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Innovation is the process that translates knowledge into economic growth and social well-being. It encompasses the creation of a new series of scientific, technological, organizational, and financial activities . . . that when properly applied, helps to unlock the vast potential of the new globalization renaissance.

This **new Globalization Renaissance** is a rare time in history when all of the emerging markets, energy producers, commodities exporting nations and consuming nations alike all line up with the stars to plan vast new infrastructure construction projects to support the evolving 'New World Order'. Our studies over the past year have identified a serious need to place over \$43 trillion dollars of investment capital into infrastructure projects on a global basis. There are already some big questions as to who will provide the necessary innovation and capital necessary to support this incredible large infrastructure renaissance and who will have enough skilled talent and engineered materials to contribute with nearly fifty percent of the American Infrastructure Engineers and Implementers retiring in the next five to ten years??

Reflecting these global needs, and challenges, EXIMIAN sees a tremendous opportunity to aggregate both capital and innovation in support of this early stage infrastructure renaissance. Unfortunately, timing is everything and the old

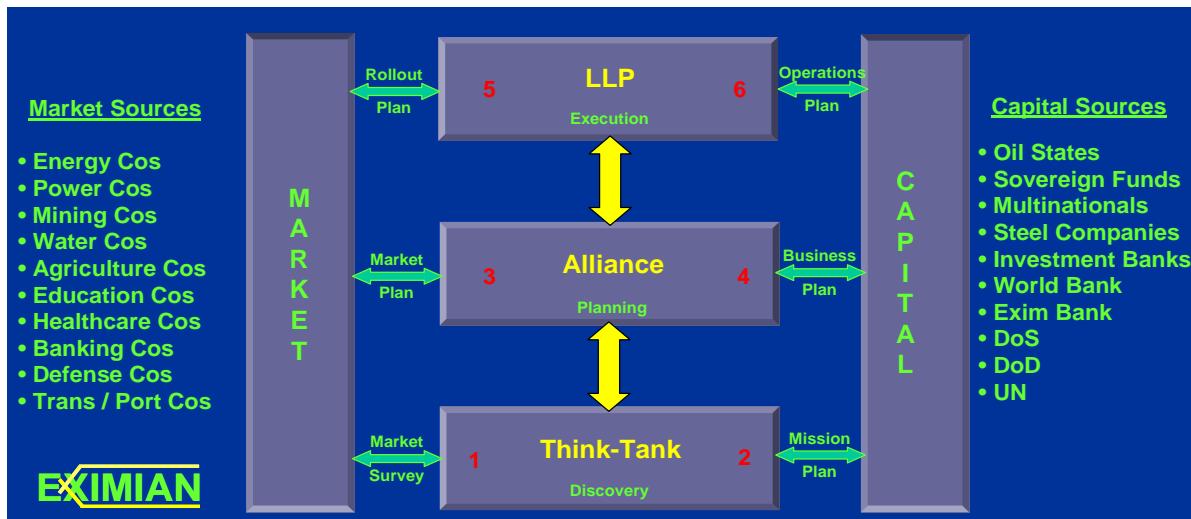
paradigms of classic business discovery, planning, incubation and startup are neither fast enough nor effective enough when getting global investment alliances together with global innovation alliances to make a significant difference in this New World Order. A New World Order that is now driven by reduced Time-Cost-Risk-to-Market paradigms used by quick thinking entrepreneurs.

As such, the current business school 'serial business process model' of business startup, angel funding, product development, venture capital, and operations rollout (classically taught in current day business incubators) do not lend well to setting up fast-track, multinational, virtual enterprises with global investors in short timeframes. These new global enterprise timeframes are now as short as twelve to eighteen months from concept, to rollout, to exit strategy. We think that these twelve to eighteen month 'business life-cycles' may get even shorter as global competition learns how to leverage their new global innovation alliances.

Coupled with these time-cost-risk-to-market challenges, the global innovation entrepreneur is also challenged with successfully 'extracting' innovation from legacy companies and organizations so he can successfully meet the new fast-track market needs. These legacy business organizations classically, and to be fair, unintentionally 'lock up' their innovation inside existing long term programs and or processes such that the technical skills, talent and lessons-learned knowledge needed for fast-track global innovation is many times not available to contribute to this New World Order effort.

Reflecting the above needs and challenges, EXIMIAN's vision is to organize and manage a new, multi-dimensional business model for quickly building Global Innovation Alliances. This new business model, called the [EXIMIAN Model for Innovation Alliances](#), is business engineered to quickly **unlock** or **extract** the necessary Technology, Talent and Financial Resources from these legacy technology businesses, systems engineering organizations, and financial institutions and to quickly re-apply these newly unlocked resources into new fast-track virtual global enterprises.

The [EXIMIAN Innovation Alliances Model](#), shown below, is uniquely derived from the business development paradigms of the American Space & Missile Defense Industry in Huntsville, Alabama.



The Huntsville Space and Defense Industry has classically relied on 'Teaming Alliances' and 'Limited Partnerships' to successfully bid, execute and complete complex engineered programs that are many times distributed across multiple systems and locations around the world. Like many future global trade opportunities, these huge defense programs required the combined talent, technology, and innovation from all of its teaming partners; as no single partner has all of the knowledge, skills and lessons-learned necessary to fulfill the contract terms on their own. These complex programs also required reduced time-cost-risk-to-market innovation and again, no single teammate has all of the necessary innovation to accommodate these critical business requirements.

EXIMIAN has smartly taken the teaming alliance models and 'lessons learned' from these successful fast-track, global government contracting programs and has fused those paradigms into a new 'Innovation Think-Tank' environment that helps the next generation innovation entrepreneur to greatly reduce his time-cost-risk-to-market strategies on a global basis.

Here's how -



The Think-Tank Phase (bottom center) is the '**Discovery**' Phase. This phase addresses global market needs, technical & innovation resources required, and the business / systems integration solutions needed to successfully setup, execute and disposition the global virtual enterprise. This phase (under a Non-Disclosure Agreement) will utilize the alliance of various innovative engineering contractors, technology providers and independent entrepreneurs, to successfully develop a Market Survey and a Mission Plan. Their efforts will classically follow universal marketing survey strategies but will deviate from the norm by implementing a fast-track 'capture plan / mission plan' strategy for speeding up the process to the next 'Alliance Phase'.



The Alliance Phase (center bar) is the '**Planning**' Phase. The planning phase is where the Alliance Teammates (under Teaming Agreements) come together to plan the market and business solutions and to develop a conceptual product / service prototype. This phase classically takes two to three months to complete, (as does the discovery phase), and the team deliverables will include a Market

Plan, a Business Plan, and a product / service Prototype. The Alliance Team efforts will classically follow universal marketing planning strategies but will deviate from the norm by implementing a formal 'bid and proposal' processing activity, using a team work breakdown structure that effectively allocates 'unlocks' unique innovation from each of the Teammates along the lines of teammate scope, and level of effort (LOE) revenue splits.



The LLP Phase (top bar) is the Limited Partnership '**Execution**' Phase. This is where the 'committed' Innovation and Capital Alliance Partners formally come together with the EXIMIAN Managing Partner Team to execute a limited production rollout and limited operations startup for a specific paying customer. These Limited Partners are required to provide all of the necessary management, technical and / or financial resources necessary to successfully plan, execute and deliver a timely and quality product or service to the international customer. The Limited partners receive the full benefit of unlimited innovation extraction, reduced management & overheads involvement, reduced liability, and maximization of returns (profits & losses) onto their quarterly financials. All of this without the uncured cost of 'non-government' accounting effort and restrictions of Federal Acquisition Regulation mandates.

Innovation Alliance Focus and Priorities

EXIMIAN's Global Innovation Alliances will initially be focused on virtual enterprise communications and collaborative engineering capability. This virtual enterprise communications capability (global edge-cells and VISION Centers) will enable EXIMIAN to set up global (VOIP) networks, along with small engineering edge-cells, (placed in the project / construction / maintenance offices of foreign infrastructure companies); and then, be able to flow Huntsville collaborative engineering, procurement and construction logistics knowledge into these infrastructure projects around the globe.

EXIMIAN's second phase strategy will focus on using these newly cultivated entrepreneurial innovation and capital partners to design, build, ship, setup, hire and train modular, lean manufacturing enterprises in the emerging markets. Tying Phase I Virtual Enterprise Communication with Phase II Modular Lean Manufacturing Plants, will enable EXIMIAN's Global Alliances and Partners to make a small difference in the success of emerging countries and its fine citizens. Having a job, that produces pride, which in turn, produces hope and respect . . . ultimately, produces prosperity and global security for all. We at

EXIMIAN want to be a contributing partner to creating jobs in America that creates jobs in other countries for the social benefit of all participants.

So . . . Who's EXIMIAN ?

EXIMIAN is Huntsville, Alabama's first Global Investment Think-Tank with focus on building virtual enterprises and modular lean manufacturing that can be easily exported to emerging markets. Founded by Don Jarman in 2008, EXIMIAN utilizes a unique "think-tank / alliance-partner" strategy that quickly unites global capital alliances, innovative technology alliances, and people with passion for rapid business integration and jobs creation throughout the global marketplace.

EXIMIAN is passionately driven by what Robert Kennedy once said that . . ."Few will have the greatness to bend history itself; but each of us can work to change a small portion of these historical events; and all those small acts in total, will not be forgotten in the history of this generation . . ."

Well, EXIMIAN is leveraging the small acts of involved people and the power of [global capital alliances](#) to make a lasting difference for the unemployed factory worker in America to the hopeless peoples in less fortunate countries around the world. All totaled, EXIMIAN's virtual global alliances of some of the brightest people on earth, will be challenged to make a small difference in "[creating jobs that create jobs](#)" - not to be forgotten in the history of this generation.

