

Understanding the Advantages and Limitations of a Government-Industry Partnership





To do together, that which we can not achieve alone.....

- The trend in american business culture is toward an increased utilization of alliances
- Alliances should be utilized to:
 - Achieve strategic goals
 - Reduce Risks while increasing rewards
 - Leverage precious resources



“ Anything that won’t sell, I don’t want to invent” -Thomas Edison

- The worst trap in technology development is not in the technology but in the customers acceptance.
- SATS is a multi-faceted alliance where market acceptance requires the tiered concept (ie Gov’t, user and technology developer)



Panel

- Mr. Paul Mason- PMC and Company ,
San Francisco, CA
- Mr. Steve Hanvey, The Hanvey
Corporation, Anderson, SC
- Mr. Jack Sheehan, Executive
Director, AGATE Alliance Association



AGATE Experience

- Largest member alliance
 - Multi-disipline
 - Win-Win based
 - Outcome oriented
- Established Governance
 - Issue tested