

February 2006

# Futron News

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## Welcome to the February 2006 Issue of Futron News

The purpose of this newsletter is to share important and relevant business management and division-related information with all Futron employees. *Futron News* appears monthly and is composed of pertinent news briefs from each division. If you are interested in additional information on any item that you have read, please contact the appropriate byline e-mail address.

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### Houston

■ Hai Nguyen, [hnguyen@futron.com](mailto:hnguyen@futron.com)

#### Houston Holds Training and Consulting Day for Strategic Business Development

To strengthen and bring maturity to the Houston Office's business development initiative, Futron invited a business development consultant to provide a one-day training course. Jim Cantrell, a seasoned business development professional and aerospace executive, provided Houston program managers and others with a full day of business development training on Monday, February 20, 2006.

While the course offerings of his company, Strategic Space Development, Inc., can be targeted to different topics and experience levels in the BD process, Mr. Cantrell tailored his course to meet the Houston Office's specific needs. He shared ideas on how we can expand business opportunities within existing contracts, as well as how we can expand our capabilities into new markets.

To learn more about the business development training courses, Mr. Cantrell, or Strategic Development, Inc., go to <http://www.strategicspace.net/>.

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### Space & Telecommunications

■ David Vaccaro, [dvaccaro@futron.com](mailto:dvaccaro@futron.com)

#### S&T's Andrea Maléter Appears Before New Mexico State Legislature

On January 18, at the invitation of the New Mexico Economic Development Partnership, S&T's Andrea Maléter appeared before the New Mexico House of Representatives and Senate to summarize Futron's findings regarding the economic impact that a proposed commercial spaceport would have on the state. She delivered testimony alongside such space luminaries as Dr. Peter Diamandis and Will Whitehorn, as well as government officials including New Mexico Secretary of Economic Development Rick Homans and former Governor Garrey Carruthers.

Andrea's appearance was a follow-up to Futron's New Mexico Spaceport study, delivered in December 2005. The study found that New Mexico could expect, by 2020, to generate up to \$752 million in revenue and up to 5,820 new jobs from construction of a commercial spaceport. Pam Luskin was Program Manager for the New Mexico Spaceport study. Jeff Foust and Burton Lee served as task leads.

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## Engineering

■ Kelly Moses, [kmoses@futron.com](mailto:kmoses@futron.com) (Article drafted by Kwesi Ewool-Robotham)

### Engineering Division Advises NASA's Mars Science Laboratory Project

Late in 2005, the Engineering Division was selected by NASA's Independent Program Assessment Office (IPAO) to evaluate how prepared the space agency's Mars Science Laboratory (MSL) project was to handle the more difficult aspects of its mission. Futron's evaluation supported an IPAO requirement to perform a Pre Non-Advocate Review (PNAR) of the Mars Science Laboratory. The goal of such reviews is to provide an independent third-party opinion of a given NASA program's ability to achieve its objectives within cost, on schedule, and within an accepted risk boundary.

As part of the IPAO's desire to increase the value of their non-advocate reviews, Futron was asked to craft and execute a special study that is currently not part of the non-advocate review process. The study Engineering developed represents an innovation both from the IPAO's and Futron's perspective: it marks the first time the IPAO has utilized this type of study, and the first time Futron has ever performed this kind of study for a customer.

Futron's approach was to evaluate the MSL project's ability to assure mission success by using mission risk as a guidepost in analyzing the project's Verification and Validation (V&V) Plan. The analysis that Futron created is known as a Risk-Based Verification and Validation Assessment (RBVVA). In addition to creating the RBVVA and actually performing the assessment, Futron was asked to make recommendations on how to streamline the RBVVA for future IPAO use in evaluating other NASA projects. (The results of the Engineering Division's efforts are preliminary and as such were not included in the final recommendations made by the IPAO to NASA.)

The project began in November 2005, with final products delivered on January 18, 2006. Kelly Moses served as Project Manager for the contract, while Kwesi Robotham oversaw technical development of the RBVVA. Other team members included Tim Dudenhoefer, Robert Fitzpatrick, Dennis Glorioso, Stephan Hooker, Robin Smith, and Matthew Walters.

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## A Note from the Editor

Please submit your articles for the next issue of Futron News to the appropriate byline e-mail address no later than Tuesday, March 14, 2006.

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