments of $100,000 per company to develop products
- Design for Manufacturability and Assembly Assessments (DFMA)
- Design for Failure Mode Effects and Analysis Assessments (DFMEA)
- Commercial / Technical / Manufacturing Readiness Assessment & Milestone Planning Tool
- Hardtech cohort bootcamps for both early stage and later stage firms
- Business strategy support (business plan, executive summary, pitch deck)
- Intellectual property (patent, trademark) strategy support
- Connections to design, engineering, testing, prototyping and manufacturing suppliers
- Advisory services from EiRs, mentors & founders

Defense Hardtech Accelerator Services Provided…

- Access to $50,000 Business Accelerator Fund and other grant/loan programs
- Funding strategy and introductions to investors
- SBIR training and grant writing services
- Securing funding available through the statewide startup ecosystem
- Discounts on co-working or office space at Centrepolis Accelerator
- Free registration for Centrepolis led events and workshops as approved by Centrepolis
- Introductions to industry partners (potential customers, vendors, distributors, partners, etc.)
- Discounted services from Centrepolis partner network
- Business operations and investment templates (Operating agreements, term sheets, joint venture agreements) and Product Development & Manufacturing Document Templates and Guidance (BOM, DFMEA, PFMEA, Supplier Service Agreement).

Defense Hardtech Accelerator

Deliverables:

- Support 10-20 Defense Tech Companies run though our programs per year
- At least 5 case studies of varying defense technology acceleration projects per year
- Bi-annual & final reports summarizing project activities, metrics and outcomes

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Accelerator

Powered by Centrepolis at Lawrence Technological University

Centrepolis Accelerator

Battery & Energy Storage Clients

Prime Energy

PRIME ENERGY
Contract Services

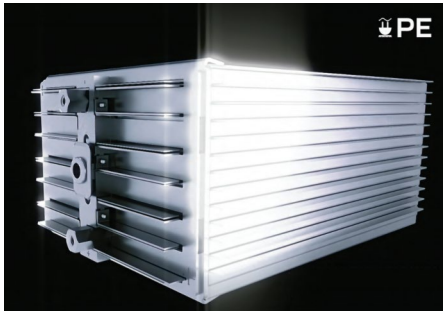
Website

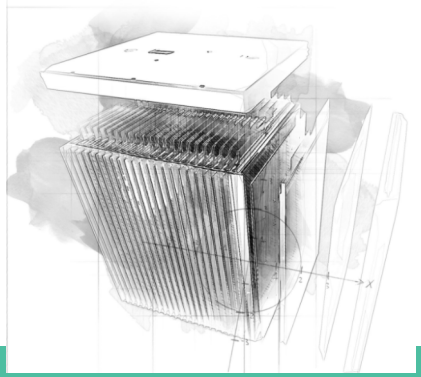
Bill Koetting, President

Company/Product Description

Prime Energy (Troy, MI) is a established consulting service specializing in the design, testing, and development of energy storage and advanced technologies. Demonstrated success in leading innovative design solutions for both Product and Manufacturing applications, such as: Lithium module designs; Large Scale, Industrial and Automotive Energy Storage Systems; Developing pilot-line operations for prototype and production processes.

Photos/Videos





INTECELLS

INTECELLS

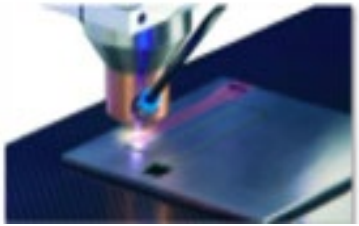
Website

Dr. Xiaohong Gayden
Co-Founder

Company/Product Description

Intecells (Troy, MI) is breaking the conventional battery manufacturing norms by building solutions at the intersection of battery manufacturing and cold plasma technology. Intecells develops and commercializes a scalable, solid-state battery manufacturing technology that offers a new pathway to new materials, novel form factors, and new applications for every kind of batteries in wearables, electronics, electric vehicles, and energy storage systems.

Photos/Videos



Zakuro

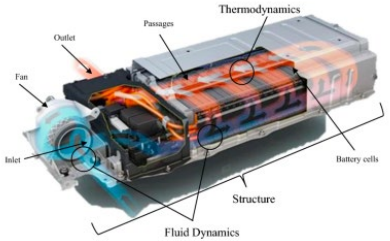
Website

Nathan Taylor, CEO

Company/Product Description

Zakuro (develops safe, affordable, solid-state batteries that enable the transition from fossil fuels to an electrified future.

Photos/Videos



GLOBAL BATTERY SOLUTIONS

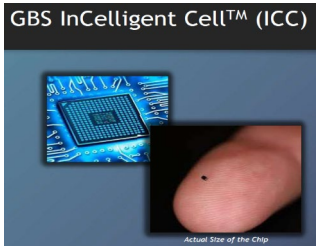
Website

Ellington Ellis
Managing Partner & Co-Founder

Company/Product Description

GBS (Holland, MI) are experts in battery repair, remanufacturing, repurposing, and recycling. Evolving from an automotive OEM electronics repair service in 1958, GBS now provides unparalleled battery, electronics, and solar services. An innovation leader, they are creating a platform for next-gen battery life-cycle management, supported by our InCelligent Cell™ technology. They are also developing an impressive new Microprocessor chip to monitor health of the battery cell.

Photos/Videos



Our Next Energy

our next energy

Website

Mujeeb Ijaz, CEO

Company/Product Description

Our Next Energy (Novi, MI) is developing a novel two-pack structural battery design that is not reliant on nickel cobalt chemistries, and thus has more accessible materials and does not have the run-away thermal issues of many current EV battery designs. Their two-pack structure also extends range. Recently closed a funding round led by Bill Gates's Breakthrough Energy fund, BMW i Ventures, Volta Energy Technologies, Flex, and Detroit's newest mobility venture firm, Assembly Ventures.

Photos/Videos

American Battery Solutions

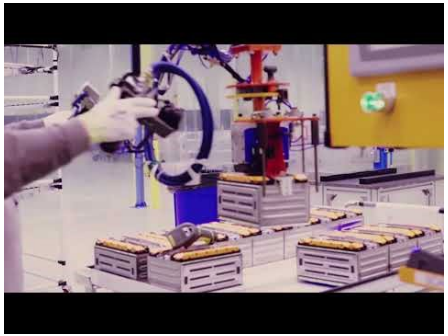
Website

Subhash Dhar,
CEO

Company/Product Description

American Battery Solutions (Lake Orion, MI) is a team of battery system experts with decades of experience in designing, developing, and manufacturing advanced battery systems for the transportation industry. With an established manufacturing footprint in Ohio and an engineering center in Michigan with state-of-the art testing facilities, ABS has assembled a world-class team of dedicated and experienced engineers.

Photos/Videos



Battery Solutions

Battery Solutions

Website

Thomas Bjarnemark
CEO

Company/Product Description

Battery Solutions, LLC (Wixom, MI) serves environmentally-conscious corporations, governments, municipalities, and households across the country. Providing cost effective fully-managed battery-recycling kits, systems, and bulk recycling. We accept and recycle all battery chemistries and offer an array of handling services to satisfy our customers' needs while fully complying with government regulations.

Photos/Videos

Navitas Systems

Website

John Sapp
President & CEO

Company/Product Description

Navitas Systems (Ann Arbor, MI) engages in the research, design, development, and manufacture of advanced lithium cells and energy storage products and systems for both commercial customers and U.S. Government/military customers. Navitas produces both small and large format lithium batteries for a range of high power and high energy applications; battery management systems with custom hardware/firmware and communications; chargers and inverters; and power management systems.

Photos/Videos

Jolt Energy

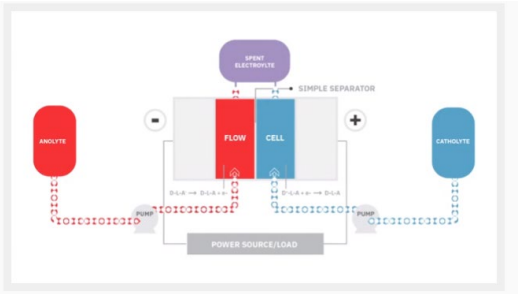
Website

Tom Guarr, Co-Founder & CTO

Company/Product Description

Jolt Energy (Holland, MI) is a start-up that focuses on concepts for organic redox flow batteries empower utilities to bring more new, renewable energy resources onto the grid. Our sustainable energy storage solutions will enable utilities to capture energy from intermittent energy sources, such as solar panels or wind farms, and reliably deliver that energy as soon as it's needed.

Photos/Videos



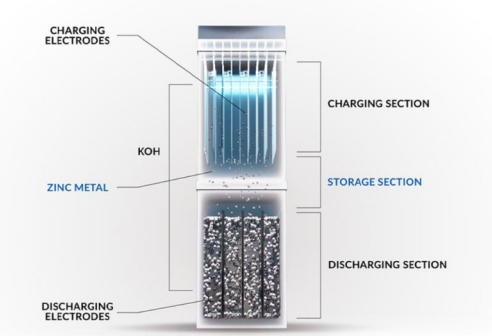
Website

James Larsen, CEO

Company/Product Description

eZinc (Toronto, Ontario) is a startup that provides a paradigm shift in energy storage. By storing electrical energy within zinc metal, the system can store hundreds of hours of energy capacity while being significantly cheaper than battery technologies. This has the potential to dramatically improve the value proposition of intermittent, renewable electricity sources such as wind and solar.

Photos/Videos



Battery Resourcers

BATTERY RESOURCERS

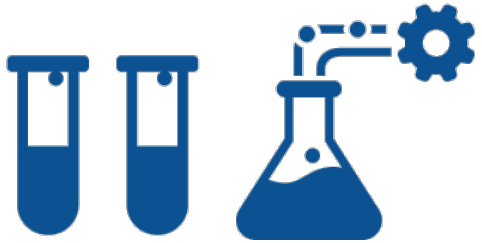
Website

Michael O'Kronley, CEO

Company/Product Description

Battery Resourcers (Boston, MA) is a developer of a battery resources technology designed to change the dynamics for processing end-of-life lithium-ion batteries. The company's technology uses hydro process recycling and direct recycling that takes old cathode material down to the atomic level to create new cathode materials, enabling clients to have maximum return on assets to economically drive recycling and low-cost battery materials.

Photos/Videos



e-cell secure

e-cell secure

Website

Dennis Atkinson
Co Founder

Company/Product Description

e-cell secure (Detroit, MI) has developed state-of-the-industry fire management solutions and training processes geared to combat the energy storage system fire and shock hazard events. ESSPI™ offers a comprehensive package of equipment (systems), processes, and training that enables organizations from a wide range of industries to properly prepare for, combat and contain extremely dangerous and hazardous emergencies resulting from these fires.

Photos/Videos

OnTo Technologies

OnTo Technology LLC

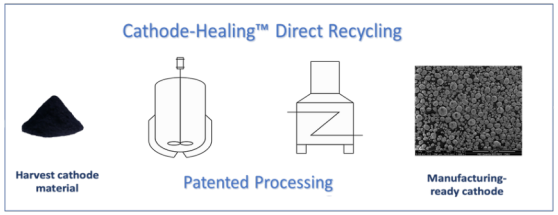
Website

Steve Sloop
CEO

Company/Product Description

OnTo (Bend, OR) develops and patents advanced battery recycling innovations that produce manufacturing quality electrode materials from recycled batteries. These breakthrough technologies are available to serve the battery and environmental services industries. The new technology can reduce the cost of recycling and produce advanced materials for manufacturing batteries useful in applications from portable power to electric vehicles.

Photos/Videos



United Battery Recyclers International

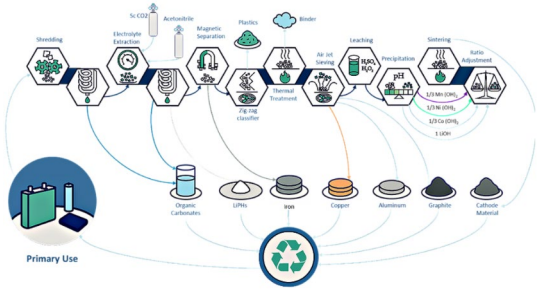
Website

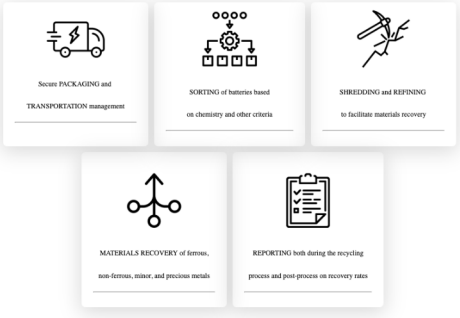
Michael Czarnota
CEO

Company/Product Description

United Battery Recyclers International (Detroit, MI) is a Michigan, ISO certified, supply chain provider of turn-key reuse, repurpose and recycling across all battery chemistries. UBRI develops customized, sustainable solutions that transform all types of batteries and related materials — from all parts of the world — to their next best use.

Photos/Videos





6K, Inc.

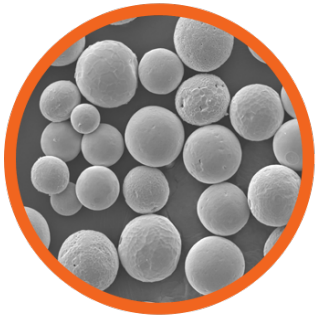
Website

George Meng
Director of Process Engineering

Company/Product Description

6K Inc. (North Andover, MA) has developed a plasma-based synthetic route fundamentally that disrupts materials design and production for lithium ion batteries. They are also developing materials products for the current and next generation of battery technologies.

Photos/Videos



Aqua Metals, Inc.

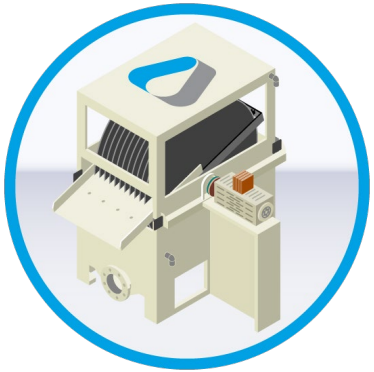
Website

Steve Cotton
President and CEO

Company/Product Description

Aqua Metals (Reno, NV) has created an Aquarefining system for recycling strategically critical metals from batteries that allows them to keep these in regional supply chains, reduces dependency risk, and environmental cost of relying on foreign sources. Their system involves no smelting, minimal waste, higher recovery percentage of metals, and higher quality of products.

Photos/Videos



Inmatech

inmatech

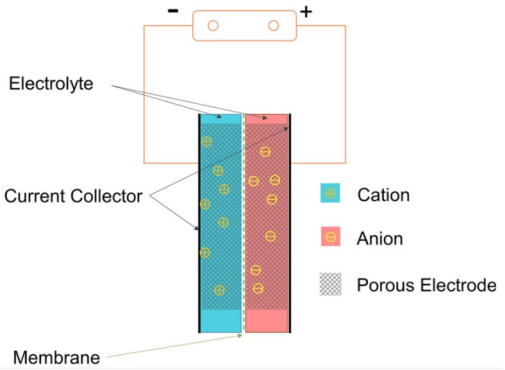
Website

Dr. Saemin Choi, CEO

Company/Product Description

Inmatech (Ann Arbor, MI) is a University of Michigan start-up that commercializes high-performance supercapacitors based on novel materials and asymmetric cell design to provide low-cost energy storage solutions for various markets including automotive, grid and military applications

Photos/Videos



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