

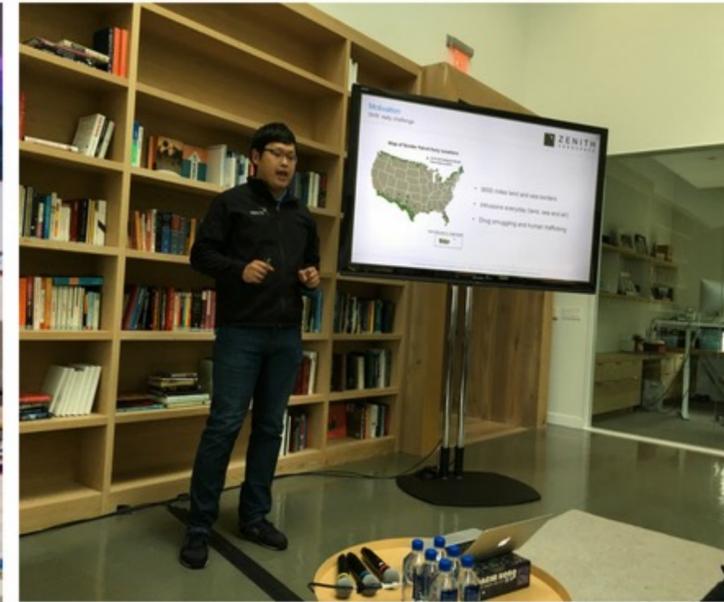


NATIONAL SECURITY
TECHNOLOGY ACCELERATOR

MD 5

Beyond Phase II Conference

August 16, 2018



Program Mission:

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





Competitive Advantage

Our Customers:

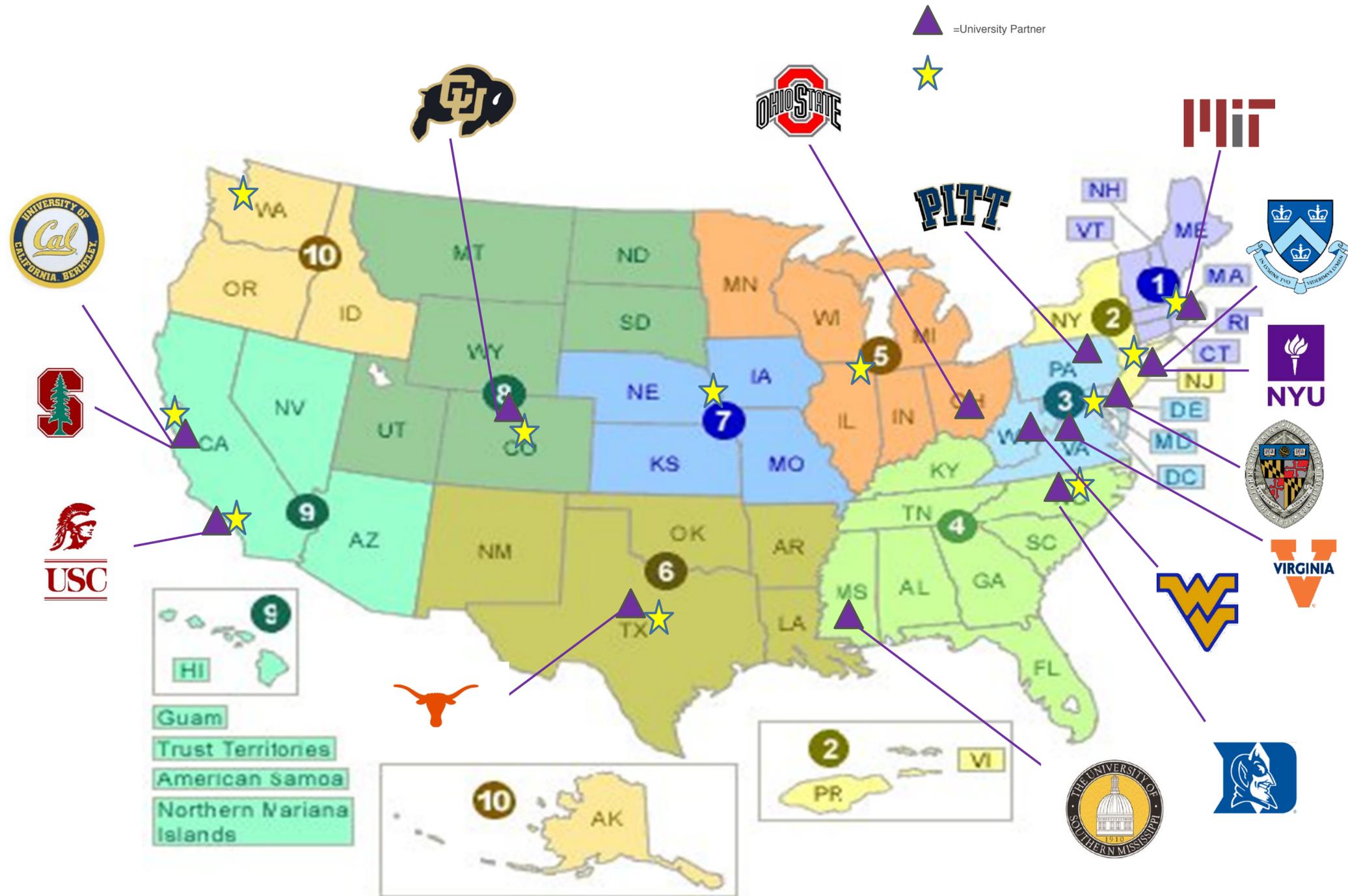
- **US Army**
- **US Marine Corps**
- **US Navy**
- **US Air Force**
- **COCOMs**
- **OSD**
- **Joint Staff**
- **Field Agencies and Activities**
- **DoD Labs**

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

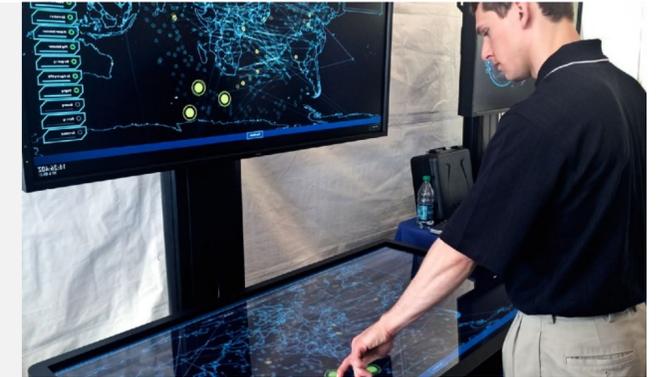
A Regional Approach



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

Propel

Fed Tech/Launch

Starts

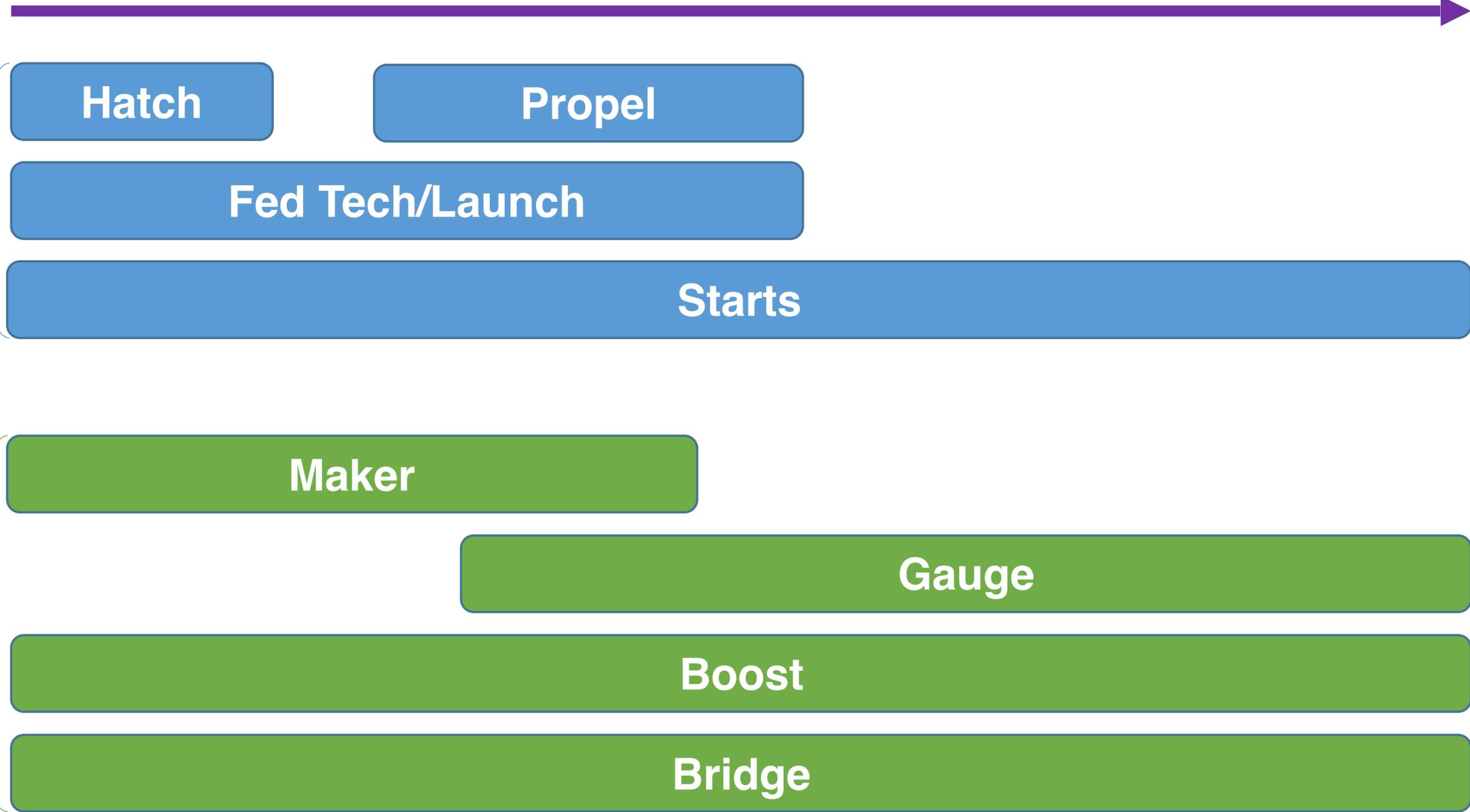
SERVICES

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/>



Starts (BMS 1-7/TRL 2-8)

- 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)





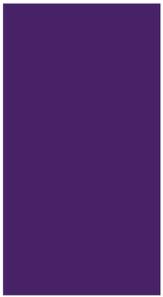
Gauge (BMS 3-7/TRL 3-9)

- 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>



Boost (BMS 1-7/TRL 1-9)

- 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.

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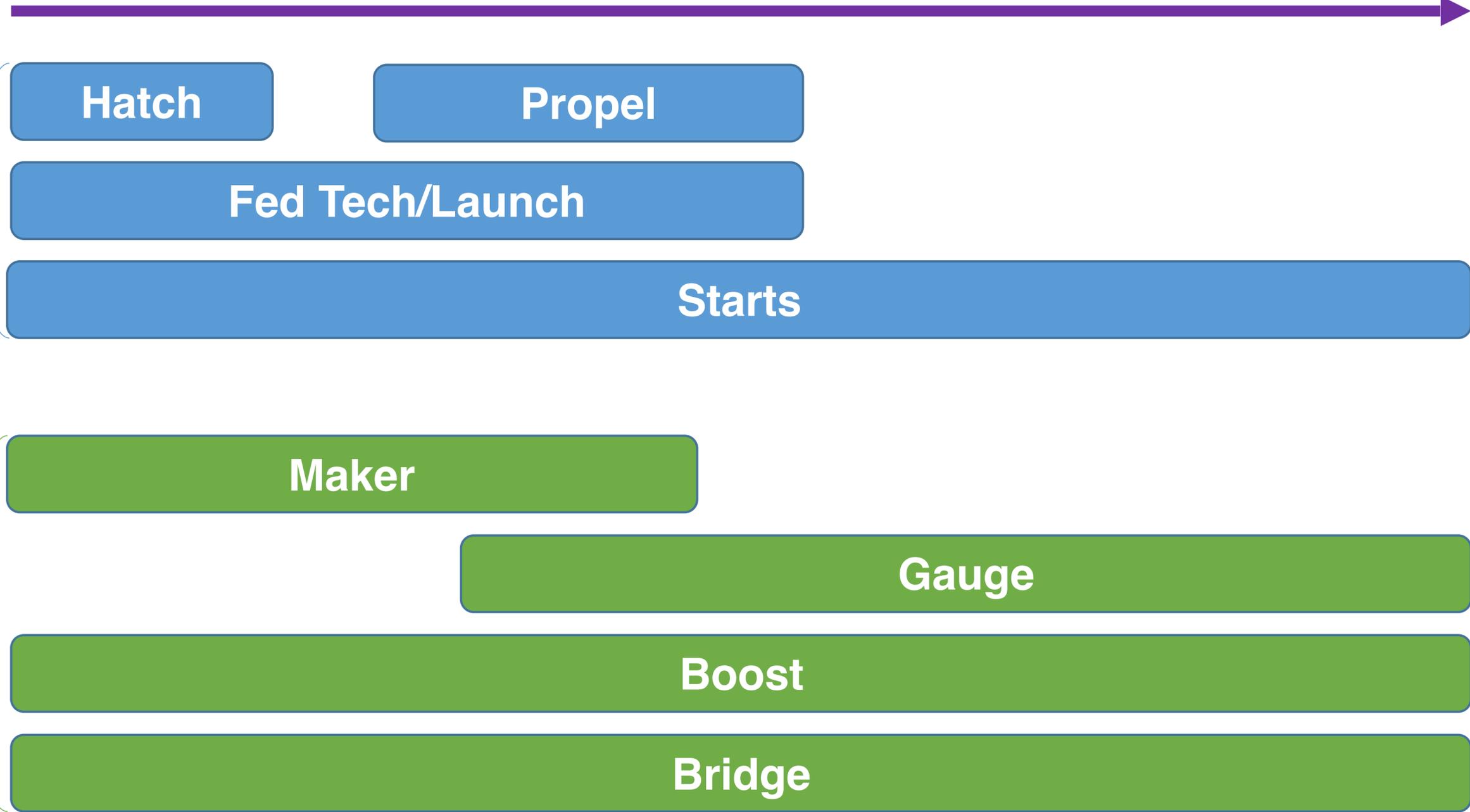
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Backup

