

**The info session will begin shortly**



# VECTOR

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NATIONAL SECURITY INNOVATION NETWORK

# Agenda

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4:00-4:05 Log-on

4:05- 4:10 NSIN Overview

4:10-4:30 NSIN Vector Program Overview

4:30-4:35 DP Overview

4:35-4:45 Alumni Spotlight (Revolute Robotics)

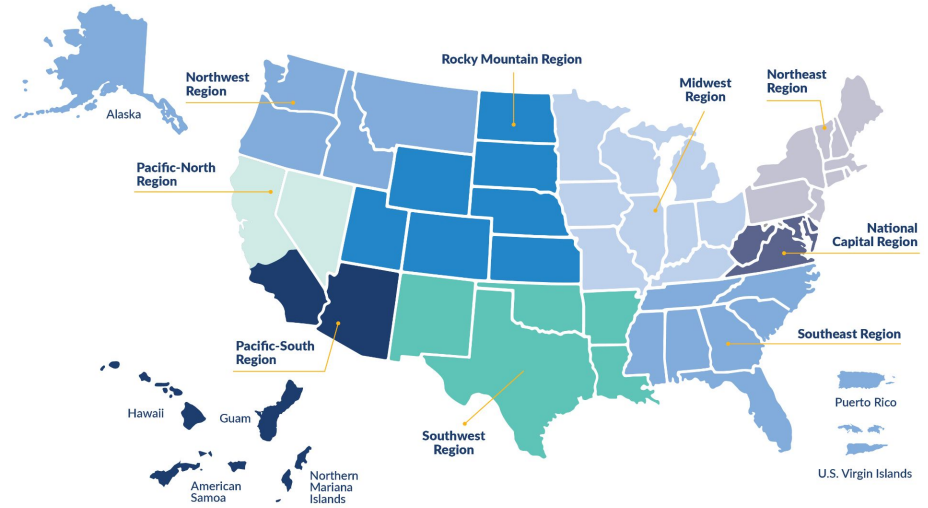
4:45-5:00 Q/A from Audience

**\*Submit Questions in the ChatBox. We will answer following the brief. Please mute yourself during the presentation.**

# About NSIN

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NSIN is a program office in the U.S. Department of Defense, nested within the Defense Innovation Unit (DIU). We are set up to collaborate with a wide variety of innovators to include universities, researchers, students, entrepreneurs and startups. We create opportunities for collaboration across communities and connect those that might not traditionally work in national security. Together, we help drive national security innovation and develop technologies that directly support the individuals responsible for protecting our country.



*NSIN is an unrivaled problem-solving network that adapts to the emerging needs of those who serve in defense of our national security. Headquartered in Arlington, Va., NSIN has nine Regions throughout the United States to provide an organizational and management construct for the execution of our work.*

# About OnRamp Hubs

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The Defense Innovation OnRamp Hubs serve as an accessible open door to the Department of Defense; where companies and entrepreneurs can learn how to enter the national security innovation base, discover how to access government programming and funding, and engage in national security events.

Five locations include:

- Honolulu, HI: Pacific Impact Zone
- Dayton, OH: Parallax Advanced Research Corporation
- Seattle, WA: Pacific Northwest Defense Coalition
- Phoenix, AZ: EndRun
- Wichita, KS: Wichita State University



# About NSIN Vector

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NSIN Vector is an opportunity for early-stage ventures to further develop their leading-edge technology solutions with the support of NSIN subject matter experts (SMEs). Vector provides ventures with training and mentorship as they prepare for a showcase day where winning teams are awarded non-dilutive funding to advance their core business and equip them to work with the DoD.

The program welcomes companies that started in the commercial market and are interested in exploring the DoD market and companies that began in the DoD market and are seeking to grow.



# What we are looking for

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- ❖ **Pre-Series A or early-stage ventures** that want to explore or have started exploring opportunities to do business with the DoD.
- ❖ **U.S. Based Company:** Each eligible entity shall be a U.S. based nontraditional defense contractor or U.S. small business and have a demonstrable prototype.
- ❖ **Small Business:** The US Government typically considers a business to be a small business when they are organized for profit with a place of business located in the US; more than 50% owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States (or by other small business concerns that are each more than 50% owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States); and has no more than 500 employees, including affiliates.
- ❖ **Non-Traditional:** A non-traditional defense contractor is a company that is not currently performing and has not performed, for at least the preceding year, any contract or subcontract for the Department of Defense that is subject to full coverage under the cost accounting standards pursuant to 41 U.S. Code 1502.
- ❖ Commitment of at least **two hours weekly**.
- ❖ **Dual-Use Technologies:** Technologies that have applications across government and DoD as well as commercial.

# Who is not eligible?

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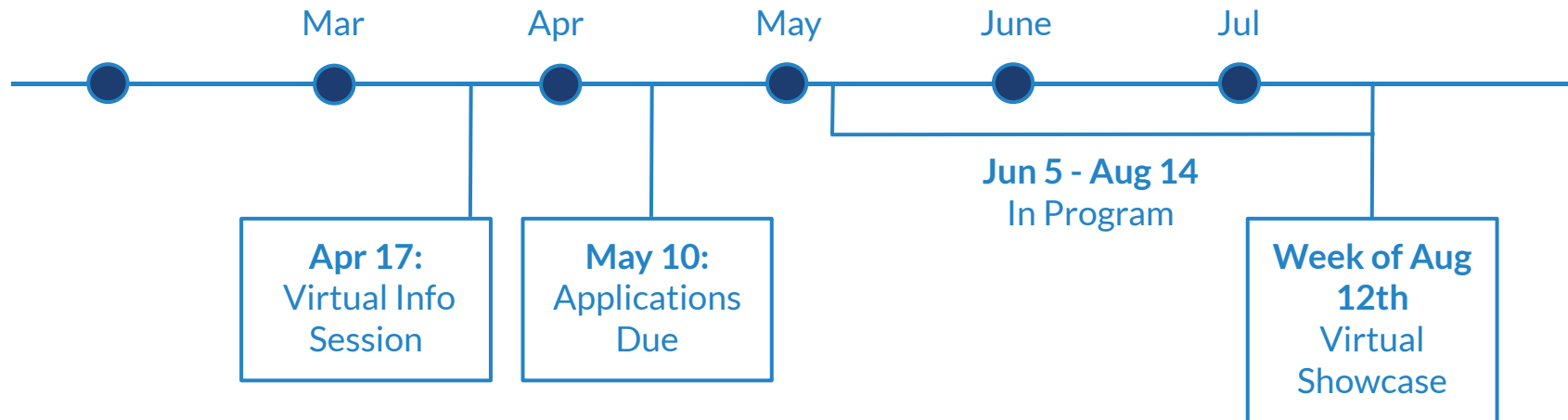
Companies that:

- ❖ Are **Late Stage Companies (Series B+)** and have applications **outside of the defined tech focus areas**.
- ❖ Have **significant traction** with the Department of Defense and who have **multiple engagements with paying customers** in government they are currently working with
- ❖ Are **ineligible** for **sam.gov** registration



# Program Timeline

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# Program Benefits

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- Founder-Friendly, fully virtual
- Direct Access to DoD SMEs
- Tailored Curriculum and Resources built by industry experts that will guide you to jumpstart your DoD business
- Personalized mentorship from experienced entrepreneurs and government end-users for iterative feedback and validation
- DoD funded, no fees or equity commitments for participation
- \$50,000 total prize purse awarded at the culminating showcase event
- Eligible for potential follow-on activities with the DoD
- The Vector program will not ask to obtain teams' equity or IP rights
- Access to a network of trusted private capital investors

# Program Expectations

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- Commitment of 2 hours weekly
- Preparation guidance and self paced video modules covering topics including but not limited to: Business Plan Development, Introduction to the Federal Government, Marketing to Government, Proposal Writing and Contract Negotiation, Government Networking, Security and Compliance, Legal Risks, Federal Procurement.
- Weekly 2 hour group sessions with SMEs and experienced professionals across government, industry, and commercial.
- Assigned 1:1 mentorship meetings with DoD End-Users for use case feedback and application as well as seasoned founders for best practices and business plan support.
- Engagement with trust private capital partners
- Pitch coaching and culminating Showcase event with cash prizes to 1st, 2nd, 3rd place, combined \$50K in total cash value
- 100% Virtual
- Optional in-person events
- Post-program support, alumni community and continued NSIN network engagement

# Focus Area

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1. **Advanced Sensing**
2. **Command and Control**
3. **Data Sharing**
4. **Resilient Position and Navigation**
5. **Contested Communication**

## Research Recommendations:

cto.mil, open source news, events and recent DoD strategy publications, <https://www.defense.gov/About/combatant-commands/>



# Evaluation Criteria

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Applications will be evaluated using the following scoring rubric:

1. **Feasibility of Solution** - Has demonstrated feasibility and superiority of the technology
2. **Problem Significance** - The solution aligns with one of the four focus areas
3. **Viability of Business Model** - Evidence of commercial or defense traction and/or clear plan to achieve it
4. **Team Composition and Expertise** - Leaders in their field with technical expertise to develop the technology and to grow the business

Strong applications include: team expertise, technology stage, traction with government and/or commercial stakeholders, go-to-market strategy, a clear value proposition and differentiation and description of how the technology aligns with the focus areas (**Average time to complete 15-30 mins**)

Be ready to upload **supporting documents** that clearly and concisely illustrates the superiority of your solution against the scoring rubric: <https://nsin.mil/events/2024-5-10-nsin-vector/>

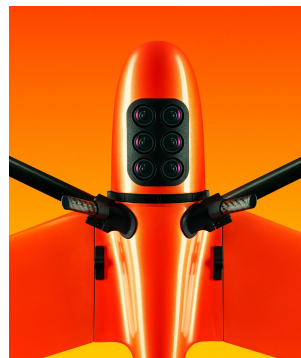
# About Decisive Point

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Decisive Point is a venture capital firm investing in critical technologies for defense, energy, and infrastructure.

Our team helps founders navigate the complexities of the federal market, removing barriers to entry and helping startups make a real impact. We leverage our expertise in federal R&D funding to de-risk investment in early stage innovations and accelerate the growth of technologies that will change the world.

To date, Decisive Point has captured **+\$450M in government R&D funding** for deep-tech startups.



# Alumni Spotlight: Revolute Robotics

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**Overview:** Revolute Robotics builds hybrid land/air systems to remotely collect data where never before possible.

## Program Summary

- Friday Strategy Hours - Time to get personalized guidance
- Mentor breakout sessions - Get practice and feedback on pitching to DoD
- Great support for creating and honing DoD marketing material
- Surrounded by vetted companies that are solving important problems
- Fundamental understanding of DoD ecosystem and how to break in
  - Good general roadmap in the curriculum
  - Work with mentors to customize this to each company's unique needs



# Alumni Spotlight: Revolute Robotics

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## Advice for Incoming Cohort

- Take charge of your own development
  - Come prepared to meetings with questions
  - It's on you to follow up and get feedback on your marketing materials
  - Friday Strategy hours - this is your time to tell them what you need help with
- Connect with your peers, share best practices. Learn from different experiences
  - Don't just focus on your vertical or stage of company
- Focus on more than just the curriculum
  - You have access to SMEs in almost every aspect of the DoD ecosystem
  - Get feedback on everything from how you approach specific individuals to what solicitations to focus on
  - Maximize these resources while you have them!





# Questions

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## Contact:

Caroline Still - NSIN Vector Program Manager  
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Ryan Benitez - Accelerator Partner  
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**NSIN Vector Application**  
**Apply by May 10th!**