



BLACK & ROSSI

LINKING TECHNOLOGY & DEFENSE

**CAPABILITIES AND
SERVICE OFFERINGS**



ABOUT US

Founded in 2002, Black & Rossi is a leading solutions aggregator dedicated to providing world class service and value to our customers. We work at the intersection of technology and defense, driving value for our clients by applying new and disruptive technologies in innovative and unique ways to our customer's toughest challenges.

Black & Rossi's focus areas include technical system integration, data interoperability, supply chain operations, asset lifecycle management, and knowledge management. Our team of experts can help you find the innovative solution your requirement demands or showcase your technology to the appropriate audience.



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THE BLACK & ROSSI DIFFERENCE

Experience and discipline in integrating solutions with complex, multi-stakeholder environments

- The Black & Rossi team is composed of former U.S. Marine Corps senior and technical leadership with experience in global operations
- Representative clients range from venture backed technology startups to Fortune 100 companies
- Over 18+ years delivering value to government and private sector clients
- Global reach and extensive network of relationships



LINKING TECHNOLOGY AND DEFENSE

PREVIOUS WORK

Our team brings extensive experience and subject matter expertise based on almost two decades of high-quality project delivery



Evaluation and Assessment of Global Fuel Cell Technology for DOD Ground Vehicle Equipment

- Assisted USMC in identifying alternative tactical power solutions to support Expeditionary Advanced Base Ops. (EABO)
- Developed concept of operations for use of fuel cell technologies by DoD operational forces
- Conducted global hydrogen fuel cell market study



Coalition Forces Data Interoperability Initiatives

- Worked with NSPA to develop the Shareable Operational Resource Tool (SORT)
- Critical resource in the creation and adoption of the NATO policy for unique identification (AUIDP-1)
- Assisted EUCOM and USAREUR in development of data interoperability tools to enable LOGFAS



USMC Advanced Diagnostics And Prognostics for Combat Vehicles

- Evaluated automated intelligence diagnostic systems to determine predicted failures for legacy combat systems
- Development of maintenance processes to significantly reduce repair cycle time of ground vehicle platforms
- Recognized with “Defense Manufacturing Excellence Award”





HYDROGEN FUEL CELL CASE STUDY

Black&Rossi partnered with a prominent engineering firm and international automotive manufacturer to develop a concept of operations for the deployment of hydrogen fuel cell technology in military operations

Problem: There exists limited data and commercial applications of hydrogen fuel cell technology to off-road/rugged terrain vehicles. Hydrogen fuel cell characteristics make it uniquely advantageous for military operations, but lacking information made it difficult for the US Army Ground Vehicle Systems Center (GVSC) to determine how the alternative energy source could be applied to existing logistics systems.

Project objectives included:

- Examination of current fuel cell technology and applications
- Development and testing of a prototype hydrogen fuel cell off road vehicle
- Documented strategy for application and sustainment of fuel cell technology to military operations

Solution: Leveraging their extensive logistics and military operations experience, Black&Rossi collaborated with industry partners to deliver a comprehensive solution to the client. The solution included:

- Detailed market study on the current state of the fuel cell marketplace (B&R)
- Demonstration of a modified electric off road vehicle powered by hydrogen fuel cell technology (B&R and industry partners)
- Concept of operations outlining the path to implementing hydrogen fuel cell technology to military equipment and operations (B&R)

The Black&Rossi Difference: B&R not only performed a detailed market study for hydrogen fuel cell technology, but the team also leveraged previous experience to bring key engineering and automotive partners to the project to ensure a thorough solution was delivered to the customer including a live demonstration of the fuel cell technology being used in an off-road vehicle.



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THE BLACK & ROSSI TEAM

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Bill Black
Founder/CEO

Col. Black (USMC Ret.) has over 37 years of experience in defense activities focused on aviation ground support, logistics, maintenance, and readiness.

Bill has worked in developing, leading, and implementing integrated data environments, logistics modernization, and working acquisition programs in the Joint and Coalition space.

He is a graduate of the Marine Corps Command & Staff College and Joint Forces Reserve Course and holds a B.A. in Business & Psychology from Albion College.



Tim Koeppel
COO

Tim has over 30 years of experience supporting and leading organizations in the fields of transportation, technology, and defense.

During his career Tim has been instrumental in the development and implementation of strategic plans to improve operations, risk management, and financial performance at several organizations.

Tim served as a commissioned officer in the United States Marine Corps for over 20 years, retiring in 2012. Tim holds a J.D. from the University of San Diego School of Law.





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