Date: March 13, 2017

To: Mobility Technical Consultants

SAE International is piloting an Expert Consultancy Service program to provide mobility technology or industry knowledge to entities unfamiliar with the space or that have a specialized interest area. We have formed a strategic partnership with AMBE Engineering, LLC ([www.ambeeng.com](http://www.ambeeng.com)), a Michigan-based industry advisory and services firm with roots in manufacturing and operations.

SAE is inviting experienced mobility industry experts like yourself to participate in piloting this new service. The guidelines below further describe the process and rules of engagement.

**If you have an interest in participating in the pilot program, please read and complete the following form and scan and email this document along with your resume to Gary Schkade, AMBE Engineering,** [**gary.schkade@ambeeng.com**](mailto:gary.schkade@ambeeng.com)**.**

You will be contacted within 10 days to verify receipt of your document and official inclusion in the consultancy.

We sincerely hope you will consider lending your expertise to this new SAE program. If you are selected for a pilot engagement, you can evaluate your interest in remaining active. If you are not selected for a pilot engagement, you have lost nothing other than a few minutes to complete the attached document.

Thank you for your consideration.

 Kind regards,

**Keith Wilson**

Project Manager, Technical Programs

Global Ground Vehicle Standards

**SAE INTERNATIONAL**

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**Expert Consultancy Service**

Purpose

To provide individualized product, process, technology or industry knowledge to entities unfamiliar with the space or that have a specialized interest area. Typical clients for this service include investment banks, acquisition firms (“private equity”), or other organizations involved in business strategy or expansion initiatives.

Types of engagements

* Phone conversations, typically lasting 30 minutes to two hours, perhaps more.\*
* 1-2-day on-site office or plant visits
* 3-5 day on-site visits
* Longer than one-week on-site engagements

Note: White papers, PowerPoint presentations, and/or other summary documents will be expected for the on-site engagements. Short phone conversation may or may not.

\*The pilot program will be limited to phone calls lasting two-hours or less and with no written deliverable. Also, it is understood that individuals may not be available for all types of engagements shown.

Types of requests

* Overview of industry / technology trends (e.g. competitive landscape, customer/platform assessment, product differentiation, industry headwinds, etc.)
* Executive ‘primers’ on particular types of products and processes
* Assessments of product or production technology
* For longer duration projects, full length consulting projects to make improvements.
* Ability to encapsulate and communicate technical and industry trends to non-industry professionals

How the program works

* SAE first receives a request for services in a targeted topic area. For the pilot phase, this will be limited to a two-hour or less phone call.
* Based on SAE affiliation (e.g. instructor, standards developer, author, conference organizer, etc.), names of qualified consultants will be identified that may be a good match for the area of expertise required.
* These individuals are contacted to determine their interest and availability.
* Following this initial matchmaking, one or more individuals will be contacted and a conversation with the client will be conducted to determine best fit.
* A mutually acceptable engagement date will be selected.
* This selected expert(s) will be provided additional context and coaching to assist in engaging with the end client.
* The engagement is delivered to the client.
* In the pilot program, the end clients will be contacted to gather their feedback about the quality of the information and the interaction. Similar feedback will be obtained from the expert.

Rules for participation:

* You are being sought for your individual independent technical knowledge only. You are not to represent nor attempt to represent nor bias your information in any way based on any corporate or other affiliation you may have.
* You agree that there is no direct or indirect or perceived conflict of interest with any of your other activities by virtue of your participation in this program. Should a situation arise – e.g. a requested assessment that would knowingly produce a conflict of interest – you are required to remove yourself from consideration.
* You agree that any information you offer, whether verbal or written, is intellectual property that you own or have independent rights to, is public domain and in no way violates any confidentiality clause, intellectual property protection rights or presents a real or potential conflict of interest in any way.
* Any interaction you have will be considered as being under a non-disclosure agreement. No information gained by virtue of the participation in the program and the individual interactions that result is to be shared or utilized in any fashion. Customers may request an executed non-disclosure agreement particular to the engagement you are supporting.
* Once you engage with a client, SAE and AMBE expect that any future engagements with that client will continue to be administered through SAE/AMBE. Consultants are not therefore to engage with clients directly. You must be willing to execute a non-circumvent agreement.
* No business advice is to be given in any form. Only objective information and/or subjective assessments based on your expertise are to be shared.
* There is no guarantee that a consultant will be engaged with a client as it is difficult to predict demand for any particular expertise. SAE/AMBE will communicate to all consultants at least annually to confirm ongoing availability.

We provide the following If you are chosen for a pilot or longer term engagement:

* $150 per hour of interaction with a client, rounded up to the next half-hour for the phone call(s) associated with the pilot program. Longer term engagements will be determined separately. Any associated travel will also be covered.
* Coaching to prepare you as to what type of information may be needed and proven response techniques.

If you are unable to participate or are not a good match, is there anyone else you recommend we contact?

Name: ­­­­­­­­­­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email: ­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

If you are interested and available to participate, we request the following from you:

* A current resume
* Your areas of expertise and availability for each type of engagement (please check all appropriate boxes in the tables below). [This should include industry trends as well – i.e. lightweighting, metal to plastic conversion, etc.]

**Please complete the areas below and scan and email this document along with your resume to Gary Schkade, AMBE Engineering,** [**gary.schkade@ambeeng.com**](mailto:gary.schkade@ambeeng.com) **. You will be contacted within 10 days to verify receipt of your document and official inclusion in the consultancy. Thank You!**

Your Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**YOUR AREAS OF EXPERTISE (check all that apply)**

|  |  |
| --- | --- |
| Place X's |  |
|  | SUBSYSTEM / COMPONENT |
|  | CHASSIS |
|  | Steering |
|  | Suspension |
|  | Tires, Wheels |
|  | Foundation Brakes |
|  | POWERTRAIN |
|  | Hybrid & Electric Drives (including charging) |
|  | Ignition |
|  | Fuel & Induction Systems |
|  | Belt Drive Systems |
|  | Cooling |
|  | Engine Components |
|  | Exhaust & Emission System |
|  | HVAC |
|  | Transmission / Transfer Case |
|  | Propshaft / Diff / Axle |
|  | Fuels and Lubricants |
|  | ELECTRICAL / ELECTRONICS |
|  | Distribution (Connector, Cable, Harness…) |
|  | Software driven (Controls, Cybersecurity…) |
|  | Networks (CAN, LIN, Flexray, Connected Vehicle…) |
|  | Battery |
|  | Lighting |
|  | SAFETY |
|  | ADAS, Autonomous |
|  | Active Safety (ABS, TSC, ESC…) |
|  | Human Factors - Driver Vehicle Interface |
|  | Passive Safety / Occupant Protection |
|  | INTERIOR |
|  | Seats |
|  | Trim |
|  | Instrument Panel |
|  | BODY & STRUCTURE |
|  | Body In White |
|  | Openings / Closures |
|  | Trim |
|  | Frame / Unibody |
|  | GENERAL PARTS AND COMPONENTS |

|  |  |
| --- | --- |
| Place X's |  |
|  | MANUFACTURING PROCESS |
|  | Foundry |
|  | Casting |
|  | Molding (Plastic Injection, etc.) |
|  | Forging |
|  | Stamping |
|  | Extrusion |
|  | Machining |
|  | Metal Forming |
|  | Welding |
|  | Joining |
|  | Assembly |
|  | Heat Treating |
|  | MATERIAL |
|  | Adhesives and Sealants |
|  | Lubricants |
|  | Ceramics |
|  | Coatings / Paint |
|  | Plating |
|  | Composites |
|  | Foams |
|  | Glass |
|  | Insulation |
|  | Fabrics |
|  | Plastics / Polymers |
|  | Rubber |
|  | Metals |
|  | SPECIALTY & COMMERCIAL VEHICLES  & EQUIPMENT |
|  | Motorcycles |
|  | Trailers |
|  | Snowmobiles |
|  | Low Speed Vehicles |
|  | ConAg & Off-Road Machinery |
|  | Truck & Bus |
|  | Additional / Other (List) |
|  |  |
|  |  |
|  |  |
|  |  |

* Please indicate (by placing an X in the appropriate boxes) the types of engagements you are available for and the lead time you require.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Length of Engagement | Lead time required | | | |
| Immediate | 7 day | 15 day | Not Available |
| Phone Call |  |  |  |  |
| 1-2 Day On-site |  |  |  |  |
| 3-5 day On-site |  |  |  |  |
| More than 1 week |  |  |  |  |
| Additional Comments: | | | | |