

# Pitch Presentation Guidelines (Phase 2)

If your concept paper is selected, we will invite you to make a pitch to explain how your your team is qualified to proceed with training to plan and conduct black start exercises. Your brief should be made in a PowerPoint or similar format, will be delivered virtually, and should be 30 to 60 minutes in length. The briefing should contain the following:

## 1. Title Page

This page must include the company name, solution title, point of contact name, date, email address, phone number, address, and the names of team members or subcontractors.

## 2. Technological Approach

Describe the background and objectives of the proposed work, the approach, deliverables, and the resources needed to execute the work. Explain the nature and extent of the anticipated results, documentation, and follow-on projects. Include ancillary and operational issues, such as strategies, processes, and any engineering/software development methodologies to be used.

Identify proposed deliverables.

Identify use of open-source software (if applicable).

Identify use of proprietary software, libraries, or support.

Identify any documentation on managing, maintaining, and adding capabilities to the team or planning process.

Identify any hardware, software, or other purchases that will be required under the award.

## 3. Collaboration with Lincoln Laboratory

Describe the type of support and resources required of Lincoln Laboratory, such as facilities, equipment, data, and information or materials.

Describe any access to the Laboratory that will be needed.

## 4. Estimate on Cost and Schedule