



Creating the Next:
**Defense Innovation
Conference**

January 14, 2019

*Georgia Tech Hotel and
Conference Center
Atlanta*

Welcome

GEORGIA TECH PROCUREMENT ASSISTANCE CENTER



Why we're here today

- ▶ Both the 2018 **National Defense Strategy** and **National Defense Strategy Commission** call for strengthening the “**National Security Innovation Base.**”
 - ▶ “... streamline processes so that new entrants and small-scale vendors can provide cutting-edge technologies.” – *NDS*, p. 11
 - ▶ “Aggressively pursuing technological innovation ... [is] critical to overcoming operational challenges and positioning the U.S. military for success.” DoD must “find new ways of enabling more rapid maturation, acquisition, and fielding of leap-ahead technologies” and “broaden its efforts to find and incorporate new capabilities commercially developed by the private sector.” – *NDSC*, pp. viii, ix, 31
- ▶ **Bottom line:** Defense Innovation is essential to our national security. And Defense Innovation represents a golden market opportunity for small, nimble companies, technologists, and manufacturers.

Planning your day

- ▶ We begin with four speakers:
 - ▶ **Andrew Smith** is setting the stage with a presentation on **Funding Opportunities for Small Business Innovators**.
 - ▶ **Khai Edouard** is talking about the **Georgia Defense Exchange** and unveiling **The GTPAC Community**.
 - ▶ **Tim Greeff** is providing an overview of the **National Security Technology Accelerator**.
 - ▶ **Adele Navarrete** is sharing her insider's knowledge of **Winning DoD Business**.
 - ▶ **Lisa Sanders** is revealing **Special Operation's Priorities, Problems, and Doing Business with SOCOM**.
- ▶ Then, our Industry Panel:
 - ▶ **What Do Prime Contractors Want in a DoD Subcontractor?**

Planning your day - continued

- ▶ Lunch break:
 - ▶ We're allowing **a generous amount of time**. Use this time to **meet as many people as you can**. Don't sit with people you know! ***"The business you're looking for may be in this room."***
- ▶ Then, 4 break-out workshops:
 - ▶ **Complying with DoD Cybersecurity Requirements – Conf. A**
 - ▶ **Introduction to Government Contracting – Conf. B**
 - ▶ **Preparing Successful Bids and Proposals – Salon 1&2**
 - ▶ **How to Develop a Great Capability Statement – Salon 5&6**
- ▶ Your homework assignment:
 - ▶ ***Read the materials in your folders! – And on the website shown on the bottom of the printed agenda.***

Special Thank-You's

- ▶ **Enterprise Innovation Institute**
 - ▶ **ATDC (Advanced Technology Development Center)**
 - ▶ **GaMEP (Georgia Manufacturing Extension Partnership)**
 - ▶ **The Contracting Education Academy at Georgia Tech**
 - ▶ **Minority Business Development Agency (MBDA) Business Center**
- ▶ **Georgia Department of Economic Development**
- ▶ **Defense Logistics Agency**
- ▶ **... and the GTPAC team**



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