

## **An Interview with SMI Senior Advisor Art Bruckheim**

12/10/10



*What is your background, and what led you to work in the military technologies development field?*

I grew up in Brooklyn, NY and was always good in math. When Sputnik was launched there was a nationwide demand for engineers. No one in my neighborhood knew what an engineer did but you had to be good in math! And so I studied electrical engineering. Upon graduation I got a summer job at what was then the Naval Ordnance Lab in Silver Spring. They offered to send me to graduate school for my PhD and I have remained in the DC area ever since concentrating in R&D in law enforcement and defense related technologies.

*What does your work as an Advisor to SMI entail and how have you been able to use your expertise to assist SMI clients?*

As an SMI Senior Advisor I try to focus my experience in developing and managing technology projects in order to strengthen a technical approach. I understand the challenges involved in matching a client's ideas with a potential government program and I try to help the client clearly articulate the advantages of his approach.

*What has been your biggest accomplishment as an SMI Senior Advisor?*

I would have to refer to UALR. I and Tony Tether were invited to visit and review their capability. In addition, UALR was petitioning the state legislature for funds for a new nanotechnology laboratory. We spoke to many people during our visit and we were supportive of this new lab. After the visit we learned that the legislature approved funding and I would like to think that our visit and advice contributed to that decision.

*Do you foresee any future challenges or opportunities in doing business with the Federal Government particularly if the for profit earmark House moratorium stays in place?*

Working with the government is always a challenge regardless of whether or not the moratorium stays in place. But there will always be a need for innovative ideas and smart people. We all know the numerous problems we face and that creates opportunities for solutions.

*What advice would you give SMI clients hoping to conduct business with the Federal Government?*

Obviously the competition for government funding will be more intense so that means that clients should be focused and persistent. A good quality product with demonstrated capability will always be in demand. SMI can make sure that a client's concepts are sound and that they are clearly and concisely presented to government decision makers.

*Do you have any other recommendations or helpful hints for SMI clients?*

I think we will all need a lot of patience as well as learning to quickly adapt to whatever new business practices emerge.