



On Ramp
to the future

Sophomore Business Partners:

Thank you for volunteering to participate in the On Ramp project. Our students thoroughly enjoyed their business visitations.

The driving questions of the On Ramp project are:

- 1. What is the best new product that can be developed for our business partner?**
- 2. How will this new product impact all aspects of the business?**

The following is a list of additional responsibilities that our students need from their business partner volunteers in terms of additional information and judging dates:

- Feedback via email if students have questions during the project.
- In order to answer question #2 above, the students will need a general accounting sheet on a typical company product:
 - General cost breakdown of manufacturing materials
 - Operational costs
 - Research and Development costs
 - Labor costs
 - Other expenses
 - Average annual sales
 - Sales forecast
 - Average profit margin (%)
- We need a representative from your company to attend two separate presentation days:
 1. The Product Idea will be presented to each business partner representative on **Thursday, January 23rd, 2003 from 3PM – 5PM** at Edison High School. Each group will role-play an R&D consulting firm. They will present their product idea within 15 minutes and leave time for questions and answers.
 2. The final On Ramp presentations will be on **Saturday, April 5th, 2003 from 8:00AM – 12PM**. Presentations will include the final product design and impact analysis. We will start with a 30-minute judges orientation, followed by the first presentations at 9:00AM. The judges will be business partner representatives and parent volunteers.

Feel free to contact us if you have any additional questions concerning the project. My phone # is (714) 962-1356 x.4105 or send us an email – bboone@edisonchargers.com or lchlaron@edisonchargers.com. Thank you for volunteering to help us improve our students' professional business skills.

Sincerely,
Brian Boone and Lori Chlaron