

NIAS - PMO  
Sales Pipeline



Client	PMO Lead	Sales Region / Range Area	Lead Stages	Sales Category	Forecast Amount	Sales Opportunity Stage	Quick Status	Probability	Forecast Close
Major IT/OEM	DC Cunningham	NV - North / South	Engaged	Flight Testing	\$ 125,000	Project Concept Developed	Re-engaged with PMO on 1/16 to update status and flight test requirements	25%	Q2 / 15
Major IT/OEM	DC Cunningham	NV - South	Engaged	COA / Flt Test	\$ 100,000	Project Concept Developed	Project opportunity being defined for sUAV flight testing	25%	Q1 / 15
Major OEM	DC Cunningham	NV-South	Engaged	SAC EC/Flt Test	\$ 25,000	Initial discussions	Project opportunity being defined for sUAV flight testing	10%	Q1/ 15
Major OEM	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 40,000	Draft Proposal Submitted / Validated	Submitted Flt Testing price proposal / validated. Major Prospect, working to bid other sUAS programs.	50%	Q1 / 15
OEM	DC Cunningham	TBD	Engaged	Flight Testing	\$ 50,000	Initial discussions	Project opportunity being defined for high altitude, long endurance UAS	10%	Q3/ 16
Distributor partnership	DC Cunningham	NV - North / South	Engaged	Flight Testing	\$ 30,000	Project Concept Developed	Initial ops on R&D with Clark Co. Fire Dept in NTTR. COA to fly in NAS. Developing new project Opp	25%	Q1 / 15
Teammates with OEM	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 20,000	Formal award (repeating monthly)	Project has flown twice in NTTR 63B. Repeating monthly. Possible COA for demo flight.	100%	Q1-4 / 15
OEM	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 20,000	Opportunity ID'd	Addition to ops location for existing SAC/EC. Possible new SAC. Winter flight test requirements	10%	Q1/ 15
OEM	Bruce Tarbert	NV - South	Engaged	Recurring SAC/EC flight ops / Flight Testing	\$ 10,000	Formal award	SAC/EC awarded in Dec 14 thru our DAR program. Ops areas of Boulder City and Mesquite Ols	100%	Q1 / 15
OEM	Bruce Tarbert	TBD	Engaged	Flight Testing	\$ 80,000	Opportunity ID'd	OPV to UAS conversion testing of a large UAS	10%	Q1-2/ 15
OEM	DC Cunningham	NV - North / South	Engaged	Flight Testing	\$ 50,000	Opportunity ID'd	Initial testing may be NTTR. High altitude flights may require R4808/DOE/NSTec	10%	Q2 / 15
OEM	DC Cunningham	TBD	Engaged	SAC/EC	\$ 20,000	Opportunity ID'd	Possible SAC/EC on a substantial quadcopter UAS	10%	Q1/ 15
OEM	DC Cunningham	NV - South	Engaged	COA / Flight Testing	\$ 15,000	Draft Proposal Submitted / Validated	Submitted Flt Testing price proposal and validated. Asset not ready for flight. Possible late Jan 15	50%	Q1 / 15
FFRDC and OEMs	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 10,000	Opportunity ID'd	Project opportunity being defined	10%	Q1 / 15
OEM	DC Cunningham	NV - North / South	Engaged	SAC / Flt Test	\$ 20,000	Project Concept Developed / Draft Cost template created	Asset not ready for flight testing - Client delayed project until mid Jan 2015	25%	Q1 / 15

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Teammate with OEM	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 5,000	Opportunity ID'd	Potential Opportunity identified	10%	Q1 / 15
OEM	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 5,000	Opportunity ID'd	Project opportunity being defined	10%	Q1 / 15
OEM	DC Cunningham	TBD	Engaged	Flight Testing	\$ 5,000	Opportunity ID'd	Project opportunity being defined / link to NASA UTM project made	10%	Q1-4/ 15
OEM	DC Cunningham	NV - North	Engaged	COA/Flt Test	\$ 5,000	Opportunity ID'd	Potential Opportunity identified - Submitted a COA for Reno Stead - for future flight. Unable to fly at ASPRS conf. Possible project with Walker River Paiute Tribe.	10%	Q1/ 15
OEM	DC Cunningham	NV - South	Engaged	COA / Flight Testing	\$ 5,000	Draft Proposal Submitted / Validated	Potential Opportunity identified - Submitted a COA for Reno Stead - for future flight. Unable to fly at ASPRS conf.	10%	Q1 / 15
OEM	DC Cunningham	NV - North	Engaged	COA/Flt Test	\$ 5,000	Opportunity ID'd	COA submitted as part of ASPRS Conference. Follow on testing under COA.	10%	Q1/ 15
OEM	DC Cunningham	NV - South	On Hold	Flight Testing	\$ 25,000	Project Concept Developed / Draft Cost template created	Project framework outlined - Potential flight operations for a group 3. 200 hrs. over a 30 day period. Range scheduling an issue. Loss of opportunity valued at \$100K due to not enough range availability. Project on hold	10%	Q2 / 15
OEM	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 10,000	Project Concept Developed / Draft Cost template created	SOW in progress - Flight project concept being refined. Client updated time frame as being Mar/Apr 15	25%	Q2 / 15
OEM	DC Cunningham	NV - North	On Hold	COA / Flt Test	\$ 5,000	Project Concept Developed	SOW in progress - Flight project concept being developed. Customer experienced facility and asset damage due to weather event.	10%	Q2 / 15
Training Company with OEMs	DC Cunningham	NV - South	Engaged	Flight Testing	\$ 5,000	Opportunity ID'd	Project opportunity being defined	10%	Q1 / 15
Major OEM	Bruce Tarbert	NV - South	On Hold	SAC / Flt Test	\$ 20,000	Project Concept Developed / Draft Cost template created	SOW in progress - project framework being refined. Intend to build price proposal template for DAR supported SAC. Project on hold.	10%	Q2 / 15
<b>TOTAL</b>					<b>\$ 710,000</b>				