



OFFICE OF THE UNDER SECRETARY OF DEFENSE
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About Marcantonio Global

As the CEO and Senior DoD Strategic Tech Advisor of Marcantonio Global, my role is to strategically consult, train, assist, and present small defense businesses to access innovation ecosystems within the Department of Defense (DoD), Federal government, intelligence agencies, and allies. I have an excellent track record in this area and have leveraged public and private partnerships through my company. I have over 15 years of experience in the U.S. Federal, Defense, and Homeland Security mission space. Marcantonio Global co-founded the Defense Technology Innovation Program (DTIP) which aims to address critical shortfalls in the Defense Industrial Base by accessing innovative technologies from non-traditional defense contractors and non-profit research institutions. The DTIP is aligned with the national defense strategy and has been working with over 135 Defense Department programs, led by OSD Policy Executive Secretariat and the Intelligence Community, bringing dozens of technologies for consideration by 1000+ senior decision makers.

DTIP: Scouting Defense Innovation

The Defense Technology Innovation Program was created by Marcantonio Global, established to scout globally for innovative, revolutionary technologies that have direct or indirect military application for the United States of America. The DTIP was established as a public-private partnership program with the Office of the Under Secretary of Defense for Policy, Executive Secretariat. We work with the US Department of Defense in promoting the advancement of US national security and defense acquisition strategies.

Since 2019, the DTIP has been working with over 135 and growing Defense Department programs and with the Intelligence Community bringing dozens of technologies from around the world for virtual and in-person presentations, demonstrations, and rapid capability assessments for consideration by senior decision makers in the Pentagon, DHS, the White House, the Intelligence Community, and strategic US allies.

v/r

*Nino Marcantonio
DTIP, Deputy Director
in Partnership with
OUSD Policy, Executive Secretariat
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“I believe we are in one of those pivotal moments where it is vital to throw off old conventions. Our time to innovate is now. If we lose this decade of progress, I don't think we can make up for lost ground.” -- Office of Naval Research, Chief RADM Lorin Selby



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OSD(P) DTIP Future Innovations Forum: Overview

The OSD(P) DTIP Future Innovations Forums aim to present breakthrough technologies that have direct application to the challenges of today's warfighter and to find technologies that enhance and streamline business processes, bring records management into the 21st century, facilitate collaboration and coordination, enhance knowledge management, facilitate senior-level decision-making, and support Action Officers in DoD with better tools for research and planning connected with their missions. The Forum focuses on 11 technology areas including Artificial Intelligence/Machine Learning, Autonomy, Biotechnology, Cyber, Directed Energy, Fully Networked Command, Communication, and Control (FNC3), Hypersonics, Microelectronics, Quantum, Energy and Space, and 5G. DTIP scouts, identifies, evaluates, and delivers technologies from around the globe that can create direct and indirect military applications to enhance the security and capabilities of the United States of America. The Communities of Interest (CoIs) were established as a mechanism to encourage multi-agency coordination and collaboration in cross-cutting technology focus areas with broad multiple Component investment. The Forum presents technology briefs to a wide range of DoD and US Government organizations, including the Office of the Under Secretary of Defense for Policy, Office of the Secretary of Defense Joint Artificial Intelligence Center, Defense Advanced Research Projects Agency (DARPA), and many more.

OSD(P) DTIP Future Innovations Forum: Goals

The OSD(P) DTIP Future Innovations Forum goals are to present breakthrough technologies that have direct application to the challenges of today's warfighter and, for OSD(P) itself, to find technologies that enhance and streamline business processes, bring records management into the 21st century, facilitate collaboration and coordination, enhance knowledge management, facilitate senior-level decision-making, and support Action Officers in DoD with better tools for research and planning connected with their missions. OSD(P) DTIP Focus areas align with DoD Modernization Areas: 1. Artificial Intelligence / Machine Learning 2. Autonomy 3. Biotechnology 4. Cyber 5. Directed Energy 6. Fully Networked Command, Communication, and Control (FNC3) 7. Hypersonics 8. Microelectronics 9. Quantum 10. Energy and Space 11. 5G. This Forum introduces cross-level revolutionary technologies that impact present and future operational concepts and capabilities for the Joint Commanders and Inter-agency leaders across the spectrum of conflict. DTIP scouts, identifies, evaluates, and delivers technologies from around the globe that can create direct and indirect military applications to enhance the security and capabilities of the United States of America.



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OSD(P) DTIP Future Innovations Forum

PRESENTATION to DTIP COMMUNITIES OF INTEREST

The Communities of Interest (CoIs) were established as a mechanism to encourage multi-agency coordination and collaboration in cross-cutting technology focus areas with broad multiple Component investment. DTIP provides a forum for coordinating Science & Technology strategies across the Department, sharing new ideas, technical directions, and technology opportunities.

As of February 2021, the DTIP has conducted 40 Forums, presenting 75 breakthrough technologies to DoD and US Government senior leadership and SMEs. The following DoD organizations receive technology briefs through this program:

- Office of the Under Secretary of Defense for Policy
- Office of the Under Secretary of Defense for Preparedness and Readiness
- Office of the Secretary of Defense Joint Artificial Intelligence Center
- Intelligence Advanced Research Projects Activity
- Office of the Secretary of Defense Acquisition and Sustainment
- White House Presidential Innovation Fellowship
- US Navy Research Development and Acquisition



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- Deputy Assistant Secretary of the Army Manpower Recreation Affairs
- Under Secretary of the Navy
- Joint Chiefs of Staff
- Washington Headquarters Services
- Office of the Directorate of National Intelligence
- Office of the Undersecretary of Defense for Research and Engineering includes:
 - Advanced Capabilities & Engineering and Test Resource Management Center
 - Defense Intelligence Agency NORAD
 - Defense Advanced Research Projects Agency (DARPA)
 - Defense Innovation Board (DIB)
 - Defense Innovation Unit (DIU)
 - Defense Science Board (DSB)
 - Missile Defense Agency (MDA)
 - Modernization Directorate
 - Research & Technology Directorate
 - Space Development Agency
 - Strategic Communications
 - Office of the Secretary of Defense Research and Engineering Future Nuclear Command and Control and Communications
 - Office of the Secretary of Defense Research and Engineering Comparative Technology Office
- Africa Command
- Central Command
- Cyber Command
- European Command
- Indo-Pacific Command
- Northern Command
- Southern Command
- Southern Command



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- Special Operations Command
- Strategic Command
- Transportation Command
- NATO Special Operation Forces HQ
- U.S. Army Forces Command
- U.S. Army Reserve Command
- U.S. Army Training and Doctrine Command
- United States Army Civil Affairs and Psychological Operations Command
- Office of the Chief Management Officer
- Defense Logistics Agency
- Defense Health Agency
- Veterans' Health Agency

OSD(P) DTIP Future Innovations Forum DoD

Laboratories

- Office of Naval Research (ONR)
- Engineer Research and Development Center (ERDC)
- Army Medical Research and Materiel Command (MRMC)
- U.S. Army Research, Development and Engineering Command (RDECOM)
- Research Laboratory (ARL)
- Natick Soldier Research, Development and Engineering Center (NSRDEC)
- Armament Research, Development and Engineering Center (ARDEC)
- Tank Automotive Research, Development and Engineering Center (TARDEC)
- Communications-Electronics Research, Development and Engineering Center (CERDEC)
- Aviation & Missile Research, Development & Engineering Center (AMRDEC)



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- Army Materiel Systems Analysis Activity (AMSAA)
- Navy Research Lab (NRL)
- Air Force Research Lab (ARL)

OSD(P) DTIP Future Innovations Forum

US Government Agencies

- National Aeronautics and Space Administration
- Office of Personnel Management
- Department of Homeland Security
- Department of Transportation
- Department of Treasury
- Security Exchange Commission
- Department of Veteran Affairs
- Federal Emergency Management Agency

OSD(P) DTIP Future Innovations Forum

Coalition Partners and Allied Governments

- The Five Eyes intelligence alliance comprising Australia, Canada, New Zealand, the United Kingdom
- Ministry of Innovation, Italy
- Ministry of Defense, Norway
- Office of Naval Research, ONR Global
- NavalX Tech Bridges
- OSD R and E FTC program



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Planning, Coordinating, Strategically Engaging Senior Leadership across the Community of Interest

- Training in presenting to the US Military Forum. Includes practice sessions by phone (presentations are done by phone). Includes training the types of questions asked, how presentations get off track, how to respond, common presentation pitfalls, etc. Typically, at least two and no more than four such training sessions are required, each of approximately one hopur duration
- DTIP participation in the Forum presentation, introducing the company, monitoring questions and answers, assisting as necessary in responses, and providing a debrief.
- Prepare the company to address specific challenges that the government tasks us to address after preliminary review by OUSD(P). The Forum is structured to advance the National Defense Strategy and focus technologies on existing known challenges that have been identified in DoD planning documents.
- Successful Presentations will be contacted by DOD FED IC representatives asking for follow up demonstrations of the capabilities/OTA discussion/White Paper.
- The DTIP does NOT control this next course of action. We give the presenting company the best change that this occurs. Our job is to give the company the absolute best showcase and attempt to gather as much interest throughout our community of interest.
- We have our success stories to highlight these next steps.



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Understanding the DTIP Value Proposition in Depth when Presenting to the SES and Flag Officer "Bold Participants" of the OSD Policy DTIP Future Tech Forums' Community of Interest

- *The DTIP program has two aspects: the public side and the private side.*
- *On the public side, the DTIP presents selected technologies to participants from the senior leadership of the Department of Defense and key acquisitions authorities on behalf of the Pentagon.*
- *These presentations are unclassified and held by teleconference, and working groups are formed to craft a future acquisition strategy.*
- *Presentation slides are sent ahead and distributed to approximately 1000+ individuals across all Services and within OSD.*
- *On the private side, the DTIP works with qualified companies to help prepare and provide training for presentations.*
- *The DTIP provides key consulting to develop and focus presentations in the right format and structure, as well as presentation training to perfect delivery and address typical questions.*
- *The DTIP also provides design support to create the most effective presentation slide deck possible.*



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A 3 month tasking order with deliverables from the Defense Technology Innovation Program (DTIP) provided by Marcantonio Global's public-private partnership will typically include:

- Market research and development: DTIP conducts a comparative analysis of the client's technology and its potential impact on the market, including who the client is disrupting and competitor analysis.
- Mapping out landing zones: Identify organizations interested in the client's technology, innovation, and disruptive technology.
- Preparation of a coordinated presentation: Develop a presentation for senior leadership, including 1000+ SES and 4000+ FED CIOs, and 2000+ other DOD forums. Optimize the presentation, hedge strategy, and acquisition pathways.
- Building partnerships: Establish partnerships and coalitions for the client's technology and explore test and evaluation opportunities.
- Identifying business opportunities: Explore and pursue opportunities for business with the Department of Defense (DoD) and the private sector, including equity/debt funding and VC funding.
- Ongoing support: Provide ongoing support to the client throughout the DTIP program to ensure commercial viability and success in obtaining an award via OTA, SBIR, teaming agreement, crada, sole source award, or other selection pathway.
- The tasking order will clearly outline the specific steps to be taken, the timeline for each step, and the resources and personnel required to complete each task. The order should also specify any deliverables that the client can expect, such as a presentation, partnerships, and business opportunities.



The consultancy deliverables for the DTIP Strategic Consulting/Building Support and Technology Integration Agreement will include the following:

1. Development and design of a PowerPoint or PowerPoint-like slideshow, structured and organized in a way that the US Military prefers, including graphics work and page design to highlight the key points of the company and its technology innovation, with a focus on introducing new technology to the build out such as:
2. Remote monitoring and control systems, which can allow technicians to remotely access and troubleshoot equipment.
3. Machine learning and artificial intelligence (AI) systems, which can analyze large amounts of data to predict and prevent equipment failures. 5G networks and other high-speed communication systems, which can support the transmission of large amounts of data and enable real-time remote operations.
4. Preparation and submission of Technology Preview documentation to the Military.
5. Scheduling and coordination of dates and times for the Forum and Presentation.
6. Training in presenting to the US Military Forum, including practice sessions by phone and training on the types of questions asked, how presentations get off track, how to respond, and common presentation pitfalls. Typically, at least two and no more than four such training sessions will be required, each of approximately one hour in duration.
7. Consultant participation in the Forum presentation, including introduction of the company, monitoring of questions and answers, assistance as necessary in responding, and providing a debrief.
8. Building situational awareness to Pentagon senior leadership and identifying opportunity zones.
9. Connecting the tech company to DoD directives and contract opportunities.
10. Modular installation building support at US bases and installations, working with the DLA, and rebuilding Ukraine via stability and operations European Command/INDO Pacific- with direct access and influence from senior leadership.
11. Introduction to opportunities in Yemen to build a new Abu Dhabi, DTIP has direct access to the group who has the 100 year lease and we will position TECH CO to be part of the consortium of companies.
12. Mapping out the strategy for international peace, stability, and operations and introducing important players in associations and setting up meetings accordingly.
13. Finding ways for modal to take part in the humanitarian efforts coming later this year in Ukraine, including helping to sustain the population with basic requirements of humanitarian assistance, energy, and shelter.



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Consultancy Payment Terms/Charges breakdown: Charges breakdown:

DTIP Strategic Consultancy/Tech Bridging Support and Technology Integration

Agreement Details:

- 120 hours of work over three months period.
- Valued at \$250 dollars per hour
- 10 hours per week, 40 hours per month, 120 hours for 3 months (Non-negotiable). DTIP 3 month "trial" period will establish the future relationship with Tech Co. as DTIP likes to be evaluated at that juncture.
- Tech Co. decides whether to move forward based on performance metrics
- 6 payment installments of \$5,000 bi-weekly, for 3 months
- DTIP will negotiate starting on laymans' terms for margins on future contract

Disclaimer: Agreements are highly customized and change in scope depending on early discussions between DTIP and Co. DTIP does not guarantee contracts; DTIP is not a lobbying company; DTIP is an honest trusted partner of the OSD Policy Executive Secretariat



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Extra Services for Keynote Speaking Engagement:

Title: Enhancing Defense Innovation through Public-Private Partnerships

Speaker: Nino Marcantonio, CEO and Senior Strategic Tech Advisor of Marcantonio Global

Overview: The Defense Technology Innovation Program (DTIP) was created by Marcantonio Global to scout globally for innovative, revolutionary technologies that have direct or indirect military application for the United States of America. The DTIP is a public-private partnership program established with the Office of the Under Secretary of Defense and works to promote the advancement of US national security and defense acquisition strategies.

Objective: To provide a keynote speech on how Marcantonio Global's expertise in the defense innovation ecosystem can enhance the mission of the organization hosting the event. The speaker will share their experience in leveraging public and private partnerships and the successes of the DTIP in bringing innovative technologies to the attention of senior decision makers in the Pentagon, DHS, the White House, the Intelligence Community, and strategic US allies.

Audience: Defense industry professionals and government officials involved in defense acquisition and technology development.

Duration: 60 minutes, with an additional 30 minutes for Q&A.

Promotional Support: The speaker will promote the event to their network of 15,000 professionals in the defense industry.

Fees: \$3,000 for the keynote speech. (All travel expenses and lodging included)

website:

LinkedIn: <https://www.linkedin.com/in/ninodtip2023/>

Marcantonio Global (DTIP): <https://marcantonioglobal.com/>



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***A MEMO: From the Office of the
Under Secretary of Defense for
Policy Director Executive
Secretariat, Dr. Lance Hampton:***



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SUBJECT: Conclusion of Three years of our Shared OSD Policy DTIP Future Technology
Forum, powered by Marcantonio Global LLC

Mr. Marcantonio:

Three years ago, I asked you to help me identify and showcase innovative technology that enhances and streamlines business processes, brings records management into the 21st century, facilitates coordination as opposed to forces users to take extra steps to achieve their missions, automates production of archival and historical documents, drives knowledge management forward as opposed to settles for key word searches, facilitates senior-level decision-making, and supports Action Officers' research to enhance missions.

You were able to leverage your extensive experience presenting similar technologically innovative solutions for a variety of organizations, including the Office of Naval Research, AFSOR, AFRL, DTRA, USSOCOM, NAVSEA, ARMY HQDA, ODNI, DIA, OASD Readiness, DARPA, other DoD components, the White House, DHS, Federal agencies, IARPA, and the IC. You provided this assistance at no cost to DoD or the other interagency partners that attended our forums—but the benefit was immense.

Even when COVID-19 changed our operations and working schedules, the DTIP was able to adapt, and we used our virtual forum to support the DOD's urgent pandemic response. During this time we had our most impressive attendance, an incredible number of offices,

totaling 453 call-ins. This demonstrates the power of the networks you were asked to build early in your career in the Pentagon.

The DTIP's ability to adapt and focus on the urgent pandemic response was impressive and remarkable. I remember the DTIP was directly asked by the Under Secretary of the Navy at the time, Hon. James Geurts, to shift the focus as he stated, "we need all the PPE we can get." You were able to create seamless collaboration between sister services and like-minded forums to amplify the outreach of your emerging discoveries that helped save lives of warfighters and citizens at home and abroad. The DTIP also increased the outreach to senior leadership in the Disruptive Technology Lab enterprise, US Special Operation Command UF2, and the Chief of Naval Research.

What was most valuable was that you were able to bring revolutionary ideas and capabilities that were immediately relevant now. I wasn't interested in theory or something that might be applicable years in the future. The DTIP provided our office and the senior leadership community of interest an invaluable resource for discovering real-time disruptive technologies impacting our daily lives and that can have a profound, direct, and indirect impact on our national security.

In today's world of great power competition, it is more important than ever that our national defense strategy has programs like the DTIP in place. Together, we were able to create a public-private partnership to advance national defense strategies in a number of important ways. By leveraging the expertise and relationships you have with private sector companies, we were able to learn about and consider new technologies and solutions. Now, of course, my office must work toward acquiring the similar capability you demonstrated—but that is a wholly different

problem! A problem that I am happy to have compared to the lack of awareness we had years ago.

I am deeply grateful for the hard work and dedication that you have shown in support of these efforts, and I am confident that together we will continue to make great strides forward. Thank you for all that you do, and please know that your contributions are greatly appreciated.

I cannot thank you enough. I greatly appreciate working with you.

A handwritten signature in black ink, appearing to read "Lance Hampton". The signature is fluid and cursive, with a long horizontal stroke extending from the end.

Lance G. Hampton

Office of the Under Secretary of Defense
for Policy, Director for Executive Secretariat