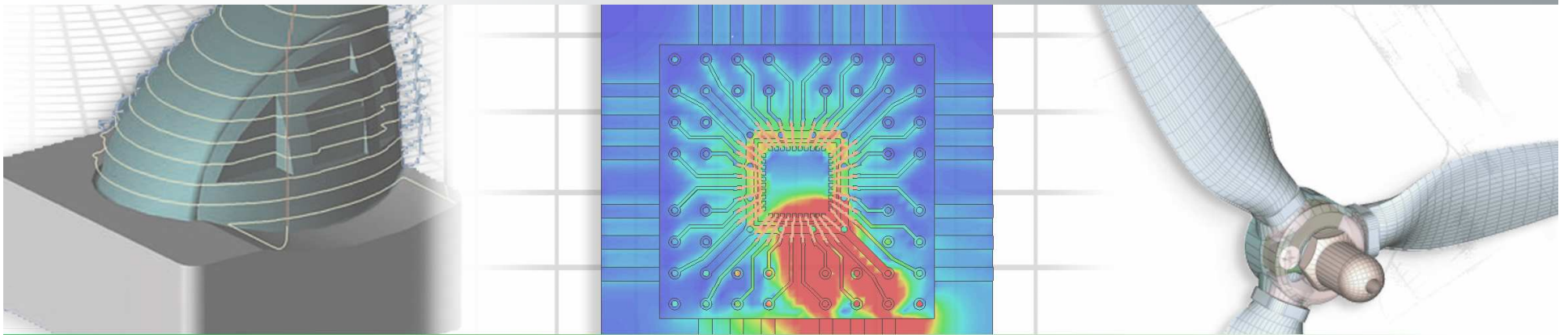


AutoGen 2007 Commercialization Plan

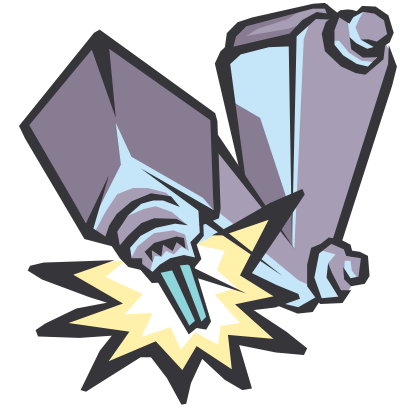
Allison Tatterson, Spatial Corporation

March 27, 2007

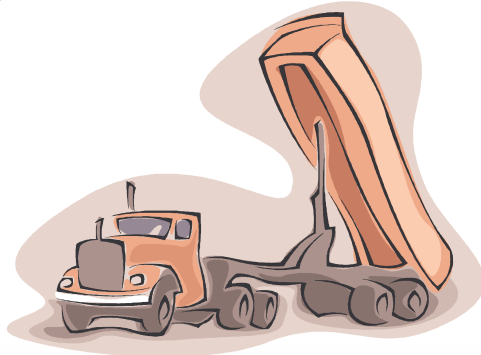


What is AutoGen?

- A software product to automate weld paths and free motion moves
- The KEY to robotic welding in shipyards



Current process



AutoGen

Make dream a reality



Dream Process



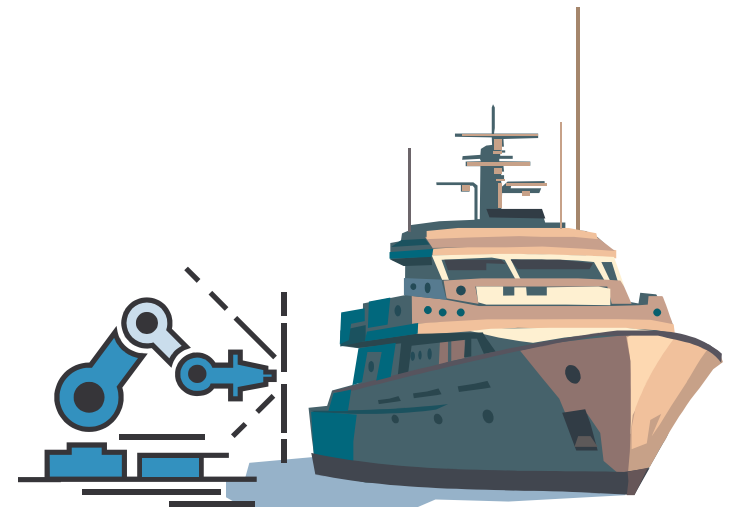
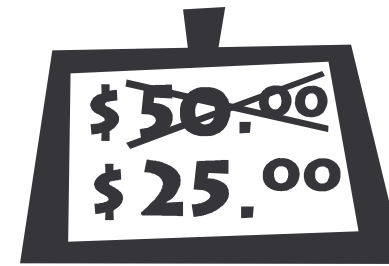
Why AutoGen?

- Qualified welder workforce is diminishing (AWS)
- Continued pressure for additional quality, efficiency and cost reduction
- Support implementation of new technologies
- Take advantage of the benefits of robotic welding



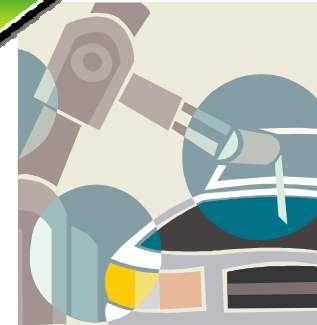
Benefits from Robotic Welding in Shipbuilding

- Cost reduction
- Increased quality
- Autogen levels the playing field despite
 - Size
 - Complexity
 - Limited volume
 - Hourly wages
- AutoGen was designed by shipbuilders for shipbuilders



What AutoGen Needs

- To move from laboratory to production
- Technical Advisory input on design and use cases
- Technical insight to pitfalls and innovation



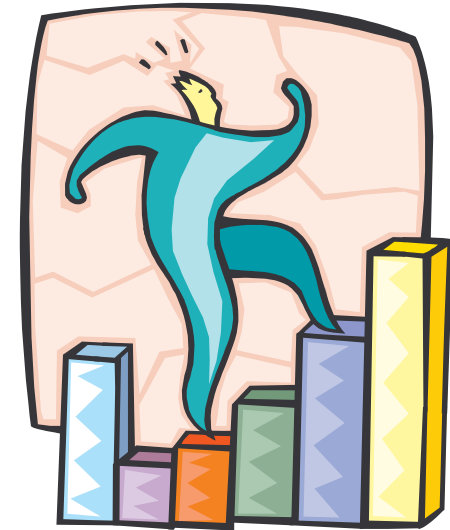
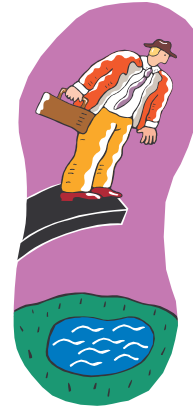
2007 Commercialization Plan

- ◆ What a commercial business look like?
- ◆ How do you take a product from a laboratory demo to a “shrink wrapped” product?
 - ◆ Release criteria
 - ◆ Computer Science Standards for code architecture
 - ◆ Development
 - ◆ Support Services
 - ◆ Sales, marketing, accounting, etc.



Risks and Next Steps

- ◆ Minimize risk with information
- ◆ Need to be quick to market
- ◆ Gather functional requirements as quickly as we can
 - ◆ TAB and weld panel participation
 - ◆ Surveys
 - ◆ Use cases
 - ◆ Affiliate involvement





Design**Develop****Deliver**

Thank You