2024 Air Force Labs Overview

Updated: March 20, 2024
MASSCHALLENGE MODEL

“The Global Network of Innovators.”
Mission Statement

Equip bold entrepreneurs to disrupt the status quo and create meaningful change.
OUR BUSINESS MODEL

- Foster Ecosystems
- Accelerate Startups
- Solve Massive Challenges
- Transform Economies

Startup Investment

0% Equity

$0 Cost
“Nobody has a monopoly on good ideas”

Kevin O’Leary
Shark Tank
“Going fast is not just a tag line for us; it’s a dead serious business about keeping the Air Force competitive and dominant.”

Dr. William Roper
February 28, 2019
Our mission is to streamline innovation to maintain our global military advantage and empower our war fighters with the capabilities needed to win in the field.

1. **TECHNOLOGY SCOUTING**
   - **Safety & Security Track** helps build "top of the funnel" educating, connecting, and supporting high potential founders engage with the AFWERX SBIR program.

2. **WORKFORCE ENABLEMENT**
   - **Banshee Innovation Training** aims to arm our Airmen with the knowledge, tools, and best practices surrounding defense innovation. This creates agile Airmen equipped to evaluate and integrate leading edge technologies at speed.

3. **STRATEGIC EXPOSURE**
   - **Air Force Labs** supports AFWERX Phase I SBIR awardees with high-relevance to PEOs through their Phase I period of performance, increasing their likelihood of transitioning to a Phase II award.
Our mission is to streamline innovation to maintain our global military advantage and empower our war fighters with the capabilities needed to win in the field.

**BLUETECH SPRINT**

401 TECH BRIDGE, BAE Systems & MITRE have specifically invested in supporting the growth and development of a strong maritime innovation network to support the mission of the Navy.

**NATO DIANA**

MIT, Starburst & NSIN have collaborated with MassChallenge to design the first accelerator program specifically designed to promote collaboration between allied countries in support of advancing dual-use technology.

**DEFENSE INNOVATION SYMPOSIUM**

Raytheon is committed to building a strong pipeline of dual-use startups developing novel technology that could eventually transition into a program of record. Fostering connectivity and knowledge sharing is the first step in that process.
DEFENSE INNOVATION NETWORK

Air Force Labs

Safety & Security

BlueTech

NATO DIANA

Community

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SAFETY & SECURITY TRACK

This specialized program identifies, attracts, and supports startups with technology relevant to initiatives in the field of public safety and national security.

GOALS

- Identify more dual-use startups
- Expose startups to industry challenges
- Provided startups education, connections, and resources to enable more effective collaboration with the government and defense-focused partners
- Increase SBIR awards to MassChallenge supported startups
- Accelerate tech transfer for defense applications

KEY PARTNERS

- Raytheon
- MITRE
- NSIN
- BAE Systems
Education acquisition officers on best practices for collaboration with non-traditional partners and the innovation ecosystem to give our Airmen a competitive edge

<table>
<thead>
<tr>
<th>CURRICULUM</th>
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<tbody>
<tr>
<td>• Problem Statement Development</td>
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<tr>
<td>• Navigating the Innovation Ecosystem</td>
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<tr>
<td>• Defense Innovation Strategy</td>
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<tr>
<td>• Developing an Entrepreneurial Mindset</td>
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<td>• Networking Strategies</td>
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<td>• Contracting Processes</td>
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<tr>
<td>• Understanding Core Technologies</td>
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<td>• How to engage with Startups</td>
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<td>• Venture Capital 101</td>
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Increase the ROI for the Air Force SBIR program

GOALS
- Capitalize on the Phase 1 SBIR investment
- Curate relevant Phase II SBIR candidates for specific PEO innovation challenges
- Provide strategic exposure to startups amongst DoD end-users
- Develop connections with third party organizations supporting DoD innovation
- Share experiences to help others navigate the “Valley of Death” more effectively
- Increase the Phase 2 SBIR transition rate for high potential startups
Participating startups have earned a Phase II SBIR award at a significantly greater rate than typical, developing relationships with a multitude of DoD Mission Partners.

**AIR FORCE LABS RESULTS**

<table>
<thead>
<tr>
<th>Phase I SBIR Awardees*</th>
<th>Applications Received</th>
<th>Invited to Pitch</th>
<th>Selected to Cohort</th>
<th>Phase II SBIR Awardees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1600</td>
<td>220</td>
<td>118</td>
<td>45</td>
<td>30</td>
</tr>
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*Open topics 20.1, 20.3, 22.1
<table>
<thead>
<tr>
<th>FluxWorks</th>
<th>Frictionless gear boxes for the harshest missions</th>
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<tbody>
<tr>
<td>Skycom</td>
<td>Leverage the stratosphere to keep the warfighter informed</td>
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<tr>
<td>GRAYMATTERS</td>
<td>End-to-end secure and transparent supply chain management</td>
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<tr>
<td>WINGXPAND</td>
<td>A 7-foot autonomous airplane that fits in a backpack</td>
</tr>
<tr>
<td>astrolabe</td>
<td>Keeping drones in the air using predictive battery analytics</td>
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<tr>
<td>SylLab Systems</td>
<td>Continuously securing small devices against quantum threats</td>
</tr>
<tr>
<td>VALGOTECH</td>
<td>High energy density to reduce foreign dependency</td>
</tr>
<tr>
<td>FORTEM TECHNOLOGIES</td>
<td>We make drones that catch drones</td>
</tr>
<tr>
<td>SPECTRONN</td>
<td>Conversational AI assistant to make complex decisions simple</td>
</tr>
<tr>
<td>Caliola</td>
<td>Creating and encrypting a peer-to-peer private internet</td>
</tr>
<tr>
<td>sensoride</td>
<td>Lasik for your radar systems</td>
</tr>
<tr>
<td>BAVOVNA</td>
<td>Solve AI UV navigation without GPS</td>
</tr>
<tr>
<td>CALIBER</td>
<td>Real-time mapping of cyber assets and risks for offense and defense</td>
</tr>
<tr>
<td>LITTLE PLACE LABS</td>
<td>Precise space analytics in minutes.</td>
</tr>
<tr>
<td>Confidencial</td>
<td>Protecting and tracing data</td>
</tr>
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### PROGRAM TIMELINE

**March 13, 2024**
Applications Open

**March 31, 2024**
Applications Close

**March 20, 2024**
Ask Me Anything Info-Session

**April 23 & 24, 2024**
Judging (Invite Only)

**May 10, 2024**
Cohort Acceptance Notification

**May 21, 2024**
Program Kick-Off

**June 26, 2024**
Program Finale

<table>
<thead>
<tr>
<th>Week</th>
<th>Session #1</th>
<th>Session #2</th>
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<tbody>
<tr>
<td>Week 1</td>
<td>TUE (May 21) Kick-Off</td>
<td>THU (May 23)</td>
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<tr>
<td>Week 2</td>
<td>TUE (May 28)</td>
<td>THU (May 30)</td>
</tr>
<tr>
<td>Week 3</td>
<td>TUE (June 4)</td>
<td>THU (June 6)</td>
</tr>
<tr>
<td>Week 4</td>
<td>TUE (June 11)</td>
<td>THU (June 13)</td>
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<tr>
<td>Week 5</td>
<td>TUE (June 18)</td>
<td>THU (June 20)</td>
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<tr>
<td>Week 6</td>
<td>WED (June 26) Showcase</td>
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Application Wizard - 2024 Air Force Labs

Required   Required   SKIP   Required   $0
"We were looking for an Memorandum of Understanding for our AFWERX Phase 2, it is because of [Air Force Labs] that we were able to find a customer/signer and submit a proposal last week. Whether we get the project or not, this was a great and very beneficial program and we are looking forward to work with MassChallenge again!"

- Karim Eldefrawy | CEO, Confidencial
The objective of our Defense Innovation portfolio is to:

- Expand the pipeline of dual-use startups
- Provide third-party vetting of novel technology
- Help key stakeholders effectively engage one another in productive collaborations
- Serve as a market maker for DoD challenge areas