Beyond Phase II Conference
August 16, 2018
Program Mission:

We create new communities of innovators to solve national security problems.
Competitive Advantage

Our Customers:
- US Army
- US Marine Corps
- US Navy
- US Air Force
- COCOMs
- OSD
- Joint Staff
- Field Agencies and Activities
- DoD Labs

Our Partners:
- Universities
- Ventures/Start-Ups (Extant or Created)
- Venture Capital Community
- Private Accelerators and Incubators
- City Governments
- DHS, IC and Other National-Security Related Government Agencies
- US Allies and Partners

We Collaborate With Our Partners to Solve Problems For Our Customers
A Regional Approach
Three Portfolios

**Education**
Helping people develop an innovation mindset

**Collaboration**
Integrating new communities of non-traditional problem solvers.

**Acceleration**
Supporting solutions and ventures that address problems.
Acceleration Portfolio Mission:

To improve the viability of dual-use ventures and solutions for defense market entry.

DoD Problems
+
Innovative, Early Stage Technology Companies
+
The MD5 Acceleration Portfolio

Viable Dual-Use Ventures with both DoD and Commercial Customers
Technology Readiness Level (TRL) 0-9

- 0-3: Basic Technology Research
- 2-4: Research to Prove Feasibility
- 3-6: Technology Development
- 5-7: Technology Demonstration
- 6-9: System/Subsystem Development
- 8-9: System Test, Launch, & Operations
Business Maturity Stage (BMS) 0-9

- 0-1: Person + Idea
- 1-4: Friends & family, angel, pre-seed financing ($0 - $1M) / prototype or initial traction
- 4-6: Series seed financing ($1M - $3M) / minimum viable product (MVP) and some initial or paying customers
- 6-7: Series A financing ($5M - $10M) / product-market fit and initial scaling
- 7-8: Series B, C, D…. financing (> $10M) / scale, market penetration
- 8-9: Unicorn ($1B+ Private Valuation) or initial public offering (IPO) / market dominance, going concern
Acceleration Portfolio Summary

 PROGRAMS

 Hatch
 Fed Tech/Launch
 Starts

 SERVICES

 Maker
 Gauge
 Boost
 Bridge
Hatch (BMS 0-1/TRL 0-2)

• Curriculum and support network designed to shape new entrepreneurs with existing ideas into formed companies
Propel (BMS 3-5/TRL 2-5)

• Fixed-term, cohort-based programs that include seed investment, mentorship, educational components, and that culminate in a public pitch event or “demo day” to accelerate growth
Fed Tech/Launch (BMS 3-5/TRL 2-5)

• Tech Transfer program that identifies extant but un-utilized government and/or university research and technology and determines a path to commercialization while also addressing DoD problems in a fixed-term, cohort-based program
Microsphere Material Solutions (Fed Tech)

Source: http://microspheresolutions.com/product-specs/
• Showcase existing portfolio companies to investors, government officials, entrepreneurs, and the general public while also serving as a screening tool to determine ongoing viability of companies for continuation in MD5 programming
Maker (BMS 0-4/TRL 0-4)

• Provide facilities, access, and training to entrepreneurs to fabricate, develop, and improve initial prototypes of their technology
USMC Innovation Challenge (Maker)
Gauge (BMS 3-7/TRL 3-9)

- Provides facilities, access, materials, and training to entrepreneurs to develop, iterate, and refine their technology up to TRL 6/7. Also provide access to test and development ranges.
Relativity Space

Source: https://www.relativityspace.com
• Provide opportunities for companies to secure early, non-dilutive government funding in the form of grants or contracts.
Bridge (BMS 0-7/TRL 0-9)

- Provide the companies with the right introduction at the right time through the MD5 ecosystem and extended network.
Acceleration Portfolio Summary

Programs
- Hatch
- Propel
- Fed Tech/Launch
- Starts

Services
- Maker
- Gauge
- Boost
- Bridge
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Backup

Strategy Driven Innovation

Requirements Driven (Rapid Acquisition)

Decentralized, Community Driven Innovation

Revolutionary

DARPA

Gap-Filling (Reactive)

RAPID REACTION Technology Office

New Applications and Concepts

MD 5