



## July 2016 SENEA e-Newsletter

### **Defense Innovation Days**

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The Third Annual Defense Innovation Days will be held Monday, August 29 - Wednesday, August 31 at the Hyatt Regency in Newport. Availability for this annual Sold Out event goes quickly, so make sure to register: [Defense Innovation Days' Registration](#) . Confirmed speakers include: Senator Jack Reed, Ranking Member of the Senate Armed Services Committee; Thomas Donilon, Chairman, President's Commission on Enhancing National Cybersecurity; Undersecretary of Defense Frank Kendall; Undersecretary of the Army Patrick Murphy; Chief of Naval Research Rear Admiral Mat Winter and many others.

The event includes detailed sessions on innovation from undersea technology, cybersecurity, and warfighter perspectives. Leaders from the U.S. Congress, Department of Defense, Department of Homeland Security, and Industry are in attendance offering diverse perspectives from a wide variety of fields.

Day One includes a cocktail reception ideal for networking, followed by a Keynote Address from U.S. Senator Jack Reed. The following day contains sessions such as: Innovation from the Cybersecurity Perspective; Innovation from the Undersea Technology Perspective; and a Welcoming Address from Governor Gina Raimondo. The event will conclude on Day Three with Undersecretary of the Army Patrick Murphy as the Keynote Speaker, A Technology Initiatives for the Warfighter session, and more.

2015's Second Annual Defense Innovation Days was a memorable event. Make sure not to miss out on this three-day conference, and register today! Special thanks to our Platinum Sponsors- Raytheon and General Dynamics-and to all of our Bronze Sponsors. See you at Defense Innovations Days!

### **Sustain, Grow Your Business - With Existing Relationships**

SENEA will host an interactive seminar designed to help business development, marketing and delivery teams capitalize on their relations with the Department of Defense on Tuesday, August 16. The event, Leveraging Value-Based Relationships to Sustain and Grow Your Business, will be held from 8:00 a.m. to 10:30 a.m. at the Mainstay Hotel and Conference Center in Newport.

Seminar Facilitator Matt Leary will emphasize the buyer's perspective and will offer proven insights on managing complex relationships inside government organizations, helping participants compete more effectively for program business. Group discussions will be encouraged to offer a deeper understanding of the different approaches highlighted during the seminar.



Presented by  
Matt Leary

Leary is a Founding Partner and Principle of Solutions Insights, a firm focused on helping companies develop, market, and sell high-value solutions. Over the last 20 years he has helped lead technology, engineering and industrial companies improve their sales, business development and marketing performance. Some clients include 3M Global Gateway, AT&T, General Dynamics, General Electric, Nokia, Northrop Grumman, and Xerox.

The Leveraging Value-Based Relationships to Sustain and Grow Your Business Seminar will initially allow one attendee per company. If space permits after August 8, additional notification will be sent out to those who expressed interest. "We're excited to have Matt Leary share his insights with us and we look forward to seeing everyone on August 16," said Molly Donohue Magee, SENEDIA Executive Director.

Register here: [Register for Workshop](#)

## **Annual Report Highlights a Successful Year**

SENEDIA's Annual Report was the highlight of its Annual Meeting at the Naval Officers' Club at the Naval Station Newport on Thursday, July 14. The meeting took note of SENEDIA's significant achievements over the past year and its plans for next year.



SENEDIA Executive Director Molly Magee welcomes members and partners to the annual meeting.

In addition to SENEDIA members, leaders and partners from Rhode Island state government including the Departments of Commerce, Labor and Training, and Emergency Management Agency, the Community College of RI, and the van Beuren Charitable Foundation joined the crowd.

The report featured many of the year's accomplishments, such as SENEDIA's Second Annual Defense Innovations Days last August. The organization's

premiere event attracted a Sold Out crowd of over 300 attendees representing more than 90 organizations. The Third Annual Defense Innovation Days will be held next month on August 29-31 at the Hyatt Regency in Newport.

Other highlights included SENEDIA's role in a number of initiatives. These included:

- The Governor's Workforce Board Defense Industry Partnership, which held a number of networking events and career fairs/learning opportunities for veterans and students;
- The Real Jobs RI Cybersecurity Partnership, which enabled 12 trainees to take Network+ certification training at CCRI;
- The P-TECH Cybersecurity Program, which will provide 42 high school freshmen with experience and mentorship in cybersecurity at no cost to them; and more.

The annual meeting concluded with \$750 scholarships awarded to four students pursuing degrees in Science, Technology, Engineering and Mathematics (STEM) career paths.

SENEDIA was proud to report that 15 new members had joined and 76 members had renewed since January 2016. We look forward to welcoming new and existing members at our upcoming Third Annual Defense Innovation Days, 29 - 31 August and the 14th Annual SENEDIA Golf Tournament on 12 September.

## **Southeastern New England Defense Industry Alliance**

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