

Testimonial for Encountering Innovation

The Encountering Innovation (EI) enterprise desires to inform and guide SBDC-affiliated companies' new product development decisions in areas that address the interests of the Department of Defense (DoD). Many small businesses have a desire to better understand DoD's needs so that they can successfully design and produce goods for this important market.

Small businesses can benefit from the insight, foresight, and technical expertise of the experienced DoD Technology Scouts they may meet while participating in Encountering Innovation. Furthermore, the SBDC personnel who create and execute the EI program become the participating small business's best consultants and allies, dedicated to one goal: helping the small business succeed through mentorship and networking assistance. This enables the small business to make better decisions faster. EI will provide a level of intimacy with the DoD user community that will ensure meaningful feedback in a timely manner.

My company, Elevated Health Systems, LLC, has been associated with EI since its inception and I have personally gained an enormous amount of information and guidance from this experience. I've watched it grow out of a single conversation between Wichita, KS SBDC associate Alan Badgley and the late great DoD Tech Scout Brett Scharringhausen, at a DoD TechConnect in TX, to the multi-state operation that it is today, with each new SBDC associate catching fire with their own enthusiasm and dedication. If you are a small business with the goal of developing a product which could meet the needs of our American Warfighters, I whole-heartedly recommend that you jump in on this opportunity TODAY! *

- This letter has been crafted with assistance from the CRADA Proposal Philosophy published at <https://vulcan-sof.com/>

Sincerely,

Ann Alexander DuPuis, Founder/COO

Elevated Health Systems, LLC

9432 W. Wyncroft Street

Wichita, KS 67205

316/706-4167

www.esp-dlux.com



