



INDEX DISRUPTIVE  
D·T·I  
TECHNOLOGY

X

SPACEWERX  
SHAPING OUR FUTURE IN SPACE

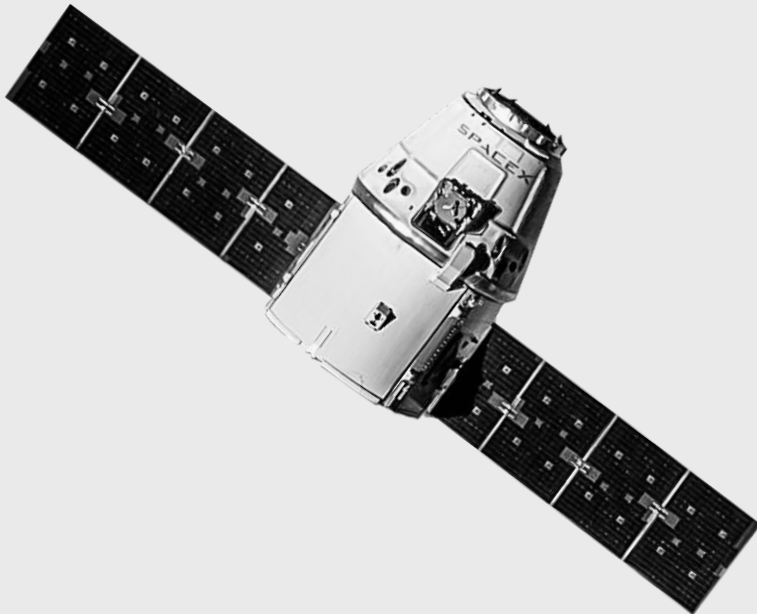
Distribution A. Approved for public release; distribution unlimited. AFRL-2024-2060

# Introduction



## OVERVIEW

DTI is a California non-profit formed to support the economic and commercial development of the Space Industry in Los Angeles County and greater California.



## PURPOSE AND GOALS

Our Los Angeles headquarters, known as THE BR-DGE, was established to be the connective tissue between entrepreneurs, technologists, brands, private organizations and local-policy makers, and is the proving ground for a deliberate public-private partnership. We provide education, funding, mentorship, and foster connections to strategic partners to help small business firms scale.

# THE BR-DGE



## Collaborative Workspaces

- 16,000 Sq Ft
- 5 Conference Rooms
- Private Offices
- "Hot Desks"
- El Segundo, CA

## On-Going Programing

- Small Business Advisory
- Accelerators
- Open Office Hours
- STEEAM Outreach



**ACCELERATE** —  
— **CALIFORNIA**  
INCLUSIVE INNOVATION HUBS

# Key Lines Of Effort

DTI is a democratizing access to connections, knowledge, and capital for founders in aerospace and defense. We exist to amplify non-dilutive capital resources and bolster the space industrial base. We do this through public and private partnerships, dedicated programming, and facilities geared toward delivering on-orbit capabilities.

**01**

STEEAM Outreach

**02**

Civic Engagement and  
Initiatives for  
Underserved founders

**03**

Securing the National  
and Strategic  
Advancement of the  
Space Industrial base

# Leveraging SBIR

## Small Business Innovative Research

### Phase I

\$75K Feasibility Study  
3 Month P.O.P

### Phase II

750K MVP/Prototype  
Up to 24 Month P.O.P

### STRATFI/TACFI

Continuation of Phase II  
1:1 Match on customer  
funds  
1:2 Match to  
Commercialization  
Up to 48 Month P.O.P

# Programing Initiatives

## Launch Pad

Bi-weekly Office Hours  
1-In Person  
1- Virtual



## IGNITE

SBIR Phase I/II Bootcamp  
Proposal Support  
Technical Roadmap  
Support  
Value Stream/Customer  
Discovery  
GTM Coaching

## I2A

SBIR Phase II  
Commercialization Support

- TRL Bootcamp
- STRATFI/TACFI
- Phase III
- Commercialization

## CA4CA

Social Entrepreneurship  
Accelerator CA4CA  
12 Week Program Geared  
toward California Social  
Intiatives  
Leveraging 12 SBIR  
agencies to build “dual-  
use” companies in  
California

To access our services, please reach out at: [info@dti.space](mailto:info@dti.space)

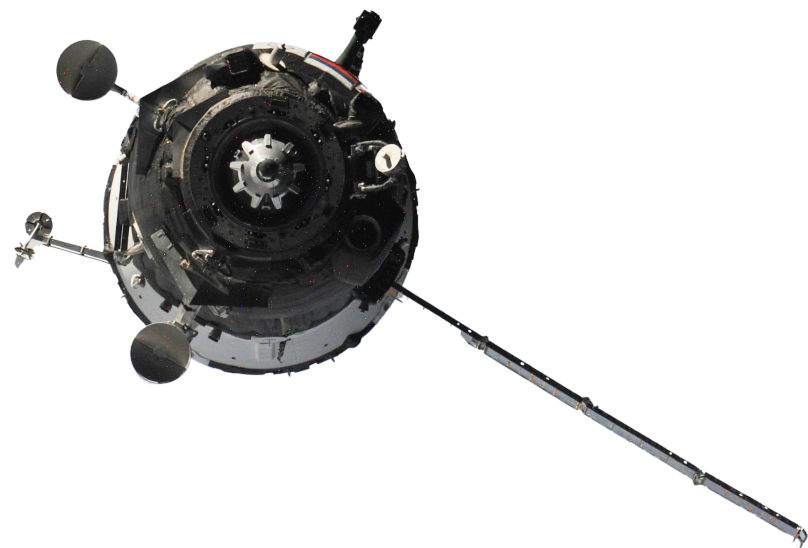
# Launch Pad Series

## OBJECTIVES

Enhance the access to aerospace and “dual-use” companies to access SpaceWERX and SBIR Resources.

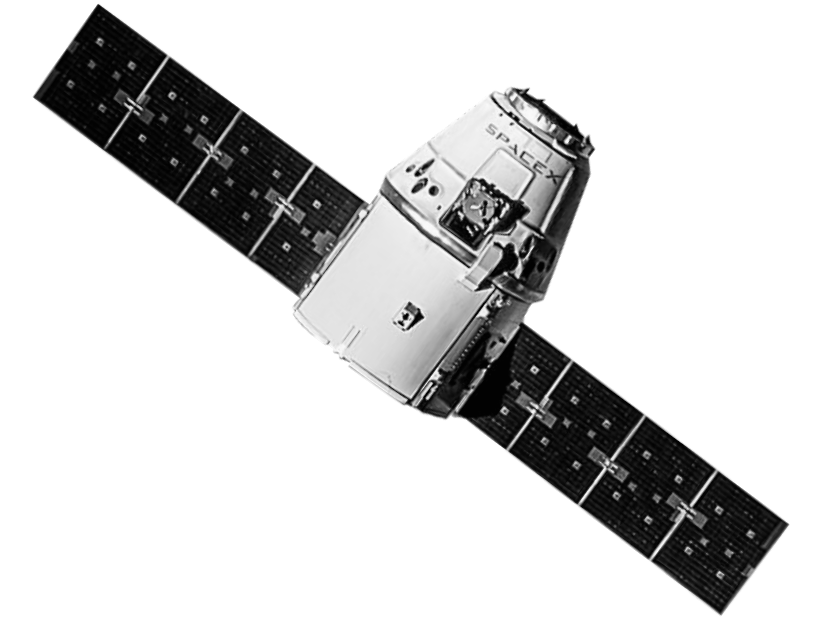
Enhance the tech readiness of small business answering the Phase I and Phase II SBIR Solicitations.

Secure national strategic advantage in space, bolster California aerospace industry, and build a robust “dual-use” industrial base.



To access our services, please reach out at: [info@dti.space](mailto:info@dti.space)

# IGNITE: SBIR Bootcamp



## DAY

01

- SBIR and Technical Volume Overview

02

- Customer Discovery and Product Market Fit

03

- Proposal Workshop and Contracting Tool Kit

04

- Pitch coaching

05

- Pitch Day & Customer Collision

**FOCUS AREAS//: WOMEN OWNED, UNDERSERVED COMMUNITIES, YOUNG ENTREPRENEURS**

To access our services, please reach out at: [info@dti.space](mailto:info@dti.space)



# I-2-A



## PROGRAM BRIEF

Commercialization Support Program I-2-A provides the platform to transition Phase II awardees into commercially viable space companies

**DISCLAIMER:** This information, including any attachments, is the property of Disruptive Technology Index (DTI), and may contain legally privileged and/or highly confidential information. If you are not the intended recipient, or the employee responsible for delivery of this message to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited under State and Federal Laws. If you have received this communication in error, please immediately notify the sender and follow appropriate actions for disposal.



# Commercialization Support Program

01

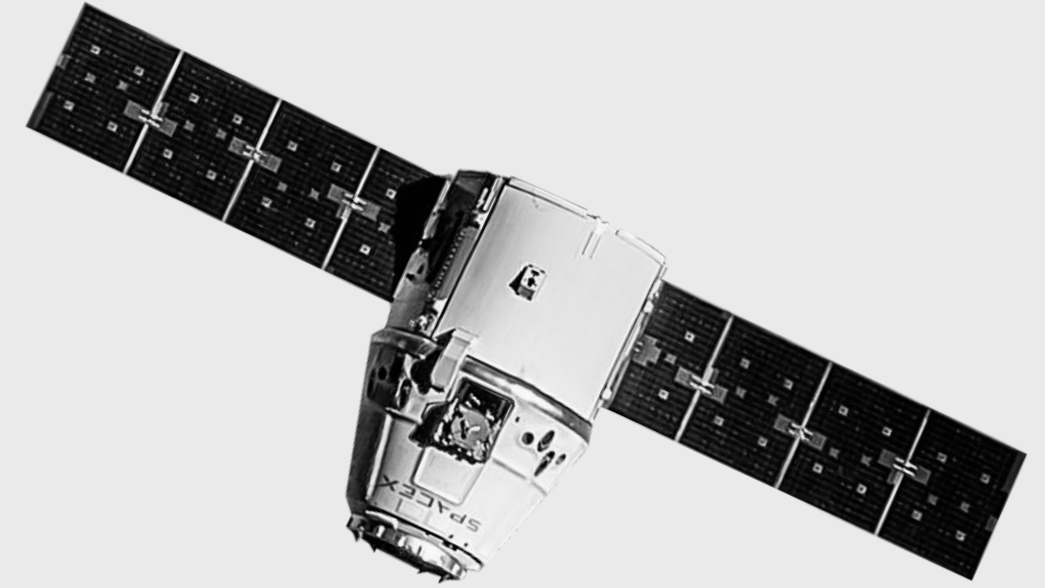
The Innovate to Accelerate (I-2-A) program was developed to address the ecosystem gap for companies that enter the SpaceWERX SBIR/STTR program by supporting cohort companies directly through the lifecycle of their Phase II contracts with the primary focus of creating support activities that enable commercialization success. High-tech small businesses that enter the SBIR/STTR program need three key things: access to knowledge, access to network, and access to capital. The I-2-A program was developed to address these three areas.

**The foundation of the I-2-A program is to address the “valley of death” and create actionable results/more successes (commercialization) from SpaceWERX D2P2 investments.**



# THE PROBLEM

## New entrant vs Defense Prime



02

### DEFENSE PRIME

Defense Prime has deep pockets

- Can hire talent with institutional knowledge...DoD Acquisition Lifecycle
- Can withstand lengthy acquisition processes and timelines

### NEW ENTRANTS

Require Access to Information

- Before you can serve your customer, you need to know your customer
- Need exposure to what is behind the curtain

Require Access to Capital...at the right time

- Venture-backed companies are running on 18-24 months of runway

How do we educate and provide the resources to these new entrants to ensure the strength of the industrial base? The supply chain is the largest risk (talent, parts, tech, etc.); an able, ready, and growing industrial base is key to national security

# THE SOLUTION

## I-2-A-cohort style education and immersion

### PREP THE BATTLESPACE

12-week intensive focused on educating the company on the cohort's sponsoring program office mission/structure to include the sphere in which the program office operates (i.e. DoD Acquisitions 101, DoD Budgets 101, SSC Contracting Processes, etc.)

### ASSESSING TECH READINESS

- Access to Labs and Resources – TRL Review (Aerospace Corporation)
- Quarterly Program Management Reviews (PMRs)
  - i2a staff helps coordinate in-person and/or virtual PMRs on a frequency dictated by the Program Office
- Includes data collection and reporting in support of the Program Office

### ACCESS TO CAPITAL & TRANSITION... AT THE RIGHT TIME

#### Different pathways

- Continued R&D
- TACFI/STRATFI
- Phase III
- System Integration
- Cross org transition (i.e NASA, SDA, MDA, etc.)
- Pivot - missing product-market fit

# I-2-A programming will



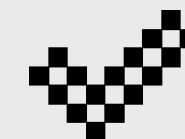
04



**Graduate Portfolio Companies  
Beyond SBIR and grant programs**



**Mature Technology toward flight  
readiness and in-orbit capability**

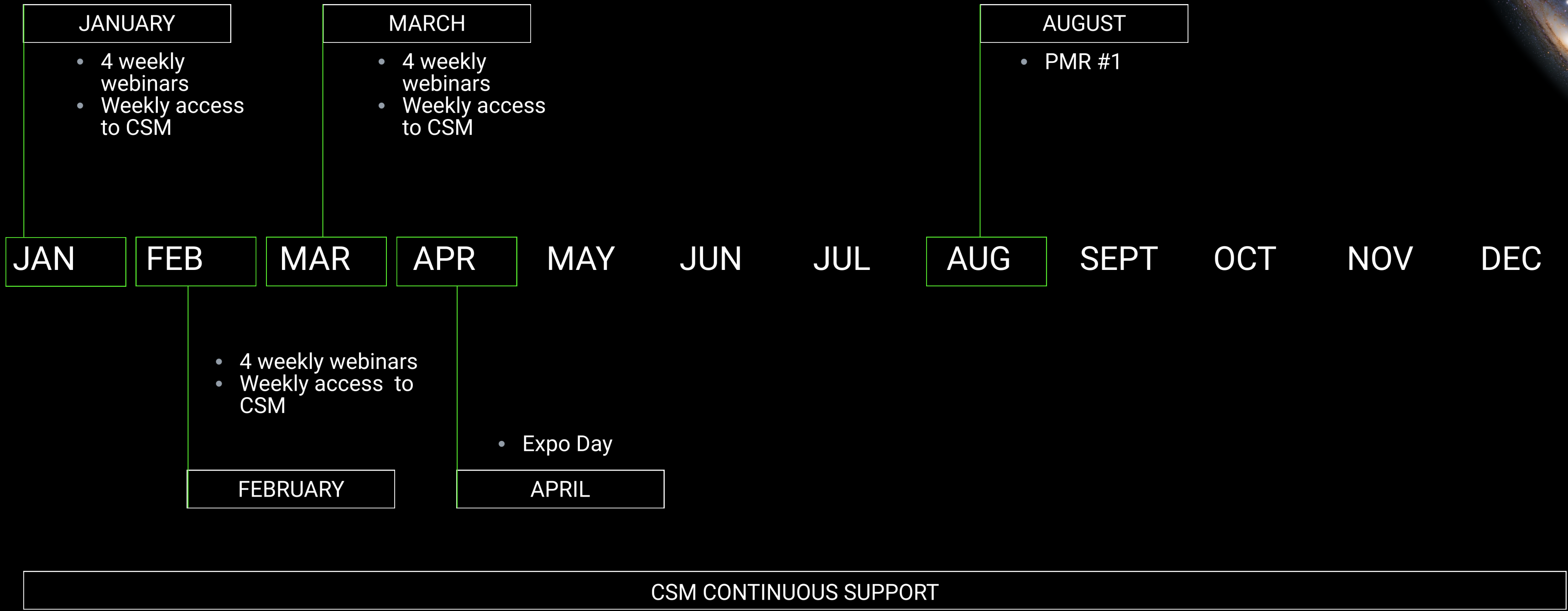


**Build Attractive Investments for both  
Government and Venture**

# 12-Week Intensive Curriculum

WEEK		TOPIC LIST	SUGGESTED SPEAKERS
01	LAUNCH	Onboarding - What to Expect & Prep Capabilities Briefs (Needs Assessment)	SpaceWERX & D-T-I
02		Showcase - Sponsor Program Office Mission Brief & Company Exhibits	Space Safari & Companies
03		How to read your SBIR Phase II Contract and Invoice	AFWERX Contracting & D-T-I
04		Transition...TACFI/STRATFI, Phase III, System Integrators	AFWERX, Sys Int, Venture
05	IN-FLIGHT	Program Office Contracting; what they buy, how they buy	SSC Contracting and SSC SB Lead...Pricing Workshop
06		DoD Acquisitions 101 & DoD Budget 101 Process	DAU Rep
07		DoD Clearance Process / CFIUS / ITAR / EAR / DD2345	SSC Security Office
08		DoD Contracting Processes & Type of Contracts	Contracting School House
09	ESCAPE VELOCITY	TRL Support – Labs and Resources	Aerospace Corp / NASA / JPL / USC / Caltech / etc.
10		Success Story – Success SBIR Transition & Investor Panel (Space Company, Investor, LA Ecosystem Mixer)	Panel
11		Branding & Marketing to DoD	Vendor – Marketing Professional
12		Pitch Feedback Virtual Workshop (Space Safari / Marketing Vendor / SpaceWERX / DTi )	Cohort Companies
EOM 4		Expo Day (Ecosystem Actors)	Cohort Companies

# Example Curriculum in 15-MO Period of Performance



# Portfolio Companies are primed for:

## PROGRAMS OF RECORD

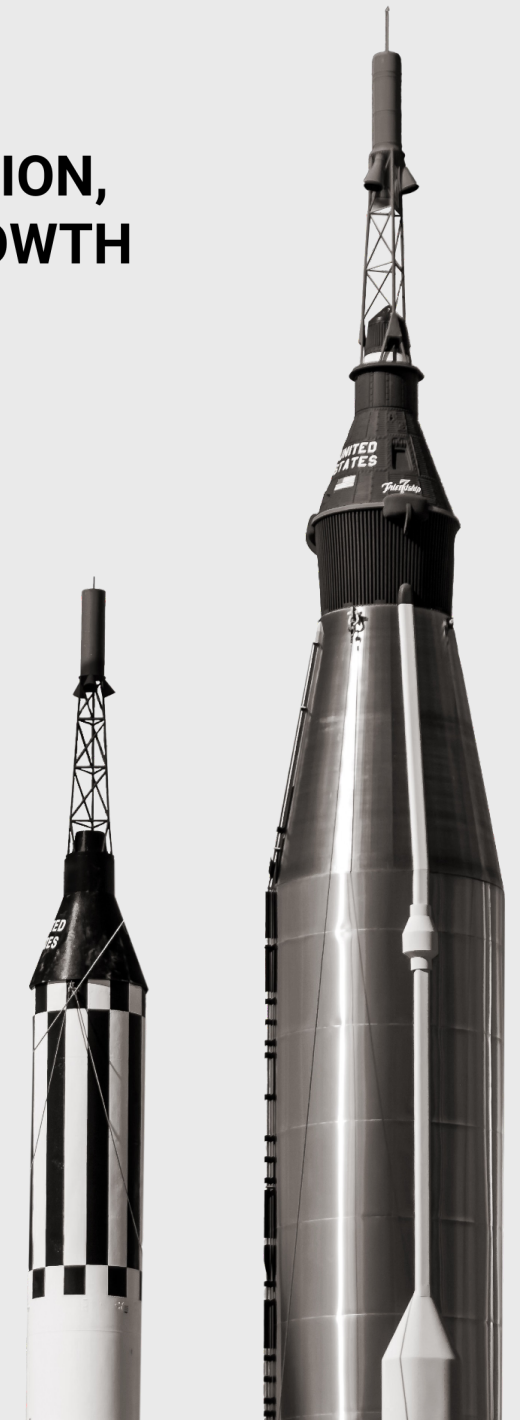
- Building a Phase III contract vehicle
- STRATFI/TACFI support

## SYSTEM INTEGRATION INTO EXISTING/LEGACY SYSTEMS

- Connection with Prime Contractors
- Integration Support
- Supporting competitiveness to Prime/Sub Relationships

## MERGER, ACQUISITION, & LONG-TERM GROWTH

//HELPING COMPANIES NAVIGATE TRANSITION//





**”...our AFWERX and SpaceWERX engagements were key to presenting our potential investors with evidence of interest and traction within the National Security market.”**

**-Karan Kunjer, Co-Founder**



**“Couldn't have done this without you and your team's support.”**

**-Mathew Croce, Head of Defense**

**K2 Space on their \$50M Series A Raise**



# Q&A Session

To access our services, please reach out at: [info@dti.space](mailto:info@dti.space)

