

Save the Dates!

- Upcoming DoD T2 Virtual Trainings:
 - April 6-8: FLC National Meeting: Shifting to a Reimagined Reality (register for this FREE virtual event and training at <https://federallabs.org/>)
 - Register to receive DoD T2 Professional Development Working Group training notifications from the FLC at: <https://share.hsforms.com/6819438/83481291-a08a-49a2-ab04-1f1a32fa983d>
 - April 21st: OSD Intellectual Property Cadre Overview (*tentative*)
 - Same time, same place!



NSIN



Defense Innovation Accelerator

Overview for DLO 3 March

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FedTech



Agenda

- 1 NSIN Introduction
- 2 DIA Introduction
- 3 FedTech Introduction
- 4 DIA Program Details
- 5 Success Stories
- 6 Our Technology Sourcing Process
- 7 How to Get Involved



NSIN

Introduction



**CREATE A WORLD THAT IS
BETTER. SAFER.
STRONGER**

Our mission is to build networks of innovators that generate new solutions to national security problems.



A New Model for National Security Innovation

NATIONAL SERVICE

Creates new models and pathways to service for those wishing to serve without having to put on a uniform, ensuring that generational and cultural differences are not barriers.

COLLABORATION

Facilitates collision events that connect service members with academic and venture partners to develop and prototype new service-member driven solutions.

ACCELERATION

Offer programs that promote the development and growth of dual-use ventures that respond to service members' needs.





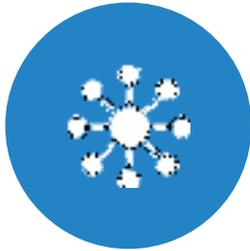
Defense Innovation Accelerator Overview



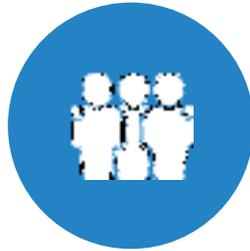
We are the bridge between these three areas

NSIN Partnership with FedTech

Building startups around breakthrough technologies



For 5 years FedTech has been supporting NSIN by pairing entrepreneurs to DoD technologies with their Startup Studio cohorts



Hundreds of entrepreneurs, inventors, and mentors have participated in our programs



90+ teams created based on DoD technologies, resulting in 21 companies that are still active today

FedTech: Who We Are

We build ventures around breakthrough technologies

FedTech is in the business of recognizing technology opportunities and bringing them to the world.



Startup Studios

We recruit top-tier entrepreneurs and pair them with promising R&D from federal labs to launch new ventures. We are sponsored by NSIN, NNSA, DOE, NASA, DHS, and VA among others.



Accelerators

We run accelerators such as the Army's xTechSearch and Innovation Crossroads at Oak Ridge National Lab where startups deliver solutions to solve our partner's most pressing needs. We work with the ventures to drive growth and better position themselves in the marketplace.



Internal Innovation

We enable "intrapreneurs" at large organizations like NASA, Veterans Affairs, DISA, DoD, and MITRE to leverage lean startup methods to help them develop products rapidly and effectively to solve their customer's problems.



Corporate Venture

We leverage our wide R&D network to help corporate partners access opportunities in our network, stay competitive, and find solutions.

FedTech Startup Studio Track Record

Our Startup Studio has
Created Access to Federal
R&D Commercialization
Since 2015



40+ Federal labs
and universities
in our Startup
Studio



160+ Teams built
around federal IP
since 2015



30+ States
represented by
our programs'
entrepreneurs



20 Companies
created in 2020
alone



\$5M+ funding by
studio companies

The Birth of DIA – 2020

DoD Labs & DoD Sponsored
FFRDC's

2 Phase Approach to support
Company Formation & Licensing
Technology

RNT Participation facilitates
sourcing of Tech and DoD
Customer engagement

The Process - A Phased Approach



Phase I teams delve into possible use cases and generate a market assessment through stakeholder interviews.

The goal of this phase is to validate problem-solution fit.

6 weeks from mid-May to June



Phase II will provide additional support to the most promising teams as they begin to form companies. This includes milestone setting, go-to-market roadmap, channel partner strategy, funding pathways, etc.

The goal of this phase is to form a company and begin the process of establishing a formal relationship through licensing agreements.

10 weeks from July to September



DIA 2021: Pre-Launch

Source IP and inventors from lab partners

interview inventors, technical & market assessment of IP



Recruit 2-3 entrepreneurs per team

applications, interviews



Build strategic partnerships

strategic engagement to expand FedTech ecosystem, increase chance of success



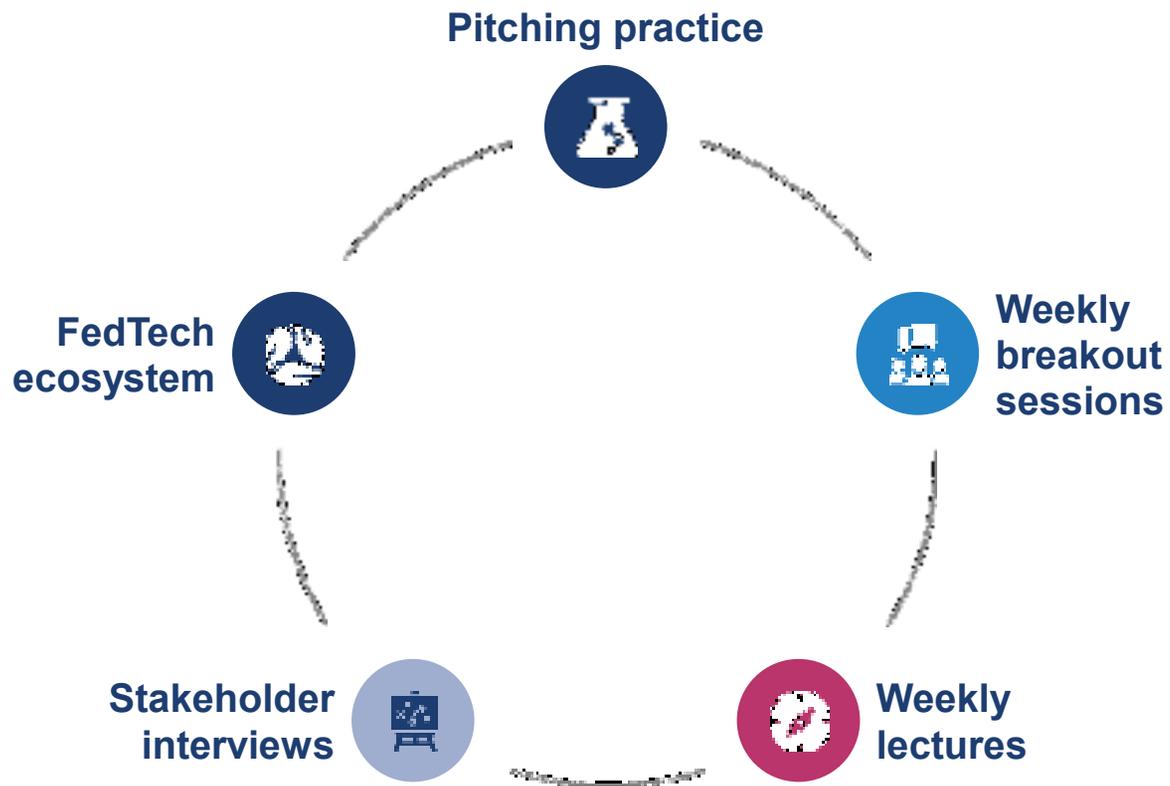
Recruit mentors

industry leaders, domain experts, serial entrepreneurs



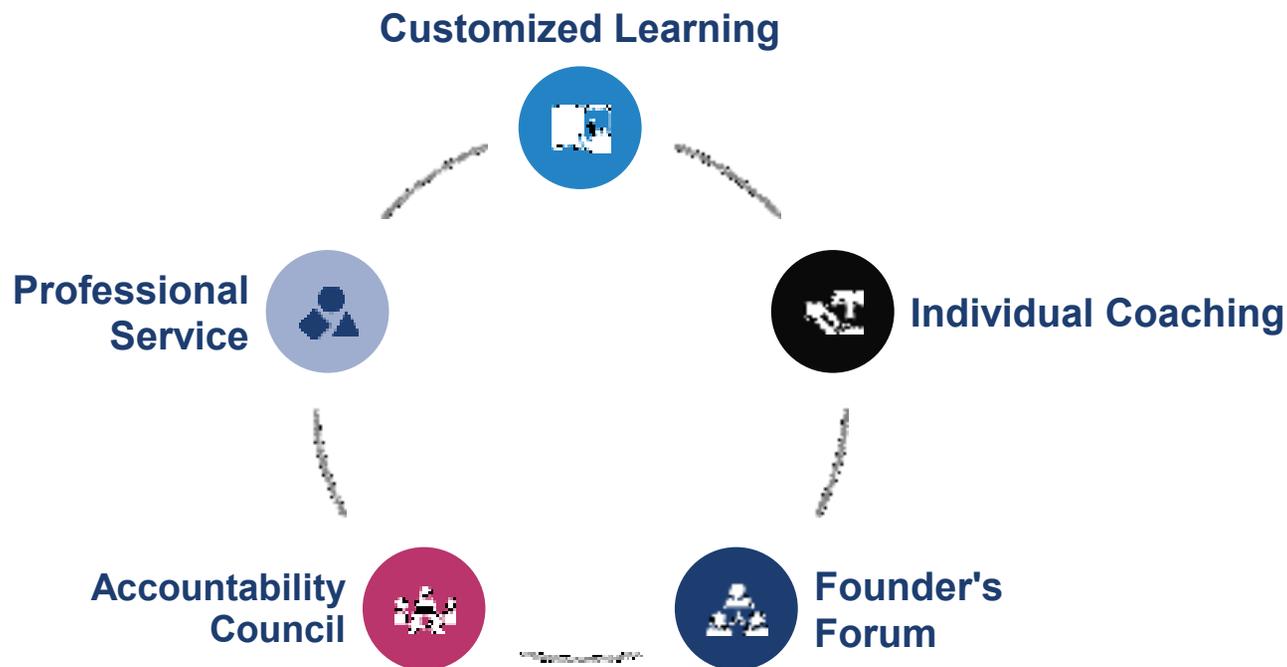
DIA 2021: Phase I

The goal of this phase is to validate problem-solution fit.



DIA 2021: Phase II

The goal of this phase is to form a company and begin the process of establishing a formal relationship through licensing agreements.



Time Commitments by Role



Inventor

~1 Hour/Week

6 weeks during Phase I

Be available to entrepreneur team

Technical consultant role



Entrepreneurs

~20 Hours/Week

6 weeks during Phase I, additional 10 weeks during Phase II if they continue

Lead customer discovery and business model validation



Mentor

~4 Hours/Week

Submit Bi-Weekly Updates

Provide strategic guidance on company formation, product development and customer acquisition

Make introductions to potential customers

Potential for early board seats; investment opportunities



Advisor

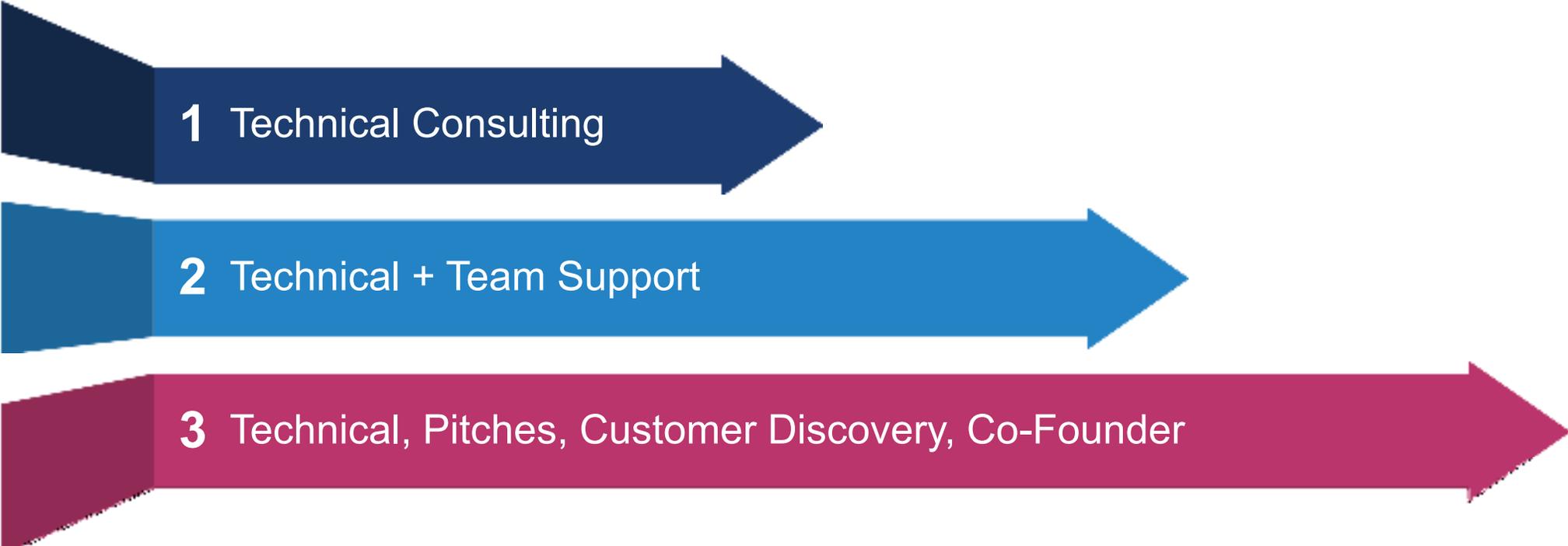
~1 Hour/Week

Available to all teams

Be available to entrepreneur teams when needed

Provide Subject Matter Expertise based on Functional Area (Finance, Marketing, Operations, Funding etc.)

Inventor Levels of Involvement



1 Technical Consulting

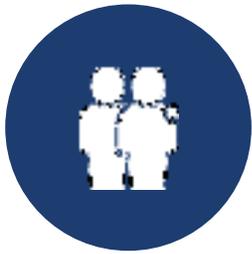
2 Technical + Team Support

3 Technical, Pitches, Customer Discovery, Co-Founder

Success Stories

DIA 2020 Outcome (from 10 Phase II Teams)

A first phase kicked off in June 2020. Nearly seventy entrepreneurs formed twenty-four teams based on their unique backgrounds. The second phase, consisting of twelve teams and the total program concluded on 03 December 20 with a virtual Demo Day.



75%

companies
incorporated from 12
Phase II teams



8

licenses or
cooperative R&D
agreements either
secured or in
negotiation



8

applications to
grants/contracts
underway, + \$10,000
in grants already won



4.75/5

DIA Team and
Coaches rating

ARL's Success with NSIN DIA and FedTech

Since 2018, ARL has been the pioneer of accelerating technology transfer/transition through building companies in partnerships with NSIN and FedTech



13

Technologies and their inventors that participated in the programs



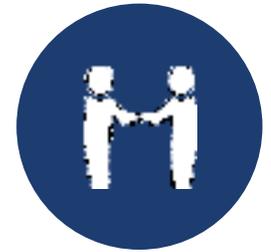
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CRADAs
1 active
3 in process



4

Awards
3 SBIR Phase I
1 contract (DI2O)
1 NSIN Hackathon



2

Patent licensing agreements currently negotiated



Forcyte

Forcyte is dedicated on revolutionizing the transmission and accessibility to energy.

Forcyte is a software company that rapidly assesses energy transfer scenarios using streamlined analytics and powerful data visualization.



CONTACT

www.forcyte.io

Email: contact@forcyte.io

TARGET VERTICAL

Energy

TECH MARKET

Operations

FUNDING

Awarded AFWERX Energy Challenge

SBIRs and BAAs Submitted

TECH

Forcyte’s platform is a wireless power software that will become the backbone of WPT by modeling and simulating power-beaming success with precision. The graphic user interface (GUI) was developed for operational users with intelligent and intuitive data entry modules. By entering actual component power transmission data, as well as conceptual energy transmission data, EIOS calculates over 300 equations instantaneously to power transmission efficiencies through filters of climatology, atmosphere, and terrain, anywhere in the world.

PROGRESS

Built partnerships and exploring DoD user base with customer discovery. Applied to SBIRs and BAAs for feasibility studies, product development and customization for DoD use cases.

PARTNERS

Anduril, World Wide Technology, T-WORX, AirFuel Alliance

TEAM



MIKE WILSON

Marine, Purple Heart veteran, with 18 years of government experience. Excels in govIT bizdev, federal contract development, and enterprise sales growth.



MIKE SEPER

Entrepreneur, Educator and Operations Specialist with over 15 years of business management experience.



JOHN CASANO

Serial Entrepreneur, Warfighter Problem Solver, Collector of Experts, Startup Mentor, & Beautiful UX Curator with over 10 years of leading teams.



BRANDON BATES

Seasoned RF engineer and wireless solutions developer with 7 years of technical RF design and manufacturing and c-suite engagement experience.

Microsphere Material Solutions

Naval Surface Warfare Center Corona

Team

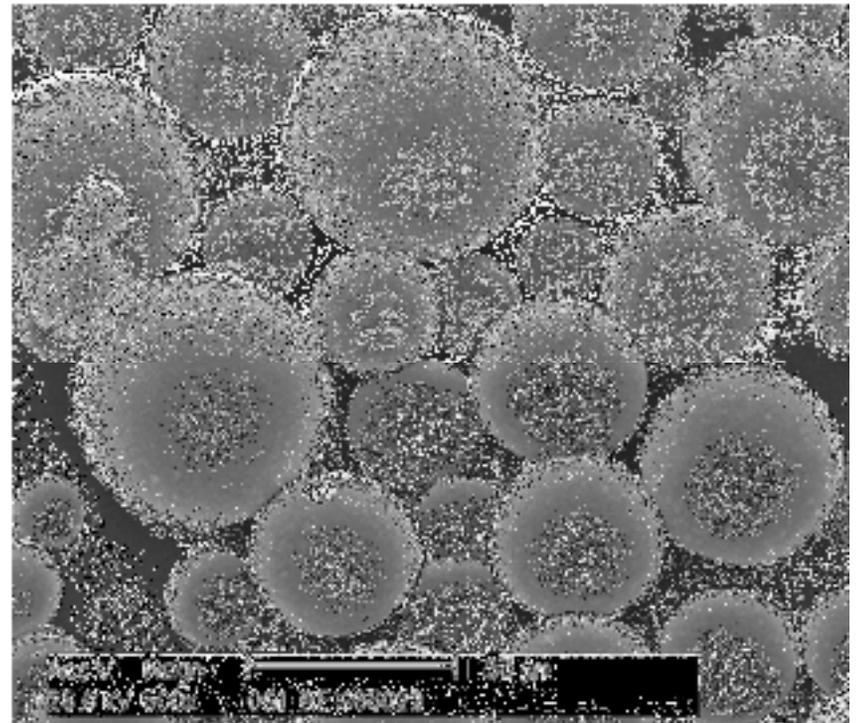
- PhD Materials Science
- MBA - MS Electrical Engineer
- MBA - Aerospace Engineer

Tech

- New multi-material hollow sphere fabrication platform
- 2-4x strength increase over competition

Progress

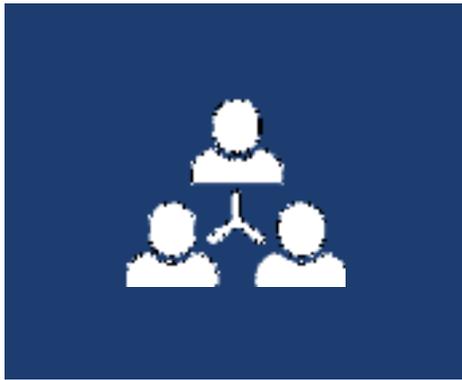
- Awarded \$500k Phase II SBIR, 2020
- First sales of product, 2018 (AUV manufacturer)
- Awarded \$75k Phase I SBIR, 2018
- Awarded \$220k Phase I SBIR, 2018
- Awarded \$400k Maryland Industrial Partnership (MIPS), 2017-2018
- Raising private capital, seeking testing partners



Our Technology Sourcing Process

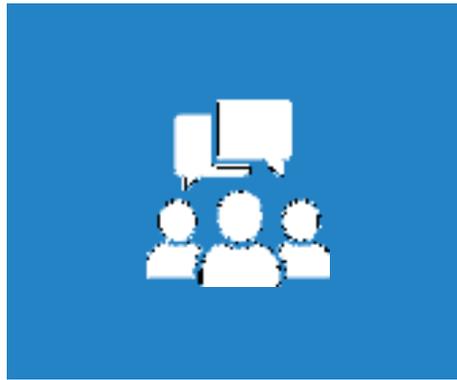
Our Technology Selection Process

We thoroughly selected multiple breakthrough technologies to participate in the program.



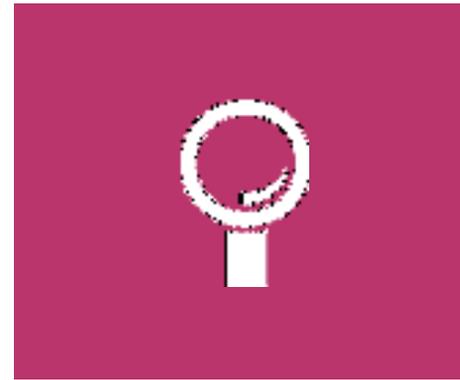
Collaboration with laboratory partners

We work with tech transfer professionals to identify and build short lists of promising technologies.



Interviews with inventors

1-on-1 discussions with inventors allow us to understand the technology and inventors better, and set expectations for the inventors.



Due diligence

We assess the potential of the technology based on the market information and the current state of the technology.



Facilitated participation

We conduct multiple onboarding webinars, office hours, and structured introductions before launching the cohort to ensure all participants are oriented properly.

Basic Eligibility for Technology Inclusion

Inventor/Researcher Availability

- Attend the 1-day virtual bootcamp event for team building (May 15, 2021)
- ~1 hr per week throughout the Phase I (6 weeks)

State of IP

- Higher TRLs are preferred, the higher the better (>3 preferably)
- The shorter and cheaper the road to commercialization is, the more likely it will be commercialized successfully
- Patents should be filed or issued

State of Licensing

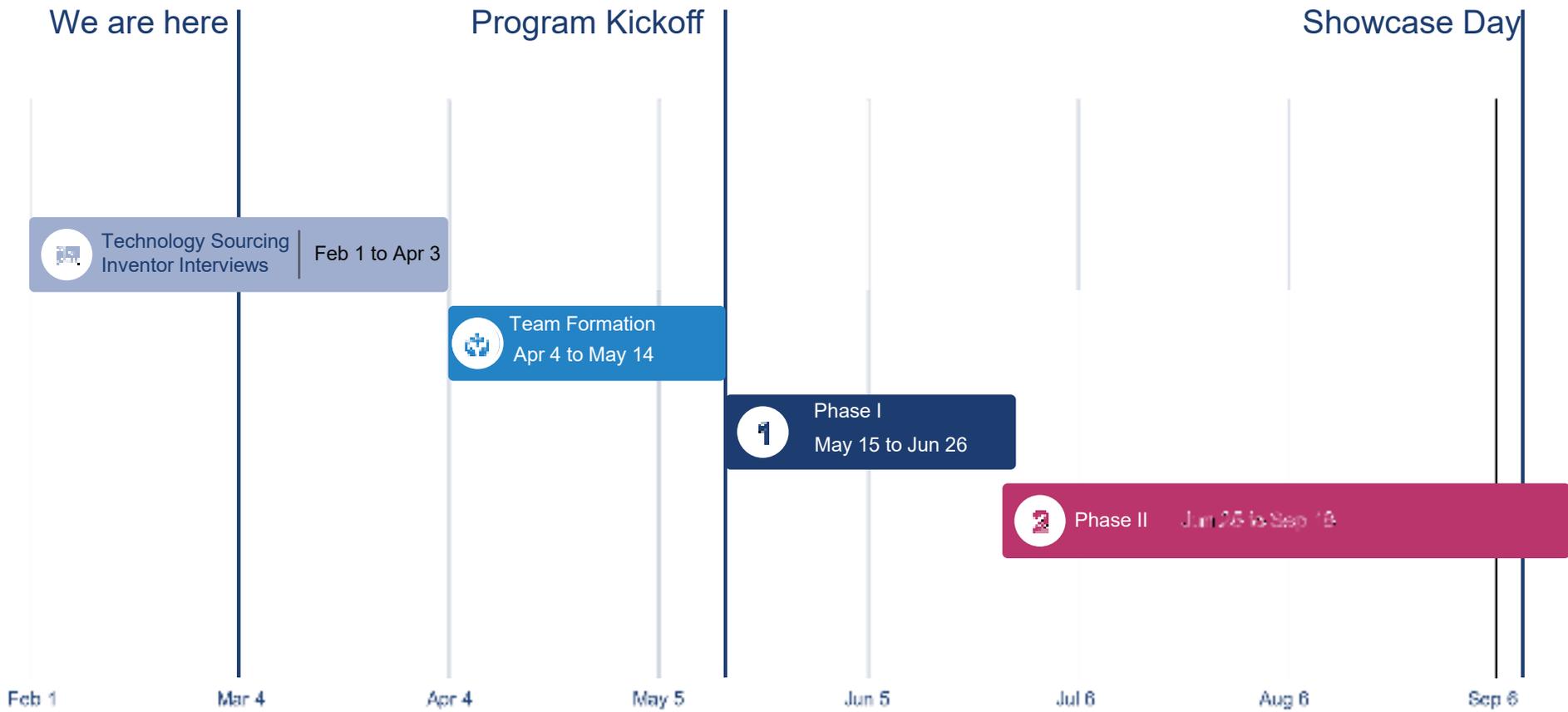
- Must not be exclusively licensed or in an existing CRADA
- Should not be in negotiations for a licensing or CRADA agreement at the time of selection

What to submit?

- Pertinent information: links, articles, patents, descriptions, etc.

Lab Support

- Lab leadership able to fund involvement of inventors time or participation in the program



DIA 2021 Timeline Overview



Team Updates

- Short summaries on team progress throughout the Defense Innovation Accelerator
- Lab/Tech transfer (T2) personnel are invited to attend all sessions



Final Report

- Each team delivers a final report at the conclusion of the cohort
- Will include lessons learned, findings, market opportunity, recommendations, etc.



Potential Licensing Agreement

- If conditions are mutually beneficial, the new company will pursue licensing agreements with the research organization

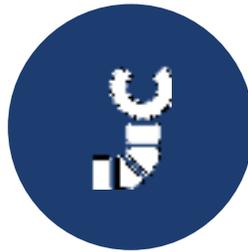
Deliverables to Labs

Common Challenges

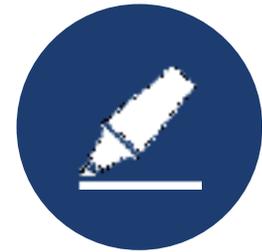
Through the DIA program we are addressing common challenges seen across the technology transfer ecosystem



Lab Outreach & Common
Awareness of Entrepreneurial
Opportunities



Inventor Sponsorship



Entrepreneurs Unsure How to
Navigate Complex Tech Transfer
Processes

How to Get Involved



Submit your IP to the Defense Innovation Accelerator 2021!

Find out more, connect with the team and apply to participate with your technology

 Jen Bird jbird@nsin.us

 dia@nsin.us

 <https://www.fedtech.io/dia>

 <https://www.nsin.us/>

Questions?

