



**DEFENSE
INNOVATION UNIT**

Colonel Mike McGinley
Director, Defense Engagement

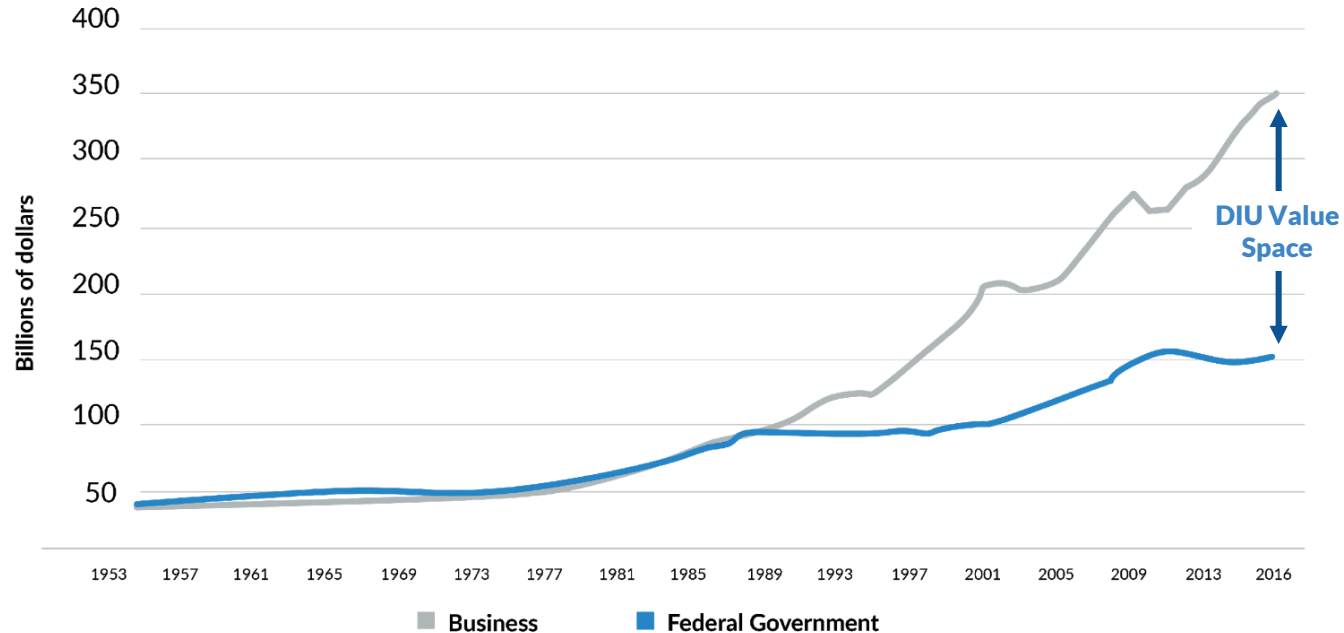


THE PROBLEM



U.S. COMMERCIAL VS FEDERAL R&D

Military Access to Commercial Technology is More Important than ever before



Source: National Science Foundation, National Center for Science and Engineering Statistics (NSF/NCSES), National Patterns of R&D Resources (annual series)





“In this age, I don’t care how tactically or operationally brilliant you are, **if you cannot create harmony — even vicious harmony** — on the battlefield based on trust across service lines, across coalition and national lines, and across civilian/military lines, **you need to go home**, because your leadership is obsolete.”

-General David Goldfein, CSAF

“

The Government contracting paradigm is changing.

”

Mr. Donald McCormack, Executive Director, Naval Surface and Undersea Warfare Centers



Cyber startup equity investments last year:

\$5.4 billion



A SOLUTION





ACCELERATE

DoD adoption of
commercial technology



TRANSFORM

military capacity and
capability

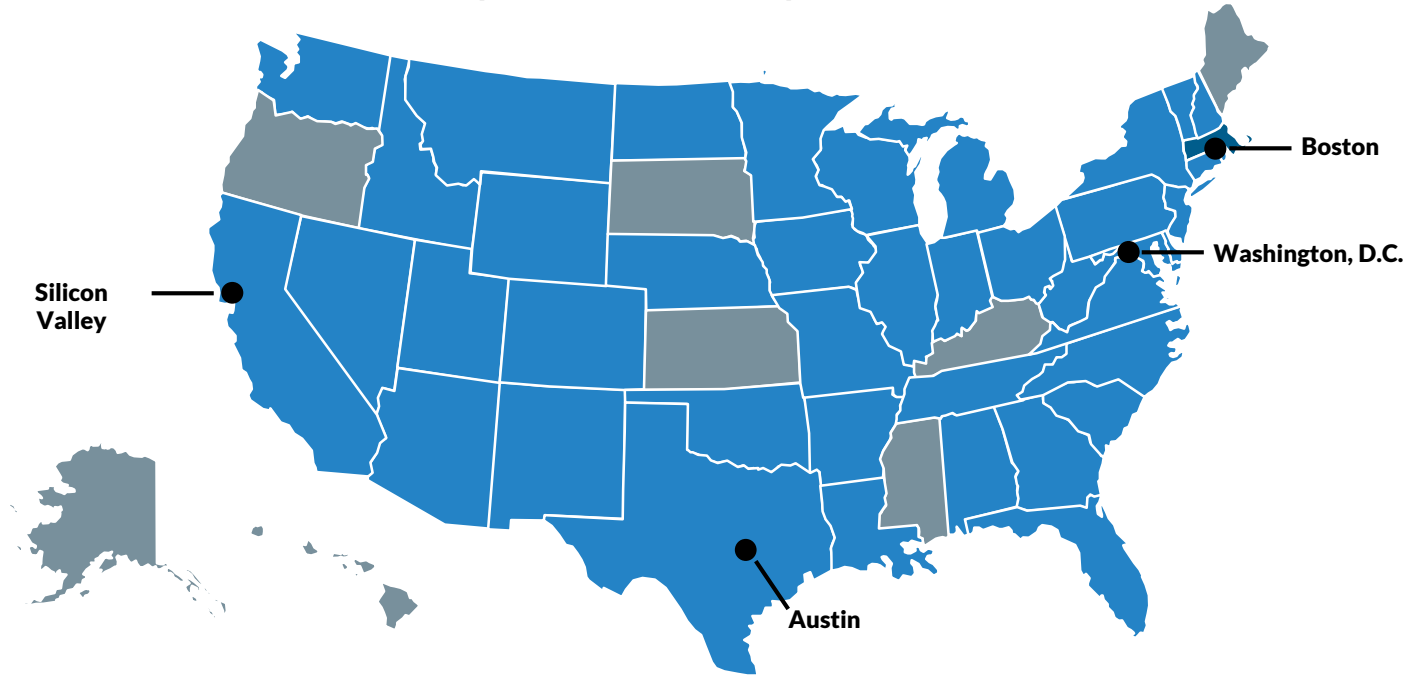


STRENGTHEN

the national security
innovation base

DIU ACCESSES INNOVATION ACROSS THE U.S.

1000+ companies in 43 states competed for DIU contracts



DIU PORTFOLIOS

Focus on technologies advancing rapidly in commercial sectors



Autonomy



**Human
Systems**



Space



**Artificial
Intelligence**



Cyber



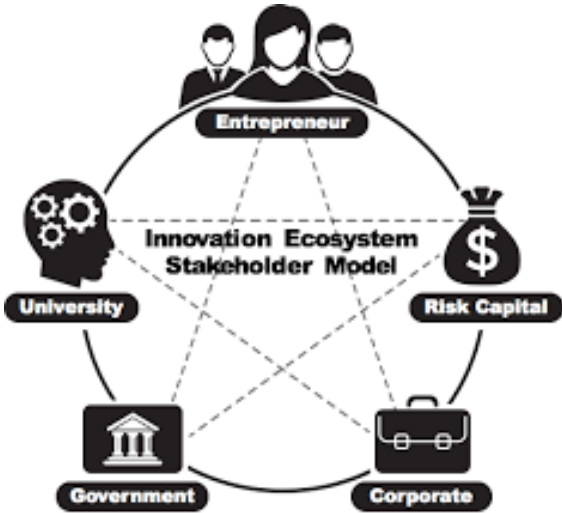


HOW TO WORK WITH US



Mapping the Defense Innovation Ecosystem

ACCOUNT NAME	PARENT ACCOUNT
<ul style="list-style-type: none"> <ul style="list-style-type: none"> <ul style="list-style-type: none"> > Academia <ul style="list-style-type: none"> > DoD <ul style="list-style-type: none"> > Combatant Commands > Fourth Estate <ul style="list-style-type: none"> > Military Services <ul style="list-style-type: none"> > Dept of the Air Force > Dept of the Army > Dept of the Navy <ul style="list-style-type: none"> > Industry > Media > Other Government > Risk Capital 	<ul style="list-style-type: none"> DoD Innovation Ecosystem DoD Innovation Ecosystem DoD DoD DoD Military Services Military Services Military Services DoD Innovation Ecosystem DoD Innovation Ecosystem DoD Innovation Ecosystem DoD Innovation Ecosystem



Credit: F. Murray and P. Budden, MIT Sloan

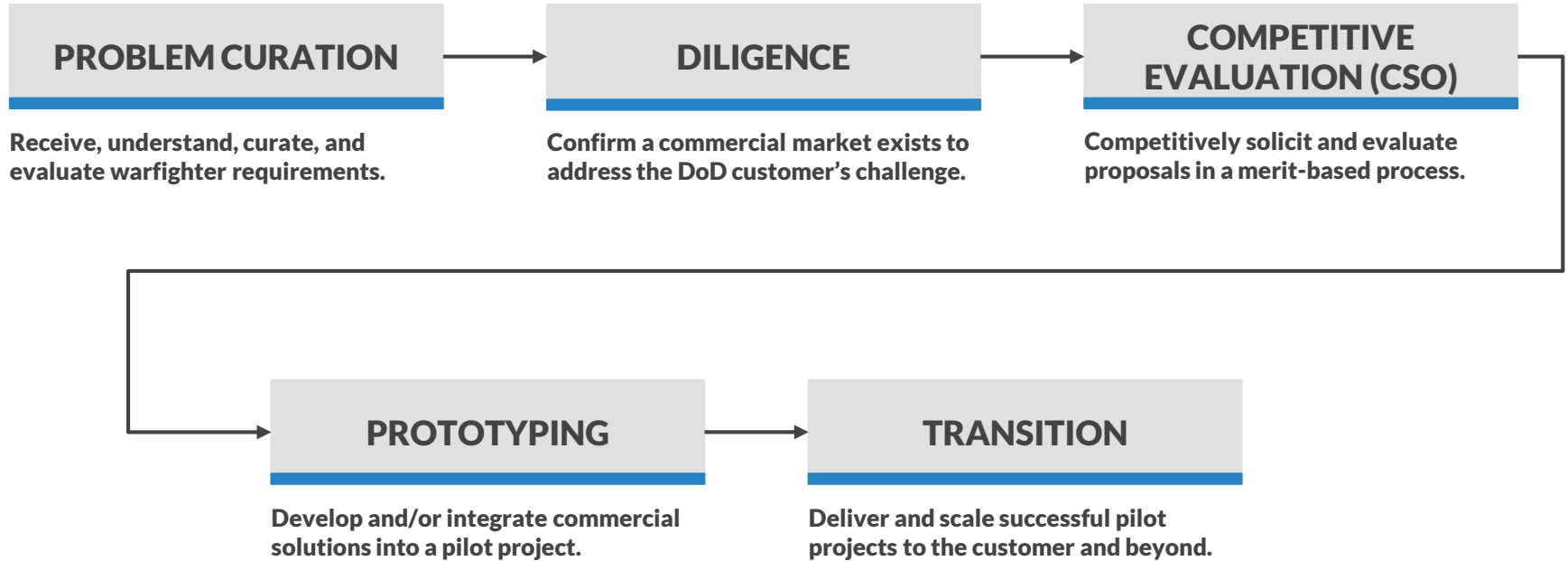


THE FACTORS OF A GOOD DIU PROJECT

		Decline Project	Advance Project	Key Components
1	Funded DoD Problem aligned to a DIU priority?	✗	✓	<ul style="list-style-type: none"> Funding should be immediately available Customer should be DoD org DIU solves problems, not requirements
2	Commercial Solution Available?	✗	✓	<ul style="list-style-type: none"> Commercial solution exists today—not vapor Focus is on Biz to B/C vice Biz to Defense Focus is on venture-backed companies
3	10X result?	✗	✓	<ul style="list-style-type: none"> Transformative to DoD mission set Project should scale across DoD Project should result in ops-level changes
4	Prototype w/in 12 months?	✗	✓	<ul style="list-style-type: none"> Prototype should be ready in about 1 year DIU does not make COTS buys Modifications acceptable
5	Fielded transition w/in 36 months?	✗	✓	<ul style="list-style-type: none"> Fielded solution must be achievable Lifecycle management must be considered Customer AND User must plan upfront



OUR PROCESS



CSO: Tactical Launch

The Department of Defense (DoD) seeks **commercial solutions to demonstrate the capacity for rapid, low cost, flexible launch using mobile or transportable solutions that allow for operations independent of fixed-site launch infrastructure.**

The DoD is interested in solutions that significantly leverage agile manufacturing of rocket components that lead to cost savings, reduction in manufacturing complexity, and shorter manufacturing timelines. Solutions should be capable of long range, sub-orbital flight to the limit of placing small payloads into mission-designed low Earth orbits.

Phase 1 of this prototype effort will involve the demonstration of long range suborbital flight on a suppressed trajectory to evaluate low cost, high cadence, flight applications. A follow-on Phase 2 Option would include the ability to precisely place small spacecraft or payloads into LEO if the government elects to exercise it. Commercial solutions must be capable of providing a working prototype and performing both tasks within 18 months of award.

Companies must:

- Demonstrate significant cost and time savings over traditional engine and rocket manufacturing techniques
- Be capable of supporting dedicated, responsive launch of total payload mass not to exceed 250 kg as a service or as a materiel solution for future procurement
- Be U.S.-based

<https://www.diu.mil/work-with-us/companies/cso-solution-brief>





METRICS

HINT: IT'S WORKING



METRICS: GROWING THE NATIONAL SECURITY INNOVATION BASE

1000+

companies from 43 states & DC have competed for DIU contracts

139

companies from 21 states have been awarded DIU contracts

122

of these companies are considered non-traditional

52

of these companies are first-time DoD vendors



■ USAF ■ CCMDs ■ USN ■ USA ■ Other DoD ■ Fourth Estate ■ USMC





CONTACT US

questions@diu.mil

WORK WITH US

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