



WELCOME COLLIDER EVENT

PREPARING YOUR BUSINESS TO WORK
WITH THE FEDERAL GOVERNMENT



T-REX



COLLIDER EVENT SCHEDULE

PREPARING YOUR
BUSINESS TO WORK WITH
THE FEDERAL
GOVERNMENT

12:00 pm

Welcome Address

Ms. Christine Woodard

Director of Moonshot Labs & Ecosystem Engagement Lead, NGA

12:15 pm

The Need for Small Business Working with the Intelligence Community

Mr. Herman Gaskins

Advanced Systems & Technologies Director of Contracts, NRO

12:30 pm

Protecting Your Organization's Information Special Agents

St. Louis Division, FBI

1:00 pm

Business Intelligence As a Tool to Mitigate Adversarial Capital and Malign Influence

Ms. Amanda Heller

Business Intelligence Program Manager, DIU



T-REX



COLLIDER EVENT SCHEDULE

PREPARING YOUR
BUSINESS TO WORK WITH
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GOVERNMENT

1:30 pm

DoD Business Opportunities

Mr. David Rader

Senior Advisor, Commercial Engagement, OSC & DIU

2:00 pm

Federal Contracting and SBA Certification

Mr. Kevin Wilson

Executive Director, Small Business Empowerment Center

2:15 pm

NGA Industry Engagement Overview

Mr. Rick Myllenbeck

Senior Advisor, Commercial Engagement, OSC & DIU

2:25 pm

NGA Office of Small Business Programs Intro

Ms. Latoya Allen

Small Business Professional, Office of Small Business Programs, NGA

2:30 pm

Other Opportunities/Resources & Closing Remarks

Ms. Christine Woodard

Director of Moonshot Labs & Ecosystem Engagement Lead, NGA

2:45 pm

Networking



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The Need for Small Business Working with the Intelligence Community

Mr. Herman Gaskins

Advanced Systems & Technologies Director
of Contracts
National Reconnaissance Office (NRO)



Protecting Your Organization's Information

Special Agents

St. Louis Division

Federal Bureau of Investigation (FBI)



Business Intelligence As a Tool to Mitigate Adversarial Capital and Malign Influence

AMANDA HELLER

Business Intelligence Program Manger
Defense Intelligence Unit (DIU)



DEFENSE INNOVATION UNIT

Business Intelligence: A Tool to Mitigate
Adversarial Capital and Malign Influence
December 1, 2023

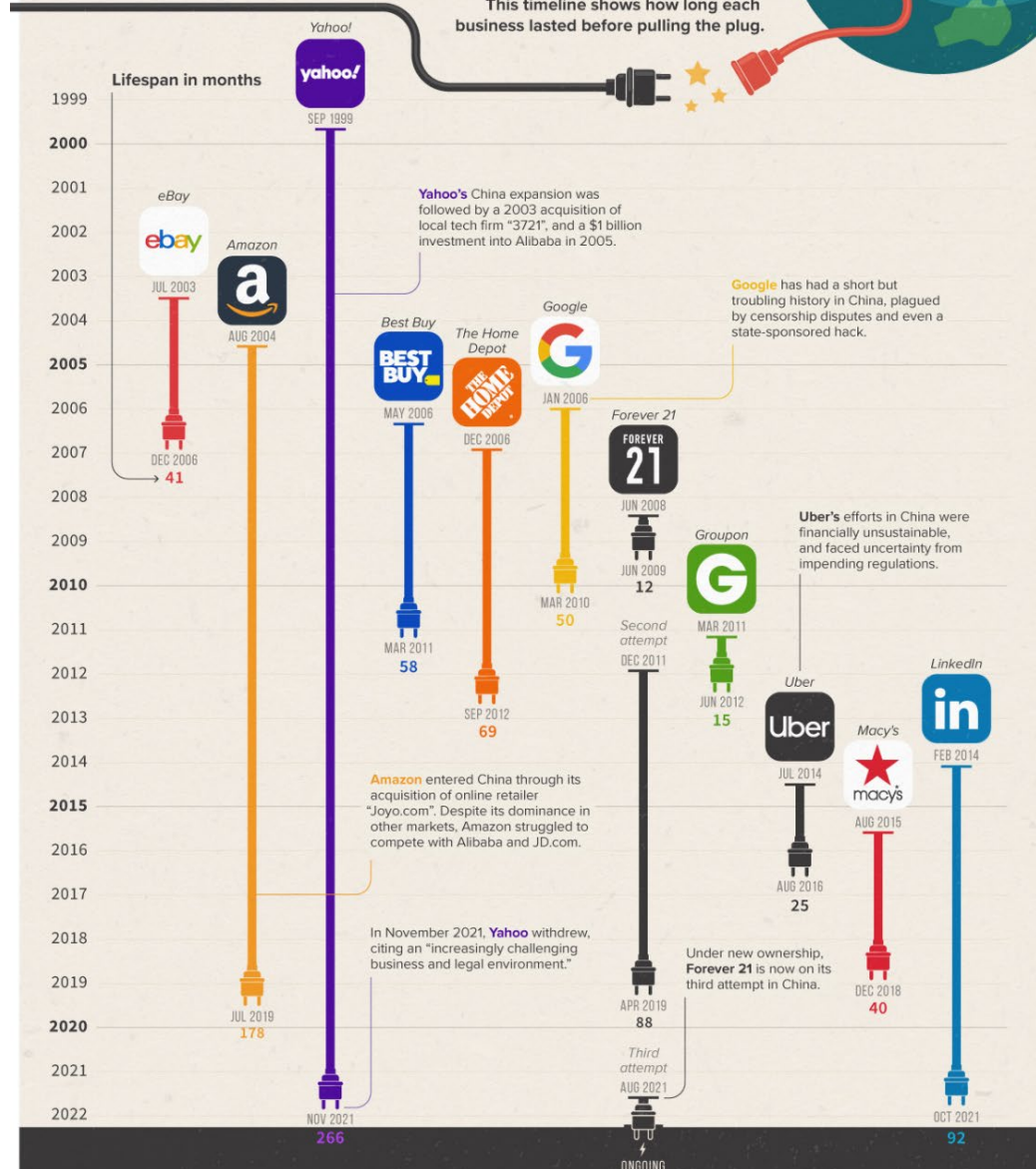
Rob Dela Rosa, Program Manager
Amanda Heller, Program Manager

Case Study - Lawfare & Bankruptcy

AMERICAN COMPANIES That Failed in China

Asia's biggest economy has proven to be a difficult environment for U.S. companies.

This timeline shows how long each business lasted before pulling the plug.



Why is there a limited lifespan for many US companies, especially startups?

- Technology transfer
 - Legal and Illicit
- Forfeiture of control
 - Board & Co-boarding
 - Minority stakeholder power in numbers
 - Influence and/or coercion
- Application of PRC Government values in place of US values (especially in AI applications)
- Bankruptcy and takeover
- International rule of law
- Talent transfer

Despite its difficulties, China is still a massive opportunity for foreign businesses. The country's middle class is expected to reach 1.2 billion people by 2027, representing a quarter of the global total.

Sources: BBC, China Daily, CNBC, CNN, Crunchbase, LinkedIn, New York Times, Wall Street Journal, Yahoo

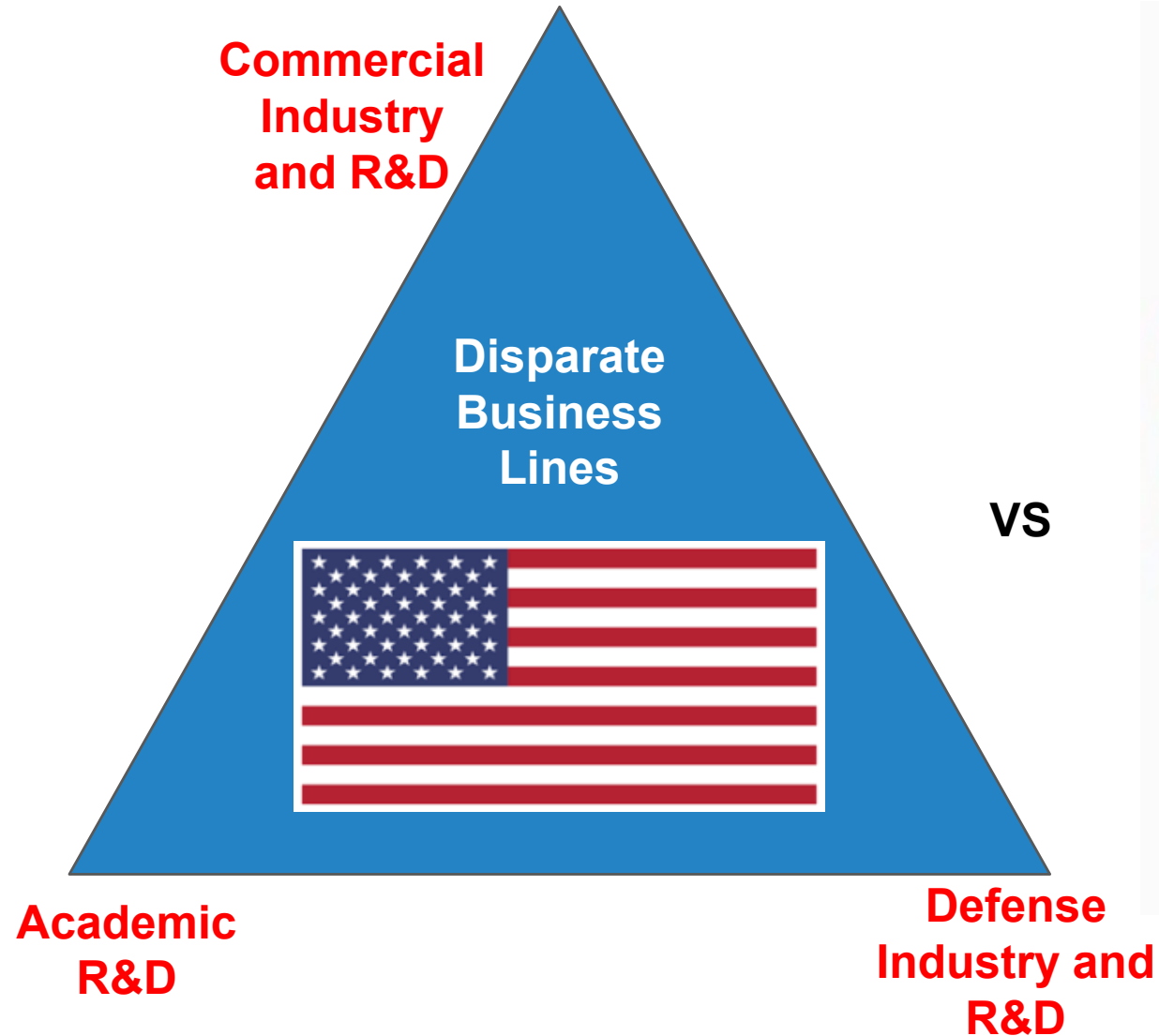


COLLABORATORS RESEARCH + WRITING Marcus Lu | DESIGN Miranda Smith

Facebook: @visualcapitalist, Twitter: @visualcap, LinkedIn: visualcapitalist.com



West Meets East: Differing Expectations



VS



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www.diu.mil

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Department of Defense Business Opportunities

DAVID RADER

Senior Advisor, Commercial Engagement
Office of Strategic Capital (OSC) & Defense
Intelligence Unit (DIU)

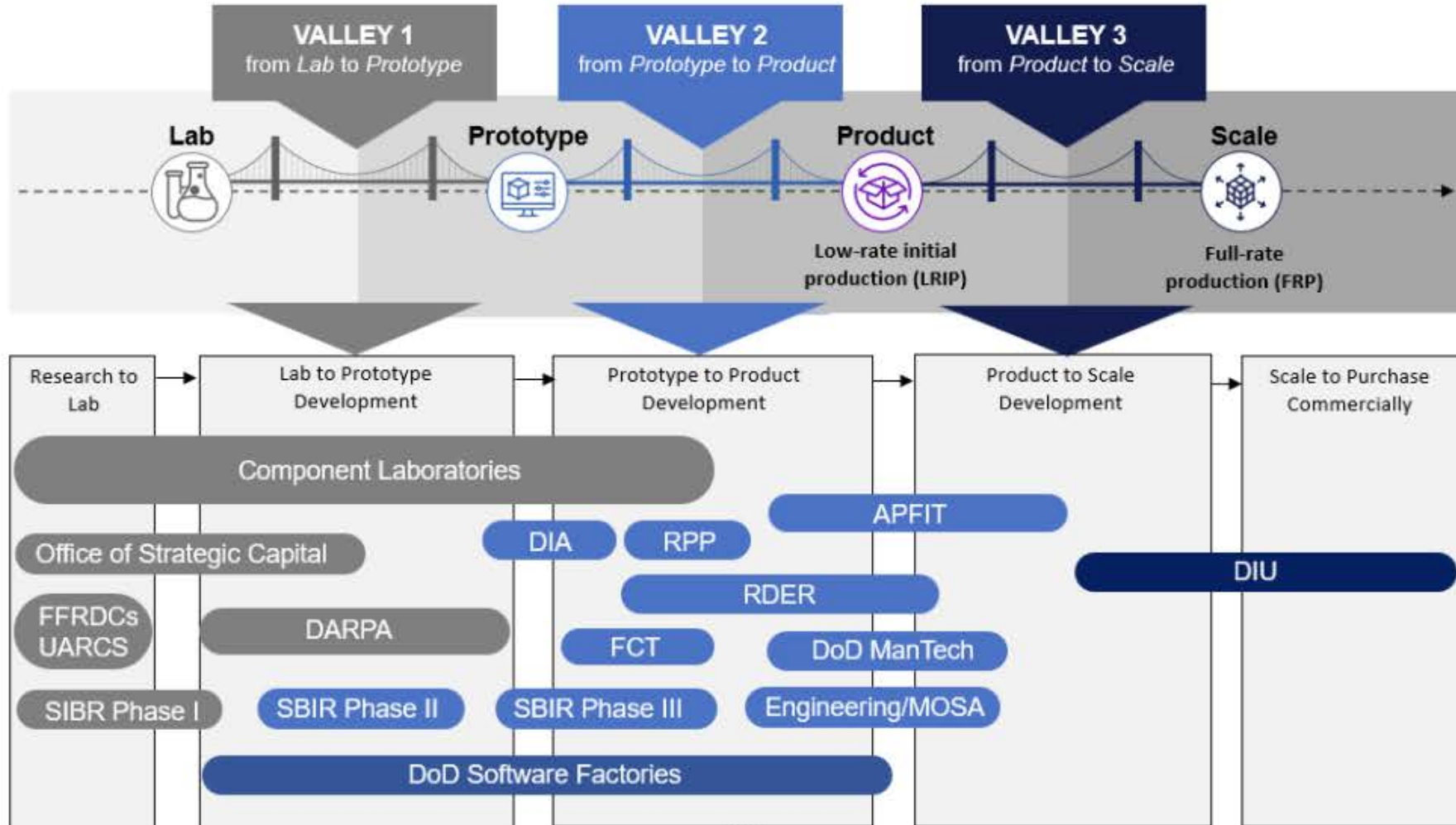


**DEFENSE
INNOVATION UNIT**

DoD Business Opportunities

December 12, 2023

Select DoD Business Opportunities





Federal Contracting & SBA Certification

KEVIN WILSON

Executive Director

Small Business Empowerment Center



NGA Industry Engagement Overview

RICK MYLLENBECK

Chief, Industry Engagement & Discovery
National Geospatial-Intelligence Agency
(NGA)



• **INDUSTRY ENGAGEMENT AT NGA**

RICK MYLLENBECK
CHIEF, INDUSTRY ENGAGEMENT & DISCOVERY

DECEMBER 12, 2023

The overall classification of this presentation is:

- **Unclassified**

Classified by: • N/A

Derived from: • N/A

Declassify on: • N/A

NATIONAL GEOSPATIAL **NGA** INTELLIGENCE AGENCY

Industry Engagement at NGA

Mission:

- Provide external technology discovery services and foster commercial partner relationships to help NGA achieve its strategic objectives

External Objectives:

- Technology Discovery: Discover and stay abreast of innovative commercial solutions to help accelerate NGA's mission
- Relationship Building: Foster dialogue with industry regarding agency opportunities and commercial capabilities

Internal Objectives:

- Workforce Education: Increase knowledge of emerging commercial capabilities among the agency workforce
- Agency Synchronization: Manage the cross-agency "front-door" process for industry engagements and capture those activities across NGA

Background and Activity:

- Established in 2018
- Small 4-person Cross-Organizational Team
- **NGA Engagement Platform** – For capturing engagements
- Compass Meetings, Spotlight Meetings, Executive Exchanges, Industry Summits
- Office Calls with D/DD/EXCOM
- Event augmentation – symposia, conferences, forums
- Agency-wide influence
 - Participation from all NGA KC's
- Broad external impact
 - Viewed as a best practice across the IC
 - Accelerates NGA's reputation in industry
 - 350 + company interactions per year

Goal:

- To match a company and its solution with appropriate NGA entities

industryengagement@nga.mil

engagementplatform.gs.mil



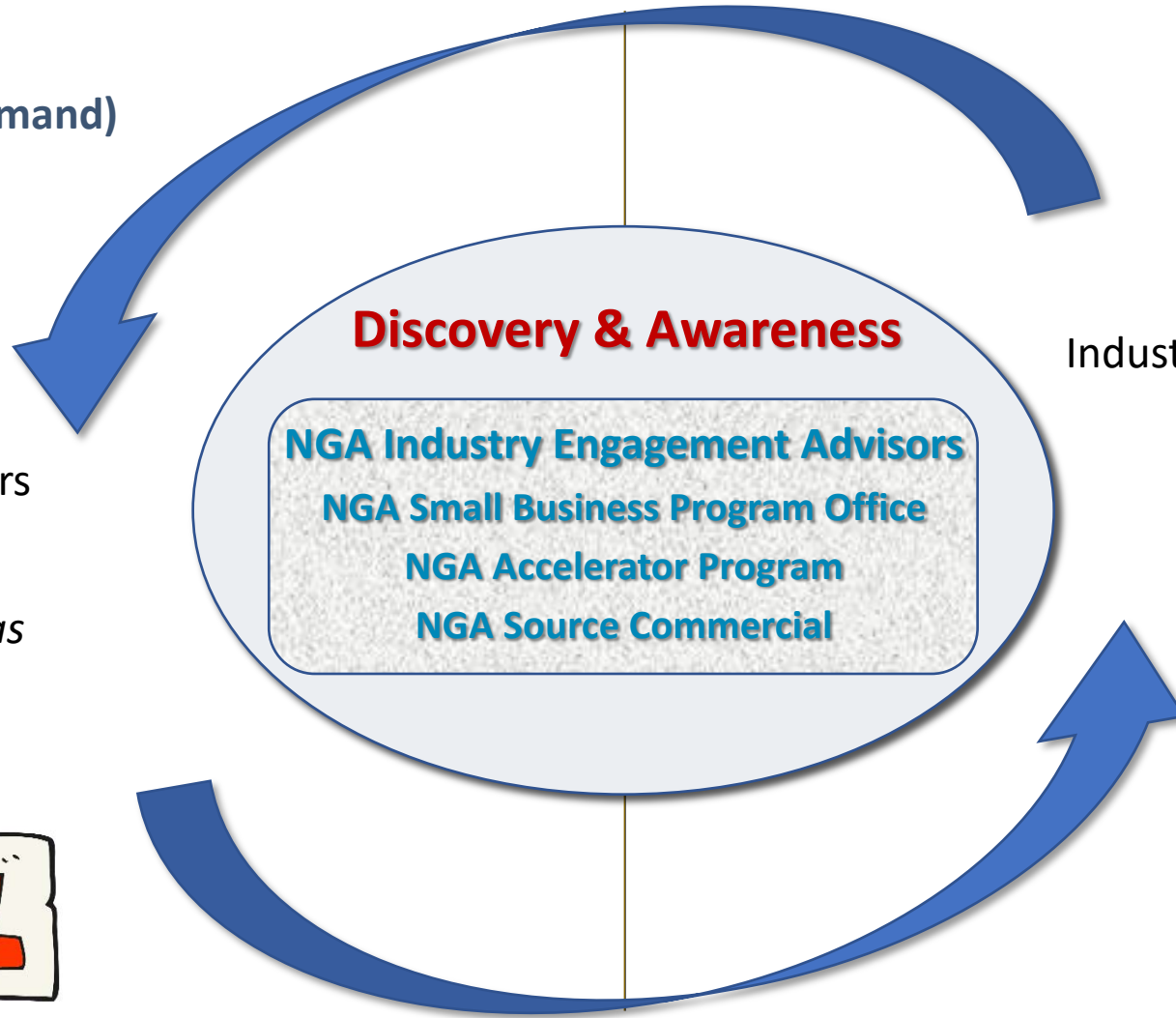
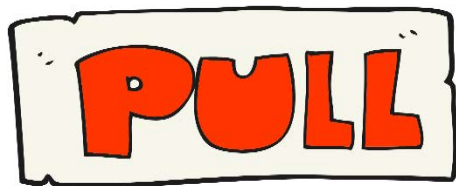
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Graphics source: Clip Art

The Forces of Industry Engagement – a productive tension

Pull (NGA created demand)

- RFIs
- RFPs
- Big-R BAA
- OTAs
- sam.gov + ARC pointers
- GSA Advantage
- NGA's Tech Focus Areas



Discovery & Awareness

- NGA Industry Engagement Advisors
- NGA Small Business Program Office
- NGA Accelerator Program
- NGA Source Commercial









Push (Industry generated supply)

- Industry lining up to do business with NGA
- Conferences and symposiums
- Industry Trade Associations
- Office calls with D/NGA
- Referrals

IndustryEngagement@nga.mil



Engagement Results and Successes FY2023 (As of September 30, 2023)

Engagement Type	Total	
Number of Engagements	359	
Questionnaires Sent/Received	310/176	
Compass Meetings	108	
Industry Spotlights/Targeted Demos	27	
Front Office Calls	15	
Executive Exchanges	2	

NGA Industry Engagement Coalition has 186 members representing 63 NGA organizations





Introduction to NGA Office of Small Business Programs

LATOYA ALLEN

Small Business Professional, Office of Small
Business Programs
National Geospatial-Intelligence Agency
(NGA)



RESOURCES

NGA Small Business Office

www.nga.mil/resources/Small_Business.html

Email: smallbusiness@nga.mil

NGA Mentor-Protégé Program

www.nga.mil/resources/NGA_MENTOR-PROTEGE_PROGRAM.html

Email: mpp@nga.mil

NGA Industry Engagement

www.nga.mil/work-with-us/Industry.html

Email: IndustryEngagement@nga.mil

NGA SBIR/STTR Program Manager

<http://tinyurl.com/c55tm7zf>

Email: sbir@NGA.mil

NGA Moonshot Labs

www.nga.mil/resources/Moonshot_Labs.html

moonshotlabs@nga.mil

Defense Innovation Unit (DIU)

www.diu.mil/work-with-us

Email: drader.ctr@diu.mil

Federal Bureau of Investigation, St. Louis

[Ci_stl@fbi.gov](mailto:ci_stl@fbi.gov)

NRO Disadvantage Business Outreach Program

www.nro.gov/Work-with-NRO/Disadvantage-Business_Outreach

Email: NRO-DBO@nro.mil

NRO Director's Innovation Initiative

www.nro.gov/DII

Email: DII@nro.mil

NRO CASTLE Under the BRICC PIA Powered by Virginia Tech Applied Research Corporation (VT-ARC)

www.nro.gov/resources

CASTLE Project Manager - Alex Knutsen

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Phone: 540-840-2650

Acting BRICC PIA Director - Chad Hubbard

Email: chad.hubbard@vt-arc.org

SBIR/STTR

www.sbir.gov

DOD SBIR/STTR

www.defensesbirsttr.mil/

Defense SBIR/STTR Innovation Portal

www.dodsbirsttr.mil/submissions/login

T-REX

<http://downtowntrex.org>

Email: justin@downtowntrex.org

APEX Accelerators

www.apexaccelerators.us

Missouri: <https://tinyurl.com/yb97p9jy>

Virginia: virginiaptac.org

Small Business Empowerment Center

www.stlouissbec.org

Acquisition Research Center (ARC)

<https://acq.westfields.net>

System for Award Management

www.Sam.gov/content/home

Presenters

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wilsonkr@stlouissbec.org