

PILGRIM TECHNOLOGY LLC



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# Press Release

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## **CONGRESSMAN DAVE CAMP R-MI, VISITS PILGRIM TECHNOLOGY LLC**

MIDLAND, MI, SATURDAY, SEPTEMBER 04, 20105: Congressman Dave Camp and a member of his staff, Tom Smith, made a visit to the Pilgrim Technology LLC office on Tuesday, December 20. Pilgrim Technology had invited Congressman Camp for the purpose of presenting him with an award for his continued support and efforts in bringing Department of Defense business to Michigan. Pilgrim is dependent on government funding towards the research being conducted in Military defense.

Formed in 2002, Pilgrim Technology LLC is a women-owned small business. The company began in Midland, Michigan as a consulting firm for wireless technology. Now, it is not only a wireless consulting company, but also a Dell reseller and technology developer/supplier. Currently, there are nine employees: seven full-time and two part-time. Pilgrim Technology began in the

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home of Dr. Jim and Jill Pilgrim, but soon a full time engineer was needed to help accommodate for part of the increasing workload. Over the past three years the business has grown rapidly. Because of the rapid growth the original office on Louanna Street was quickly filled, forcing the emerging company to move to a new and larger location on Saginaw Road.

Along with the increase in staff and the change in location, there has been a dramatic rise in sales and profits. In 2004 Pilgrim averaged 300 website hits per month. This year the average has exceeded 15,400 hits each month; an increase of 515%. Last year web sales were an average of \$500 per month; while this year's web sales average \$135,000 per month. These numbers show an increase of 270% in web sales, with gross sales this year over \$1.3 Million. Last year Pilgrim was only selling through one vendor - Ingram Micro. This year they have been named Northern Michigan's largest Dell Value Added Reseller. This local company also has contracts for projects with the State of Michigan, US Army-TACOM, US Navy NAVSEA, and the National Automotive Center and has recently been contracted through the Department of Homeland Security - US Coast Guard.

One of the research and development outcomes, funded by the department of defense, is the wireless radio. It incorporates emerging technologies that enhance connectivity to in-vehicle electronic and discrete sensor points. The secure wireless

sensor interface allows for seamless secure transmission of sensor data and full two-way diagnostics. Pilgrim has seen significant progress in this area; including the development of the radio platform and completion of the bread-board design. Engineering development of Phase II of this program includes decreasing the design to a 4 x 2 inch radio board for ESI hub integration. This smaller package will be low power and low profile, making it more ideal for combat vehicles and situations. In June the first integrated design was demonstrated with placement in an FMTV with future integration to include Abrams tank and Stryker vehicles. A fully integrated design is expected to be completed by March, 2006.

During his visit, Congressman Camp was able to see the radio, its components, and the previous prototypes that have been tested. Camp questioned the security of wireless transmission on the military level. Dr. Pilgrim was able to explain the encryption process and the security that the new radio offers. The original design was very large in comparison to the product that is now ready for installation. Camp was very interested in the design and function of the radio and sensors, as well as the future plans for productions.

His visit included a tour of the offices and radio development lab and a brief company overview. Later, he was presented a glass plaque that had been inscribed with words of thanks for

his efforts in bringing and keeping defense business in the state of Michigan.

#### **ABOUT PILGRIM TECHNOLOGY LLC**

Pilgrim Technology LLC is a company that is dedicated to technology innovation and customer satisfaction. This dedication opens the doors to create a dynamic experience for employees and customers alike. Formed in 2002, Pilgrim Technology is a women-owned small business. First opened in Midland, Michigan as a wireless technology solutions company, Pilgrim Technology LLC has expanded to offer additional solutions to commercial entities and government agencies. Pilgrim Technology LLC offers complete solutions in Rapid-Prototyping, Sensor and Optics Development, Rugged Mobile Devices, and Advanced Network Designs. Pilgrim Technology LLC has significantly expanded commercial services offerings to include Cisco Systems, Linksys, Fortress Technologies Inc., IBM (Lenovo), Dell, and Hewlett-Packard.

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