



PEO STRI

TILO Processes and Procedures

Warfighter Outreach Office, CSG

14 November 2011

TILO: Technical Industrial Liaison Office



Who the TILO is:

The Technical Industrial Liaison Office (TILO) is the point of contact between industry/academia and PEO STRI.

PEO STRI depends on the industrial sector to provide nearly all material acquisition and services. It is advantageous for the PEO to provide information that will help businesses maintain awareness of prospective procurements and develop competitive postures. By providing information to industry on PEO STRI needs, the PEO focuses on research and development, gains access to existing and emerging technologies, and benefits from increased competition.

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What the TILO Does:

- **It provides business consultations and guidance to streamline the exchange of information.**
- **It assists our industry partners in doing business with PEO STRI.**
- **It outlines, for industry, the PEO's mission, goals, structure, acquisition processes, and provides insight for short and long term business opportunities.**

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The TILO provides the following “roles and functions” support:

- **Business Consultations:**

Overview of the PEO STRI mission, structure, business opportunities/practices and access to releasable documents.

- **Executive Industry Visits:**

Manages and coordinates executive industry visits for the PEO STRI Command Group and various PMs and APEOs.

- **Industry Capability Review:**

Reviews company capabilities and provides the company's information to PEO STRI for further consideration. If their capability generates STRI interest, the TILO provides the company with point-of-contact information or the point-of-contact directly interfaces with the company for further discussions regarding their products, capabilities, and/or services.

- **Unsolicited Proposals:**

Provides an avenue for industry to submit new ideas, suggestions, and innovative concepts which relate to the PEO STRI mission.

- **Events and General Information:**

Informs the community at large of upcoming events and general information through multimedia, principally the STRI public website; includes oversight and internal/external coordination for TSIS.