

## Bringing to market advanced materials products and technology and precision manufacturing, Sigma Labs, Inc. is focused on bringing significant manufacturing solutions back to the aerospace, medical and energy sectors in the United States

### Technology Integrators



**Mark J. Cola**  
 CEO

#### BIO:

Mark Cola worked as a Director of Operations for the Beyond6 Sigma Division of TMC from 2006 to 2010. Mr. Cola has over 29 years of experience in the aerospace and energy industries at Rockwell International, Kelsey-Hayes Co., Westinghouse, Houston Lighting & Power and Los Alamos National Laboratory.

#### About

##### **Sigma Labs, Inc. (OTCBB: SGLB)**

Sigma Labs, Inc. was founded by high-level scientists from the world-renowned Los Alamos National Lab. Just as Los Alamos helped shape the modern world in the 20th century, Sigma Labs is bringing to market advanced manufacturing, materials and process monitoring technologies that will serve our clients in many ways. We combine decades of experience in defense, aerospace, and advanced

materials industries with a passion for bringing ideas to the marketplace through strategic and long term relationships with our customers, investors, and clients.

#### Interview conducted by: Lynn Fosse, Senior Editor

**CEOCFO:** Mr. Cola, would you tell us about Sigma Labs?

**Mr. Cola:** Sigma Labs is a technology company that is focused on bringing advanced materials and precision manufacturing solutions to a wide range of global customers in the aerospace, medical and energy sectors.

**CEOCFO:** That is a nice variety of industries. What are you working on more specifically?

**Mr. Cola:** Sigma Labs focuses its efforts in three technology areas and bringing those products to the markets. The first is an advanced materials product that is designed to enhance the performance of munitions to make them lighter and more reactive. We have patented technologies that protect our intellectual property portfolio in this area. The other is an advanced materials technology that is used to enhance the surface properties and integration time of biomedical prosthetic devices. The third product is a quality control product used in the precision manufacturing fields of aerospace and medical. It is designed to shorten the cycle time for these manufacturers to rapidly qualify and bring new products to market.

**CEOCFO:** Are these technologies you acquired or did you develop them? How has this come about for you?

**Mr. Cola:** That is a great question. All of these technologies were developed in-house using our own IR&D monies. We did not acquire them but developed them and continue to further develop them to take them to market. The advanced material technologies come from our background experience with advanced materials development at national laboratories. The principals here at the company are all former employees of Los Alamos National Laboratory. We bring a great deal of precision manufacturing and advanced materials expertise. The technologies were demonstrated through some SBIR work we did for the Department of Defense. The advanced quality assurance technology was also demonstrated during precision manufacturing applications at Los Alamos National Laboratory.

**CEOCFO:** What is it that each of the technologies you are working on brings to the table that is not done now?

**Mr. Cola:** In the areas of advanced materials technology and in particular the munitions technology, we are offering the opportunity for munitions manufacturers to produce a lighter structure as well as a reactive structure so that they can basically deliver munitions further and get with more energy delivery on impact. In the case of the advanced bio-medical prosthetics technology, the opportunity there is to enhance the healing time of an implant for example a dental implant. Our quality assurance technology is called In-Process Quality Assurance. We see it as being particularly well suited to the burgeoning market of 3-D printing and additive manufacturing

of metal parts. We most recently announced that we have a memorandum of understanding with Morris Technologies to form a joint venture to commercialize our PrintRite3D technology and offer it to a variety of customers in the aerospace and medical industries.

**CEOCFO:** How does this technology work?

**Mr. Cola:** Our product is called PrintRite3D. It is a hardware/software platform designed to shorten the cycle time for manufacturers to rapidly qualify and certify a new product. Currently to date, the aerospace industry takes several years and millions of dollars to qualify and certify a new product for use on a jet engine. Our technology coupled with 3-D printing of metal parts will allow them to shorten that cycle time and prove the quality as they are making the part. As opposed to traditional manufacturing in which a part is first made then inspected to assure its quality. Our technology offers the ability to inspect the part real-time and on machine.

**CEOCFO:** Have people been actively looking for your various solutions or will they just be happy to know they exist when they find them?

**Mr. Cola:** I think it is a little of both. They have been actively seeking this and we are providing considerable contract engineering services on a demonstration basis for our PrintRite3D technology. We currently are in active programs sponsored by DARPA to demonstrate the rapid qualification and certification of additive manufactured metal parts. Additive manufacturing has been around for twenty years or more in the plastics arena. Most recently, metals have gained a great deal of interest particularly from the aerospace and medical communities. That is primarily the focus of our PrintRite3D product right now. It does have application to higher end plastic components but that is a future endeavor for us.

**CEOCFO:** Will you tell us about the business structure and your three subsidiaries as well as why you have chosen that route?

**Mr. Cola:** That is a great question! The entity Sigma Labs is our publicly traded company and we do business in three areas. We do business as B6 Sigma, which is our entity that provides the advanced materials and precision manufacturing solutions to customers either through services or products. The other two entities we acquired in the last year or so provide high end scientific consultants and solutions to primarily federal clients within the Department of Energy and Department of Defense. We believe that the acquisition of Sumner Associates and La Mancha Company will enhance our contract engineering services and allow us to reach further into the Department of Energy and Department of Defense.

**CEOCFO:** Are additional acquisitions part of your strategy for the future?

**Mr. Cola:** If it strategically aligned with our technology growth areas, and a partnership or joint venture made sense by enhancing our current product offering we would certainly give it serious consideration.

**CEOCFO:** What is the financial picture like for Sigma Labs today?

**Mr. Cola:** Right now at the start of the year looking forward, we are actually projecting some very favorable quarters ahead and a favorable outlook to our revenue projection for this year.

**CEOCFO:** Has the investment community paid attention and are they able to understand Sigma?

**Mr. Cola:** The investment community appears to have been paying attention and we plan to further communicate the story of Sigma Labs through appropriate PR and marketing channels as well as through interviews, feature articles and press releases. We seem to be gaining investor interest as our technologies are further developed and commercialized in the marketplace. We are looking forward to increased investor awareness and interest.

**CEOCFO:** What do you see a year or two down the road?

**Mr. Cola:** A year or two down the road for us looks like we are working

towards and negotiating with a large aerospace manufacturer in hopes of further commercializing these technologies in particular the PrintRite3D. As I mentioned earlier, we made a press release regarding our joint venture memorandum of understanding with Morris Technologies. We are looking to further discussions and working with Morris to bring this technology to market. Since our signing of the memorandum of understanding with Morris Technologies of Cincinnati Ohio, they were acquired by General Electric Aviation. We look to that to be a significant opportunity for us to further the development and commercialization of our unique and proprietary PrintRite3D product.

**CEOCFO:** Why should the business and investment community pay attention to Sigma Labs?

**Mr. Cola:** I believe people should pay attention to Sigma Labs because of its proprietary, highly sophisticated manufacturing technology solutions, its good management underpinnings as well as the clientele that we have been able to serve. Our technologies are solid and have significant market space and opportunity yet to be realized.

**CEOCFO:** What should people remember most when they read your story?

**Mr. Cola:** At the end of the day, I believe people should pay attention to the solid management that has been put together to bring some significant manufacturing solutions back to industries in America and to help promote manufacturing nationally.

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