

NJSBDC Technology Commercialization Center

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Roger Malik received memberships in the Commerce and Industry Association of NJ and the NJ Tech Council

Roger J. Malik's RJM Semiconductor develops advanced compound semiconductor integrated circuit (IC) technologies that can be used in communications, defense, and homeland security applications. With SBIR funding as a result of NJSBDC Technology Commercialization Center consulting, RJM is in a two year Phase II project to demonstrate submicron indium phosphide transistors and integrated circuits with operating frequencies above 300GigaHertz (100 times faster than current microprocessors used in personal computers) for future deployment in satellites and space vehicles.

RJM Semiconductor had previously worked with the NASA Jet Propulsion Laboratory (JPL) to deliver epitaxial wafers for the development of high frequency indium phosphide transistors. The company decided to write a joint STTR proposal with the JPL in order to pursue funding to advance the technology for NASA and DOD electronics requirements. The proposal was submitted to the Missile Defense Agency of the Department of Defense and received Phase I funding.

Roger attended the NJSBDC Technology Commercialization Center's first SBIR Phase II Proposal Preparation conference in order to learn how to prepare a Phase II proposal. Following the conference, Roger contacted the TCC for help with his proposal and NJSBDC Director Randy Harmon engaged consultant Leo Collins to review Roger's proposal and work with him to strengthen it.

Leo also helped Roger with his business plan and the commercialization plan that is required to be submitted as part of the Phase II proposal. The development of commercialization plans to move their technologies out of the lab and into the marketplace tends to be a much greater challenge for technical professionals than preparing their technical proposal. RJM was notified of receipt of a \$749,011 Phase II award in November 2002.