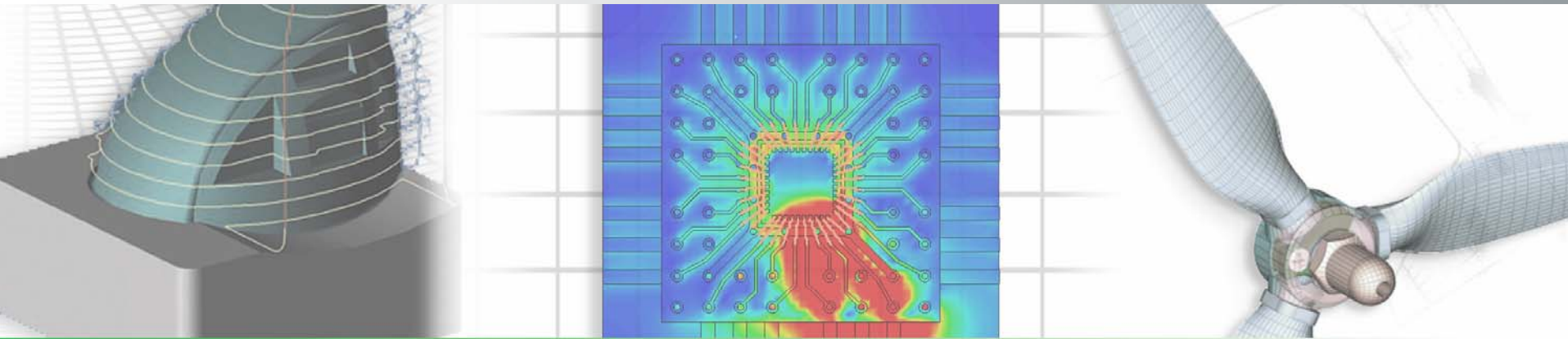


AutoGen 2007 Commercialization Plan

Allison Tatterson, Spatial Corporation

March 28, 2007



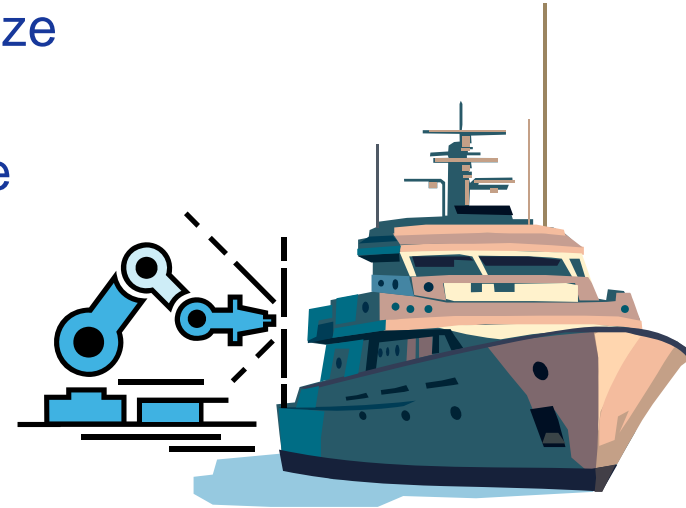
2007 AutoGen Commercialization Plan (CP)

- CP focus is “What does a commercial business look like?”
- Describe how an experienced software company can take a product to market successfully
 - Release criteria
 - Computer Science Standards for code architecture
 - Iterative development process
 - Systematic plan for major releases, service packs and hot fixes
 - Support Services, sales, marketing, accounting, etc.
- Incorporate EB lessons learned



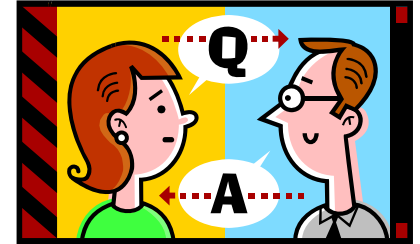
Electric Boat Focus for the CP

- Electric Boat experience will provide a foundational framework to understanding shipyard customer needs
- Electric Boat's detailed use cases will emphasize high value opportunities
 - Integrate into AutoGen commercial software functional requirements
- Apply the Electric Boat experience to an expanded Commercialization Plan to include alternative applications
 - Path planning: painting, blasting, sanding, inspection, adhesives, etc.
 - Process analysis: work flow solutions, robot cell design, selection of parts, etc.



Other Shipyard Detailed Use Case Data

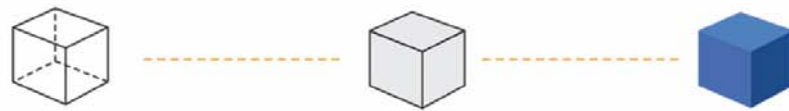
- Leverage Electric Boat use case format to collect detailed use cases from other shipyards
 - Different high value opportunities
 - Different work flow processes
- Also begin detailed use case collection in other areas
 - TAB involvement
 - Shipyards and products relating to shipyards
 - Other industries



Commercialization Plan Deliverable

- A formulaic plan to commercialize AutoGen in
 - Shipyards for robotic welding
 - Shipyards for alternative path planning, process analysis, other applications
 - Other Industries
- Recommendation of what an AutoGen commercial product should look like





Design**Develop****Deliver**

Thank You