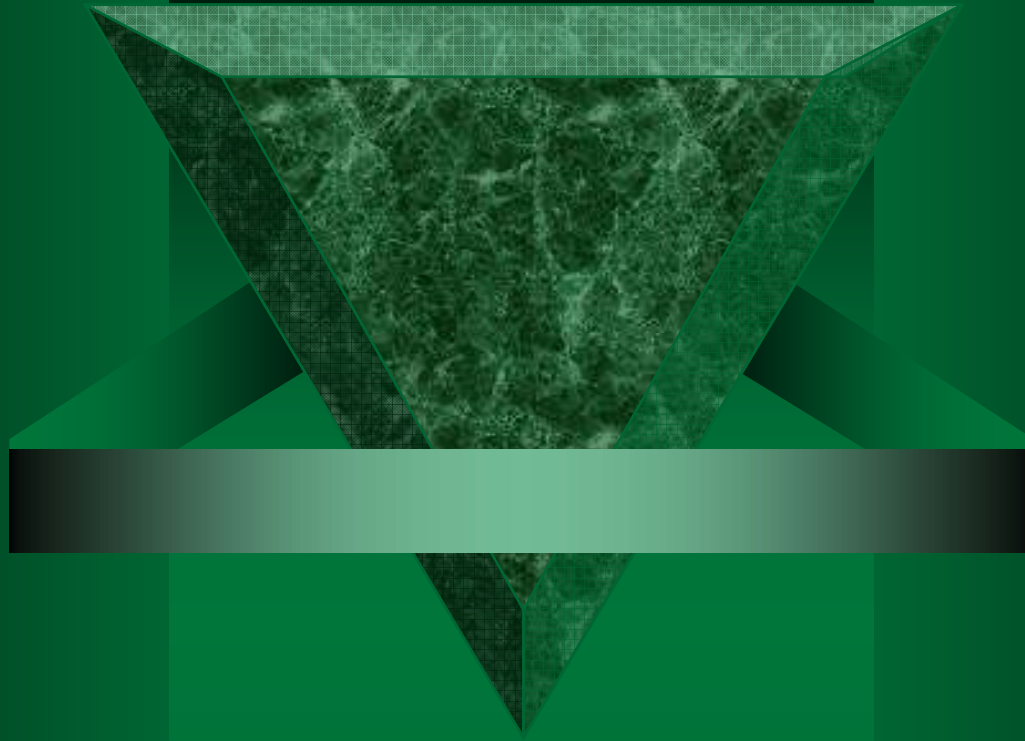
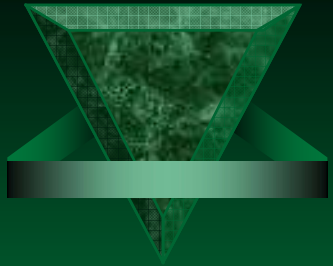




PiezoWorld

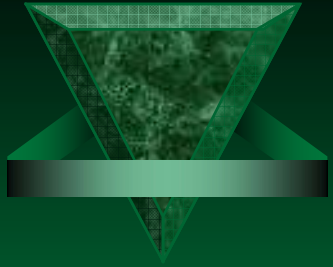
Business Plan

Report Documentation Page				Form Approved OMB No. 0704-0188	
Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.					
1. REPORT DATE 00 JUN 2003		2. REPORT TYPE N/A		3. DATES COVERED -	
4. TITLE AND SUBTITLE Business Plan				5a. CONTRACT NUMBER	
				5b. GRANT NUMBER	
				5c. PROGRAM ELEMENT NUMBER	
6. AUTHOR(S)				5d. PROJECT NUMBER	
				5e. TASK NUMBER	
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14. ABSTRACT					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT UU	18. NUMBER OF PAGES 11	19a. NAME OF RESPONSIBLE PERSON
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified			



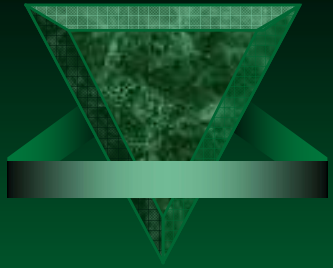
Mission Statement

- ✓ Create an online community of researchers, professionals, business personnel and students associated or in anyway connected with piezoelectricity.



The Team

- ✓ PiezoWorld Core Team
- ✓ I.C.A.T. – Prof. Kenji Uchino
- ✓ Affiliated Institutions
 - Universities
 - Companies
 - Research Laboratories

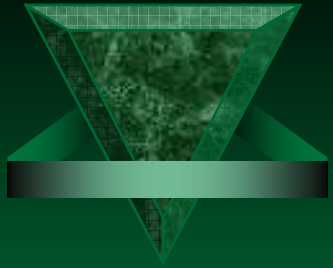


Market Summary

Diversified Electronics

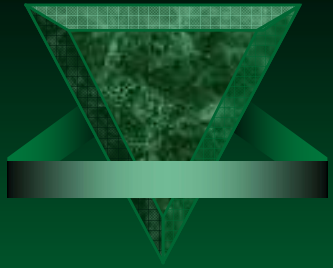
Gross Profit Margin	31.37%
Price/Sales Ratio	1.61
Revenue Per Share	\$9.07

- A growing industry with diversified products
- Dispersed Knowledgebase



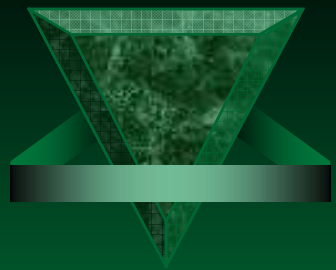
Opportunities

- ✓ Problems and opportunities:
 - Fragmented market forces
 - Complex sourcing (buyer-seller relationship)
 - Lack of technical information exchange
 - Deficiency in Research and Industry interaction
 - New Channels of Technological Advancement



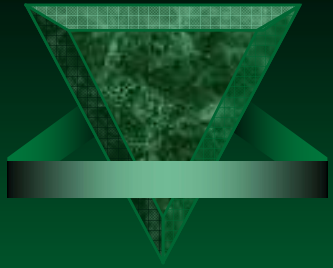
Business Concept

- ✓ Web Centric Framework
- ✓ “Link Manager” – Online Directory
- ✓ B2B Market Center
- ✓ Piezoelectric Solutions
- ✓ Discussion Forum and Consultancy



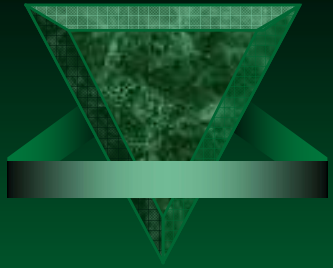
Goals & Objectives

- ✓ Two-year goals
 - Complete B2B Market center
 - Online knowledgebase
 - Partnership with leading industry players
 - New Research initiatives and Design concepts exploration



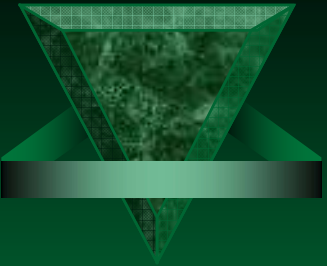
Financial Plan

- ✓ Membership based income
- ✓ Consultancy charges
- ✓ Commission on online trading
- ✓ Exclusive article/publication sales
- ✓ Advertisement/Directory Management



Resource Requirements

- ✓ Technology requirements
- ✓ Personnel requirements
- ✓ Resource requirements
 - Financial, distribution, promotion, etc.
- ✓ External requirements
 - Products/services/technology required to be purchased outside company



Risks & Rewards

✓ Risks

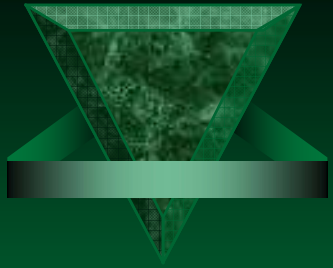
- Absence of business specific protocols
- Insufficient support from industry

✓ Addressing risk

- Smart software implementation
- Highly qualified technical team

✓ Rewards

- Plenty



Key Issues

✓ Near term

- Building Member directory
- Requisition of high impact articles
- Building partnership with willing companies

✓ Long term

- Become financially self-sufficient
- Become forefront player in Piezo market