Challenges are opportunities
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DEFENSEWERX Introduction

- A 501c3 organization
- Funded thru a Partnership Intermediary Agreement (PIA)
- Headquartered in Niceville, FL
- Multiple locations and contracts across the joint command
- Launching across the joint environment & region
- We are neutral facilitators & connector
I. To be a valued DOD partner, connecting technologies with the military and the market to secure a strong and prosperous nation.

Mission

II. To cultivate a vibrant ecosystem by shaping successful collisions to innovate and commercialize technologies that benefit the warfighter.
Mission under current agreements (PIA focused):

1. Technology transition (getting technology to the warfighter)
2. Technology transfer (getting technology to industry)
3. Innovation & Collaboration
4. Workforce development (current & future, STEM)
5. Concept prototyping
Why an Intermediary?

- Focuses on non-traditional enterprises.
- Emulates private sector business operations.
- Systematically addresses business barriers.
- Can act quickly and proactively.
- Is a neutral facilitator focused on results.
Barriers we remove

- Funding
- Workforce
- Connection to Demand
- Product development with an ROI- including manufacturing

Removing barriers accelerates innovation and commercialization.
Importance to DoD

As stated in the 2018 National Defense Strategy:

“The security environment is affected by rapid technological advancements”

“New commercial technology will change society and ultimately, the character of war”

“A strong and responsive research and development (R&D) enterprise has always been the backbone of defense innovation—and is crucial to delivering cutting-edge military technology.”
Where does Innovation Reside and why?

• Innovation predominantly resides within the small non-traditional business sector.

• Small businesses can execute ideas more quickly and pivot easier than enterprise level companies.

• The vast majority of companies classified as critical to the National Innovation system are small businesses with 50 or fewer employees.
Characteristics of Innovation

• It is not easy because it is hard for others to see.
• There is no innovation and creativity without failure.
• Innovation makes technology affordable.
• Innovation is more about application than invention.
• The DOD has played a major role in innovation & technology.
An Upcoming Project

- Technology topics selected by DOD
- Build a team of public and private partners to fund a nationwide campaign
- Solicit applications from innovators
- Narrow the field and host final selection events
- Cohorts selected to receive: funding, a nationally recognized mentor, and training.
- A demo day followed by support for long term funding including crowdsourcing.
How can you participate?

• Sign up to follow us on social media
• Sign up to join our ecosystem
• Watch for events on our website & participate
• Visit one of our Innovation hubs
• Participate if asked to be a subject matter expert
• Following this presentation give me a business card
Summary

• Federal efforts to foster innovation fail to remove market barriers.
• A systems approach has been developed.
• Innovation and technology need the support of DOD as private sector is unable to fill the gap.
• Entrepreneurs and small businesses are critical as they are willing to take risks and sacrifice to develop product and new ideas.
INNOVATION OCCURS AT THE INTERSECTION OF DYNAMIC PEOPLE IN DISTINCTIVE PLACES WITH UNIQUE CHALLENGES.