The Hampton Roads Innovation Collaborative is assisting CatapultUS in looking for regional technology talent to work with the Naval Research Enterprise in select tech domains.
Can you help us?

Background
The Navy and Marine Corps — through their global Research Enterprise -- are aggressively looking for new talent in several emerging technology fields that are decisive today in ensuring maritime superiority and will be even more decisive tomorrow.

- The NRE is looking for the "best and brightest", whether these entrepreneurial scientist/engineers know how to do business with a military organization, or if they are true newcomers to working with the Dept. of Defense — or DoD.
- NRE is especially anxious to meet brilliant entrepreneurial scientist/engineers who have shied away from working with the DoD because they've heard that it's just too complicated. All that is changing .... and changing fast.

Specific Technologies of Interest
In particular, the Naval Research Enterprise — or NRE -- is looking for entrepreneurs and small businesses who are on the leading edge of work in technology domains such as:

1. Autonomous/Unmanned Systems
2. Cyber Security/Data Analytics
3. Modeling/Simulation
4. Augmented/Virtual Reality.

Catapult Launching Event
- We have a Catapult event scheduled for June 4-5 in Virginia Beach at the Sandler Center which is designed as an intersection where new talent can meet Naval opportunity, and a technology marketplace in a booming mid-Atlantic region where the Navy has its biggest footprint and largest global presence.
  - Catapult is a don't-miss-it, unique opportunity for 21st century Hampton Roads entrepreneurs in decisive tech domains to connect with potential Naval customers, and Naval support staff such as contracting officers who know how to accelerate your talent through fresh contract vehicles.
  - Regional talent should come to Catapult prepared to discuss your technology talent, exhibit the results of that talent — including solutions you may have developed for problems you can't yet identify — and learn about Naval access ramps to Naval opportunities and needs in the specified Catapult tech domains.

Come Prepared with a Quad Chart to talk specifics in confidence
In today's leading-edge science/engineering fields, a quad chart is your can't-do-without-it business card: it tells customers who you are, what you can do, and how you do it.

If you know your way around the defense landscape, you're probably familiar with the quad chart format, and probably have several handy. If so, as you register for Catapult be sure to include a current quad chart chosen for tech alignment with one or more of the four tech domain priorities you see in Catapult outreach materials.

If you're new to the defense landscape, and want a fast and accurate way to tell your talent story to potential Naval customers, follow these easy steps in building a quad chart:
- Create a landscape template with four quadrants (a 2x2 table)
- Insert a banner at top with your key identifying information, and a date
- Top left quad: a picture or graphic of your technological focus (a product or simulated product), with a dozen words that describe the picture or graphic
- Top right quad: a short series of bullets describing your tech solution, what problem it solves, and the benefits
- Bottom left quad: a short list of typical owners of the problem you're solving
- Bottom right quad: a summary of how mature your solution is, what steps are necessary to fully mature it, and how long that will take.

Register for the Event
This is a registration-based event. Learn about the event at: http://www.catapultus.com/ and register at: http://www.catapultus.com/pages/buy-tickets/

Pre-Event Meetings
Robert L. Smith is the Director, Department of the Navy Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. View PDF at:
http://www.secnav.navy.mil/smallbusiness/Documents/Navy%20SBIR%20Overview.pdf.

Mr. Smith has offered to meet with select regional tech entities before the event, to maximize the Catapult experience.

If you believe you can help identify qualified regional technology talent that would support Naval Research Enterprise needs, please email my colleague Ron Villanueva at: ron@catapultus.com and we'll coordinate a session between you and Mr. Smith.

Again, we are especially interested in entities that may have numbers of entrepreneur and small business members; examples might be a regional AUVSI Chapter, VMASC, or a Data Analytics meetup group.
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It is my hope that the qualified Entrepreneurs and firms in our region identify this opportunity and move quickly to participate.

Sincerely,

Dan Bell

President
Hampton Roads Innovation Collaborative
danbell@hric.email
757-373-6517