

Autopilot Inc.

Information for Startups and Inventors

Welcome to Autopilot Inc. Autopilot specializes in product design, development, and engineering services. Whether you are an individual inventor with a million dollar idea or a startup company with a well developed product, we can help you turn your ideas into a reality. It is my hope that this paper will help you become more familiar with our resources and how they can help get your project moving.

Below, we list many items that may want to be considered in developing a product. Everything here may not apply to your project; however, it certainly won't hurt to be aware of these items. Also, this list can act as a check list to make sure that critical items are not overlooked.

- Sign Autopilot Visitor Non-Disclosure Agreement
- Exchange of contact and billing information
- Discuss first visit policy and current billing rates, which include but are not limited to:
 - First 1 hour visit is free
 - Time and Materials currently billing at \$85.00/hour for all services
 - Phone Calls
 - E-mail
 - Design
 - Brainstorming
 - CAD/CAM
 - Machining
 - Etc.
- Discuss Confidentiality and Non-Disclosure Agreement options
- Discuss Intellectual Property options. Specific concerns and opinions should be discussed with an intellectual property/patent attorney.
 - What is your existing IP
 - Are you planning on securing IP
 - Can you afford IP
 - Can you afford to defend your IP if it is granted?
 - Do you have a good IP strategy, or know what is included in one?
 - Do you have the proper documentation in place
 - Engineering Log Book
 - Documentation is CHEAP!!!!!!
 - Patent search? www.uspto.gov
 - Patent attorney?
 - Are you planning on going straight to market
- Discuss goals and Expectations for both parties
 - What are your expectations of Autopilot
 - Time ----Quality ----Money ===== Scope
 - Define Time Line Expectations

- Define Quality Expectations
 - Define Financial Expectations
 - Define Scope of Project
 - Levels of Documentation
 - Autopilot internal documentation
 - Job Travelers
 - Cad Files
 - Filing System
 - Invoices
 - Statements
 - Level of documentation required for your project?
 - CD with CAD files
 - CD with CAM files
 - 2-d prints
 - Full sourcing package
 - Etc.
 - Idea Generation
 - Is the idea fully developed
 - Does the idea need some work
 - Brainstorming
 - Redefine Time Line
 - Redefine Quality
 - Redefine Financials
- Sales and Marketing
 - How good is your idea?
 - Solution to existing problem or to problem that doesn't exist
 - How big is the market?
 - What is the best case and worst case for market potential?
 - What will you call your product?
 - How are you going to sell the product?
 - Internet
 - Distributor
 - Retail
 - Pricing and Margins
 - Selling the product vs. selling the IP/company/idea
 - What are your ultimate goals?
 - To make money?
 - To solve a problem?
 - To start a business/career?