



# Show Me the *Energy* Money!

Presented by  
**The Virginia Clean Energy Business  
Incubator**

A Program of the Virginia Tech Modeling and Simulation Center for  
Collaborative Technologies

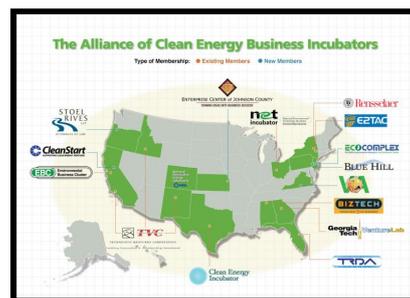
July 14-15, 2009



## The Virginia Tech Modeling and Simulation Center for Collaborative Technologies

The Virginia Tech Modeling and Simulation Center for Collaborative Technologies was established in January 2008 after 18 months of research and evaluation of technologies determined to offer the best opportunity for advancement of the energy and environmental sectors in Southern Virginia. With an initial capital investment of \$13.4 million from the Virginia Tobacco Indemnification and Community Revitalization Commission and corporate investment, the Center provides leadership in emerging collaborative technology, modeling and simulation, broadband telecommunications, and energy technology research and development.

Following the establishment of the programs, the Center was selected by the Tobacco Commission to lead the creation of the Virginia Clean Energy Incubator. In April 2009, the Incubator was accepted as a member of the Clean Energy Alliance, which was established by the National Renewable Energy Laboratory (NREL) in Golden, CO. The Virginia-based Incubator was designated as the 14<sup>th</sup> U.S. energy business incubator by the Alliance.



The designation by the Clean Energy Alliance and the Incubator's extensive modeling and simulation capabilities give the program a competitive advantage. State-of-the-art capabilities include

- Energy instrumentation
- Cisco 3000 TelePresence
- 3-D visualization laboratory
- Geospatial laboratory
- Immersive software environments
- Supercomputing capabilities
- Geographic information system (GIS)
- 3-D post-processing visualization and animation
- LambdaRail and MBC networks

The Incubator will continue to be a leader in the development of a new industry—alternative energy—not only for Southern Virginia, but also for the nation, through commercialization of alternative energy technologies that will lead to America's independence from foreign oil.

**Dear Participants, Speakers, and Sponsors,**

Welcome to the *Show Me the Energy Money* summit, a program hosted by the Virginia Clean Energy Incubator at the Virginia Tech Modeling and Simulation Center for Collaborative Technologies. I am delighted you have joined us to discuss and learn more about the clean energy industry and funding opportunities.

Even amidst the troubled economy, the clean energy industry itself is stable, even growing, thanks in part to a renewed interest by policy makers. *Global Climate Change Regulation Policy Developments* reported more than 250 climate change-related policy developments between July 2008 and February 2009 by governments around the globe. Most notably, the American Recovery and Reinvestment Act of 2009, signed into law by President Barack Obama in February, includes more than \$70 billion in direct spending and tax credits for clean energy and transportation programs.

Our summit will touch on some of these points and many more as we explore Virginia's Energy Vision and Marketing Plan; economic development opportunities through partnerships, commercialization, private sector investments, and entrepreneurship by experts from the industry.

The Incubator was founded in 2008 with funding from the Virginia Tobacco Indemnification and Community Revitalization Commission. Recently accepted as the 14th U.S. energy business incubator and a member of the national Clean Energy Alliance, the Incubator strives to advance clean energy technology research and development, particularly through its mentorship and incubation services for start-up companies. The Virginia Clean Energy Incubator is not alone in developing these future technologies. According to research firm New Energy Finance, new global investments in energy technologies expanded from \$148.4 billion in 2007 to \$155.4 billion in 2008, and increase of 4.7%.

We are pleased that you have elected to attend the *Show Me the Energy Money* summit. I would like to thank our sponsors and partners, whose support in this important program has been essential to its continued success.



**Carole Cameron Inge**

*Chief Strategist*  
Virginia Clean Energy Incubator

*Executive Director*  
Virginia Tech Modeling and Simulation Center for Collaborative Technologies

# Show Me the *Energy* Money

Sponsored by

Virginia Clean Energy Business Incubator

July 14 and 15, 2009

South Boston, Virginia

— Tuesday, July 14 —

**Berry Hill Resort and Conference Center 3105 River Road**

AFTERNOON

4:00 **Welcome**—Grand Ballroom

Dr. Carole Cameron Inge, Chief Strategist,  
Virginia Clean Energy Business Incubator

**Role of Energy Incubators and Collaboration  
with Corporate America**

James F. Groelinger, Executive Director, Clean Energy Alliance

EVENING

5:00 **Welcome Reception**—Courtyard Terrace

*Sponsored by Alion Science and Technology*

6:30 **Dinner**—Courtyard Terrace

(Business attire suggested)  
*Sponsored by Tetra Tech, Inc.*

9:00 **Cash Bar**

Darby's Tavern

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— Wednesday, July 15 —

**Riverstone Technology Park 1100 Confroy Drive**

Call 434 575 7766 for directions.

MORNING

8:00 **American Continental Breakfast**—Foyer

9:00 **Opening Remarks: Virginia's Energy Vision and Plan**

Stephen Walz, Senior Advisor for Energy Policy,  
Office of Governor Timothy Kaine

- 10:00 **American Recovery and Reinvestment Act and Energy Park Initiative, U.S. Department of Energy**  
Henry McGuire, Sr. Vice President of DOE Programs, Tetra Tech
- 10:45 Coffee Break—Foyer
- 11:15 **Case Study: SBIR, STTR, and U.S. Department of Energy Funding for Start-Ups**  
Dr. Ranbir Singh, Founder, GeneSiC Semiconductor, Inc.
- 12:00 **Lunch**  
*Sponsored by McGuire Woods, LLP*

AFTERNOON

- 1:15 **Public Policy: A National View**  
**Advocating for Smart-Grids**  
Katherine Hamilton, President, GridWise Alliance
- Partnering with the U.S. Department of Energy National Laboratories: Future of Economic Development and Energy Technology Commercialization**  
Drew Bond, Senior Vice President, Battelle
- Working with Congress: Process for Successfully Funding Energy Technology Research, Development, and Commercialization**  
Tim Cook, Corporate Vice President, Alion Science and Technology
- 2:45 Break and Networking—Foyer
- 3:10 **Small Business Entrepreneurship: Solar Industry**  
Corey Coleman, President, Imago Green
- 3:30 **Private Sector Investments: Capitalization, Accountability and Auditing Issues to Consider**  
Charles Bonuccelli, Partner, Argy, Wiltse & Robinson, P.C.
- 4:00 **Virginia's Energy Marketing Plan**  
Jerry Giles, Team Leader  
Virginia Science, Research, and Energy Initiatives  
Virginia Economic Development Partnership
- 4:30 **Closing Remarks**  
Dr. Carole Cameron Inge, Chief Strategist  
Virginia Clean Energy Business Incubator

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# James Groelinger,

## Executive Director, Clean Energy Alliance

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James Groelinger is executive director of Clean Energy Alliance, an association whose membership comprises clean energy innovation centers throughout the United States. He is also managing director of Bellegrove Associates, a consulting company focusing on energy strategy issues, including the deployment of solar energy in the developing world. He has also been CEO and president of EPV Solar, Inc., a leading clean technology company that designs, manufactures, and sells amorphous silicon (a-Si) thin-film photovoltaic (PV) modules for power and BIPV applications.

Mr. Groelinger has been senior vice president for business development for CHI Energy, Inc., a Stamford, Connecticut-based renewable energy company and a director at Putnam, Hayes & Bartlett, Inc., an international energy strategy firm. In this position, he was involved in numerous activities related to electric industry strategy and restructuring around the world. Mr. Groelinger was the last vice president of finance of the U.S. Synthetic Fuels Corporation where he structured and negotiated financial guarantee packages for the development of commercial synthetic fuels technologies. Mr. Groelinger started his career as a process engineer for Monsanto Chemical Company. He has a BChE from City College of New York and an MBA in finance from Temple University.

### **Company Profile**

Clean Energy Alliance provides clean energy technologies that emerge from both public and private research facilities and the expertise, connections, and support to make the leap from laboratory to market. Through its 17 business incubators, it is responsible for the 185 commercialized technologies developed within the Alliance. More than \$269 million in capital has been raised by clean energy start-ups over this six-year period, including both public and private capital in the form of angel, VC, SBIR, grants, and other investment forms. These clean energy start-ups have generated over \$280

million in revenue—inclusive of royalties on technologies. Over the four years that have been tracked, incubators have received \$47 million from federal sources (usually passed through state-level initiatives and organizations), \$17 million from state sources, and \$30 million from private and municipal sources. These funds have helped to facilitate the incubation process and provide an additional catalyst for the profitable commercialization of clean energy technology.

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## **Stephen Walz,** Senior Advisor for Energy Policy, Office of Virginia Governor Timothy Kaine, and Director of the Department of Mines, Minerals and Energy

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Stephen Walz provides energy policy analysis and advice to the governor and oversees state mine safety and environmental programs, state geologic services, and energy efficiency services at the DMME. He also directs implementation of the Virginia Energy Plan, is chair of the Governor's Energy Policy Advisory Council, and has served on the Governor's Commission on Climate Change.

Mr. Walz has 29 years experience in program management, policy, and administrative duties at DMME. Prior to joining Virginia state government, he worked in energy and community development programs in Missouri and Nebraska. He has a BS in civil engineering from Worcester Polytechnic Institute in Worcester, Massachusetts.

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# Henry McGuire,

## Senior Vice President, Department of Energy Programs and Nuclear Programs, Tetra Tech, Inc.

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Mr. McGuire has spent most of his 36-year professional career in DOE management and operations assignments and in a variety of mixed-waste recovery, processing, and disposal programs. He spent over 20 years at the Hanford site in Washington State in a succession of increasingly responsible management and executive positions, including vice president for engineering and waste management for the Westinghouse Hanford Company. For the past 12 years, he has been with Tetra Tech, Inc. as senior vice president of DOE and nuclear programs.

He has a BS in Civil Engineering from Worcester Polytechnic Institute, an MS in Environmental Engineering from Loyola of Los Angeles, and has done additional graduate work in chemical engineering and industrial waste treatment at Vanderbilt University. He lives in Falls Church, Virginia.

### **Company Profile**

Tetra Tech, a leading provider of consulting, engineering, and technical services worldwide, employs over 10,000 people in more than 250 offices throughout the world. This diverse company includes experts in science, research, engineering, construction, and information technology. It generates roughly \$2.15 billion in annual revenue and ranks eighth in the 2009 top 500 design firms and was sixth in the 2008 top 500 environmental firms.

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# Dr. Ranbir Singh,

## Founder, GeneSiC Semiconductor

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In 2004, Ranbir Singh founded GeneSiC Semiconductor, a cutting edge manufacturing company that focuses on next-generation silicon carbide semiconductors for smart grid applications. He has developed critical understanding and published on a wide range of SiC power devices, including PiN, JBS and Schottky diodes, MOSFETs, IGBTs, thyristors and field-controlled thyristors. He has co-authored over 95 publications in various refereed journals and conference proceedings and is an inventor on 24 issued US patents. He conducted research on SiC power devices, first at Cree Inc. and then at the National Institute of Standards and Technology (NIST) in Gaithersburg, Maryland. He served on the technical committee of the International Symposium on Power Semiconductor Devices and ICs (ISPSD) from 2002-2004 and was part of a panel to develop a road map for the insertion of SiC-based power devices into commercial applications. In May 2003, and again in May 2004, he received the IEEJ Technical Development Award for his ultra high voltage SiC devices.

Dr. Singh received a B. Tech in Electrical Engineering from the Indian Institute of Technology in Delhi, India, and MS and PhD degrees from North Carolina State University, where he studied under the tutelage of power device pioneer Professor B. Jayant Baliga.

### **Company Profile**

GeneSiC is a privately held company with a focus on high quality SiC devices. The company strives to be a market leader in the design, development, and commercialization of SiC devices with higher performance than those realized by its competitors through innovation, research, and developing a better understanding of SiC-based devices. While the company continues to win US government-sponsored awards for its research and development efforts, it is focused on releasing high volume SiC device products.

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# Katherine Hamilton,

## President, GridWise Alliance

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Katherine Hamilton joined GridWise after being the policy advisor for Good Energies, Inc., a private investment company with a current portfolio in clean energy technologies of more than \$6 billion. She has had extensive experience developing policy and partnerships in clean energy with both public and private sectors. Before joining GridWise, she was co-director of the American Bio-energy Association, where she worked with entrepreneurs, universities, and utilities to develop biomass technologies. Her organization focused on biomass power and cellulosic biomass for fuel. She has met with members of Congress and their staffs, and business and environmental groups to develop consensus on definitions of and appropriately clean use of biomass. She also advised the governor of New Jersey on the biomass components for a state renewable portfolio standard.

As president of her company, The Hamilton Group, Ms. Hamilton contracted with the Union of Concerned Scientists, Natural Resources Defense Council, Midwest Research Institute, and other organizations to lobby Congress and statehouses, including Maryland's, on various clean energy policies and funding.

She was hired by the Department of Energy (DOE) through the National Renewable Energy Laboratory (NREL) to put into place several programs mandated in the Energy Policy Act of 1992, including federal energy audit and water conservation programs. Ms. Hamilton started the SAVEnergy program which provides energy audits to federal facilities and which still operates under the DOE Federal Energy Management program. The water conservation program she began is now housed at the Environmental Protection Agency. As the manager of these programs and a certified energy manager herself, she has traveled the country to speak with thousands of energy service providers, federal building operators, and utilities to facilitate energy audits that would then transform into real projects saving energy and water. Ms. Hamilton has pulled together several partnerships using energy saving performance contracts with utilities and memoranda of understanding and cooperate research and development agreements between government agencies and private

technology developers. She also developed statements of work for national and international energy audit contracts and served on the source selection boards to review technical proposals and recommend appropriate contractors.

After managing energy and water research and policy programs at NREL, she was manager of government relations in the Washington, DC, office, becoming an expert witness on renewable energy for the House Committee on Science and serving as an advisor to then Vice President Richard Cheney's task force for developing the national energy plan.

Following her studies at Cornell and the Sorbonne, Ms. Hamilton apprenticed as a distribution engineer for Virginia Power (now Dominion Energy), designing overhead and underground electrical systems for commercial and residential developments. She then became a senior analyst in commercial energy efficiency, performing energy audits and advising customers on load management technologies and creative rate structures.

Ms. Hamilton lives in Arlington, Virginia, with her husband, four children, and two dogs.

### **Company Profile**

The GridWise Alliance is a consortium of electricity industry stakeholders that advocates a vision of an electric system that integrates infrastructure, processes, devices, information, and the market structure so that energy can be generated, distributed, and consumed more efficiently and cost effectively—leading to a more resilient, secure, and reliable energy system. In their 2004 memorandum of understanding, the GridWise Alliance and the U.S. DOE agreed to work together to realize the vision of a transformed national electricity grid.

The GridWise Alliance is also a public/private forum that brings together a diverse set of industry stakeholders and resources to deploy, demonstrate, and quantify new technologies, approaches, and business models that cut across traditional industry segments and market boundaries. Through collaborative leadership and cooperation, a safer, more reliable, more affordable power delivery system will emerge, and the U.S. economy will have more room to grow and thrive.

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# Drew Bond,

## Vice President, Public Policy, Battelle

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Mr. Bond's responsibilities at Battelle also include business and economic development and technology commercialization to which he brings a breadth and depth of experience in the public, private, for-profit, and not-for-profit sectors. This experience includes working as senior advisor and director of commercialization and deployment for the U.S. DOE Office of Energy Efficiency and Renewable Energy, president and CEO of Townhall.com, chief of staff of The Heritage Foundation chief of staff to Oklahoma Corporation Commissioner Denise Bode, legislative assistant to U.S. Senator Don Nickles (R-OK retired), sales representative for Pfizer, and media monitor for Burson-Marsteller international public relations firm.

Born in Texas and raised primarily in Oklahoma, Mr. Bond graduated from the University of Oklahoma with a BA in History. He resides with his wife and four children in Arlington, Virginia. They are active in their church and community, including serving as a foster care family for neglected and abused children.

### **Company Profile**

Battelle is the world's largest nonprofit independent research and development organization, providing innovative solutions to the world's most pressing needs through its four global businesses: Laboratory Management, National Security, Energy Technology, and Health and Life Sciences. It advances scientific discovery and application by conducting \$5.2 billion in global R&D annually through contract research, laboratory management, and technology commercialization. Headquartered in Columbus, Ohio, Battelle employees number 20,400 in more than 130 locations worldwide, including seven national laboratories the company manages or co-manages for the U.S. DOE and the Department of Homeland Security, two international laboratories, a nuclear energy lab in the United Kingdom, and a renewable energy lab in Malaysia. Battelle is also one of the nation's leading charitable trusts, focusing on societal and economic impact and actively supporting and promoting science and math education.

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# Tim Cook, Corporate Vice President, Alion Science and Technology

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Tim Cook, who founded Alion's government relations department, is a primary link to numerous federal and state organizations that advocate for the technology and defense industries. He is responsible for congressional and legislative relations, customer relations, and strategic planning and branding linked to budgets and policy objectives. His work with Van Scoyoc Associates, one of Washington's leading advocacy firms specializing in Homeland Security and Department of Defense, has given him a firm understanding of funding opportunities in Washington, DC. He has over 20 years experience building relationships with the DoD and is a member of the Northern Virginia Technology Counsel Political Action Committee.

Mr. Cook graduated from the United States Coast Guard Academy with a BS in government. He also holds two master's degrees: in public policy studies from Duke University and in political science from Brown University. A native of Highland Park, Illinois, he and his family live in Rockville, Maryland.

## **Company Profile**

Alion Science and Technology, an employee-owned technology solutions company, delivers technical expertise and operational support to the DoD, civilian government agencies, and commercial customers. It was formed from the IIT Research Institute in 2002 as a 100% ESOP company. Alion works closely with the DoD and government agencies worldwide, helping define and support capabilities, processes, and forces to meet new threats and opportunities. Alion's operational experts, building on years of experience, bring real-world insight to solutions for program management, analysis, and strategy development. The company provides complete DoD program support and management—from acquisition and financial management to logistics and strategic planning—and supports a broad range of requirements, including infrastructure, reserve mobilization, cost analysis, and base realignment. In 2008, Alion had \$739.5 million in annual revenue and currently employs 3,400.

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# Corey Coleman,

## Founder, IMAGO GREEN, LLC

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A native of South Boston, Virginia, Corey Perry Coleman is an emerging leader in energy and environmental design. As an LEED-accredited professional, he continues to stay abreast of the many aspects of renewable energy.

Mr. Coleman has attended renewable energy conferences and classes in California, Florida, Nevada, and New York. He continues to learn, as well as teach others, about how all can create a greener environment. With a 10- year background in computer-aided drafting and design and as a licensed lead-abatement project designer, Mr. Coleman understands the different aspects of energy and environmental design. Working for leading industry engineering firms such as Syska Hennessey, Worchester Eisenbrant, Louis Berger Group, Burns & Roe Enterprises, and LAN & Associates has provided him with valuable construction design development experience. In 2008, Mr. Coleman founded IMAGO GREEN, LLC, established to develop renewable energy solutions and provide energy conservation recommendations, including developing software for solar training, creating blueprints/construction documents for solar projects, and installing solar panels.

Mr. Coleman is married to Jernaya Coleman, also a Halifax County native, and they currently reside in Hanover County Virginia.

### **Company Profile**

IMAGO GREEN, LLC is a Virginia-based company with the goal of assisting the US government get the country back to work through renewable energy solar PV awareness campaigns. Knowledge of the solar industry is a first step in taking on the task of energy independence, with training people to design and install solar systems a major goal of IMAGO GREEN. Through knowledge and training, people can take advantage of the opportunity for employment in the growing solar industry as they help rebuild the economy and create a cleaner earth.

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# Charles Bonuccelli, Partner,

## Argy, Wiltse & Robinson, P.C.

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Charlie Bonuccelli has deep experience in government contracting operations and compliance, and for the past 30 years, he has assisted clients in dealing with a full range of federal government contract accounting and administrative issues, including reviews of labor and accounting systems, internal controls over government contracts, litigation consulting, bid protests, and estimating systems reviews.

Mr. Bonuccelli has expertise in the Federal Acquisition Regulation and cost accounting standards through years of knowledge and applied experience. Mr. Bonuccelli has assisted clients by preparing equitable adjustment and termination claims and developing negotiation strategies that resulted in recovering millions of dollars. He has refuted claims of defective pricing by government officials, developed the pricing, and participated in negotiating GSA schedule rates for three schedules.

Mr. Bonuccelli began his career with Defense Contract Audit Agency and later joined PriceWaterhouseCoopers in the government contractor consulting service practice, where he was a senior manager. He then formed the firm of Sacks & Bonuccelli. Before joining Argy, Wiltse & Robinson, Mr. Bonuccelli was the CFO of Information Systems & Networks Corporation.

Additionally, Mr. Bonuccelli has addressed such issues as cost impact statements, mergers and acquisitions, teaming and joint venture agreements, and breach of contract cases. He also consults on a full range of finance and accounting issues facing companies, including strategic planning, financial statement presentation, raising working capital, cost accounting systems, purchasing, and inventory. He has extensive background in developing policies and procedures for personnel, finance, accounting, and administrative requirements for federal government contractors and deals with federal auditors, congressional inquiries, and contracting officers. He has also been an expert witness in bid protests, administrative proceedings, and in federal court.

He has a BS in accounting and economics and a masters in accounting from Catholic University of America.

### **Company Profile**

Argy, Wiltse & Robinson, P.C., is a premier accounting firm that assists companies from new start-ups to mature ventures in areas including development and commercialization, maintaining technological advantage, raising capital, and growing or managing a company. Their professional experts meet a company "where it is," quickly partnering with management to achieve current needs, solve current problems, and prepare management for future challenges. Through the Leading Edge Alliance, Argy has access to resources worldwide, providing clients geographical coverage and expertise, as well as industry specializations accessibility. Argy, Wiltse & Robinson, P.C. currently has approximately 220 employees and consistently receives the highest-rated peer reviews from the American Institute of Certified Public Accountants, an accomplishment achieved by only a small percentage of CPA firms.

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## **Jerry Giles,** Director of Finance and Leader, Science and Research Team, Virginia Economic Development Partnership

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Jerry Giles joined the Virginia Economic Development Partnership in 2001, following retirement from the SunTrust Bank/Crestar Bank companies, where he spent 33 years. He served as senior vice president and division head of financial institutions and international banking for the last 12 years of his banking career.

As director of finance at VEDP, he provides advisory and consulting support to economic development projects that need equity and/or debt funding solutions. As leader of the science and research team, he and his colleagues focus their energies on science-based industry sectors and all elements of industrial, academic, and federal laboratory-based R&D infrastructure assets within Virginia. The science and research team is the lead marketing and business development unit for Virginia's energy project recruitment efforts.

Mr. Giles holds a BS in accounting from Virginia Commonwealth University. He and his wife reside in Manakin-Sabot, Virginia. He is past chairman of the board of the World Affairs Council of Greater Richmond and continues to serve as chairman of the board of the Japan-Virginia Society.

# *Notes*

# Partners!



*Thank You!*



**Riverstone Technology Park**  
**Virginia Tech Modeling and Simulation Center for Collaborative Technologies**

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United States

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