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About Us

The Southeastern New England Defense Industry Alliance (SENEA) was formed to identify, champion and coordinate issues that contribute to our National security and provide benefit to our members, local communities, the Departments of Defense and Homeland Security, and other Federal Government agencies.

SENEA's vision is to be a catalyst for thought leadership and technical innovation in undersea technology, cybersecurity and other critical defense technologies. Our mission is to enable the development of the innovative technology, foster thought leadership and facilitate required workforce development.

We provide up-to-date

UTIC Website Unveiled

SENEA's **Undersea Technology Innovation Center (UTIC)**, our Rhode Island-based hub for national undersea technology excellence, has launched its website (www.underseatech.org). It is filled with information on the organization, the many areas of undersea technology applications and the organizations that are engaged, as well as programs we are now offering those who are interested in pursuing business and gaining insight into various aspects of the broad spectrum undersea technology sector. We welcome the many members of our SENEA family as participants in this specialized ecosystem, and in the compendium of organizations engaging in the many forms of undersea technology application practiced right here in Rhode Island. Check it out!

SENEA Events Recap

Through the Defense Industry Cluster Grant from Commerce RI, SENEA recently hosted two workshops aimed at helping businesses research, prospect and capture government opportunities. The grant also supported SENEA's August workshop *Leveraging Value-Based Relationships to Sustain and Grow Your Business*.

Undersea Technology Business Opportunities 2 November 2016

This workshop, led by SENEA Senior Analyst Paul Mankofsky with the assistance of SENEA Junior Analyst Greg Monti, provided a summary of undersea warfare technology programs based on the staff's review of the Department of Defense 2017 budget. They discussed the process used to pull budget, organizational, and congressional information from public web sources and how they are using a Microsoft One Note database to host the summarized

information on Defense and Homeland security industry issues and initiatives. Our alliance maintains detailed knowledge of the industrial base that supports our local Federal, Defense and Homeland Security installations and provides up-to-date information on Defense and Homeland security industry issues and initiatives to our members, citizens, state and local governments, and congressional delegations.

information. Guidance was given on how businesses looking for possible growth opportunities in Rhode Island's defense business sector could use the database which was sent to attendees after the presentation.

Business Development Pursuit Essentials 10 November 2016

Led by Matt Leary of Solutions Insights, this interactive workshop was designed to help business development, program management and marketing teams better identify and target long-term government opportunities, and execute better early stage pursuits in advance of program contracting.

Topics that were covered in this workshop were: Research, Targeting and Opportunity Selection, Insight and Readiness before the Pursuit, and Early Stage Pursuit Moves. Among these topics, the idea of 'value' was a reoccurring theme. Placing value not only in your product/company, but also in yourself, helps showcase a strategic advantage that competing companies may lack.

Upcoming Event

6 December 2016

NAVSEA and NAVAIR SBIR Workshop

Have you ever wondered how your innovative ideas or capabilities, either technology or services, can be delivered to the Department of Defense? If so, come hear how you can get a share of the \$350 million of non-dilutive funds invested every year by the Navy in innovative ideas. Navy SBIR Program Offices will be discussing their recently released SBIR/STTR topics. Representatives from the Naval Sea Systems Command (NAVSEA) and Naval Air Systems Command (NAVAIR) will be participating.

Read more...

SENEDIA and the Pell Center for International Relations and Public Policy will live broadcast this event at the Pell Center, Salve Regina University, 518 Bellevue Avenue, Newport, RI. A representative from the Naval Sea Systems Command (NAVSEA) SBIR Program Office will be with us during the live broadcast and will be available for one-on-one conversations about how to participate in the SBIR program.

0730 - Registration, Breakfast and Networking

0830 - 1200 - Program Broadcast

The agenda will include a review of each of the NAVSEA and NAVAIR SBIR / STTR topics in the Broad Agency

Announcement to be released on November 30, 2016.
Visit the Naval Sea Systems Command Small Business
Innovation Opportunities Website to see the FY17.1
NAVSEA SBIR and STTR topic titles.

Only a select number of locations nationwide live-
stream this event! [Register Here](#)

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