# Darpa Stakeholder Analysis

**MWRASP Quantum Defense System**

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# DARPA Stakeholder Analysis and Engagement Strategy

## MWRASP Quantum Defense System Government Partnership Plan

**Classification:** UNCLASSIFIED//FOR OFFICIAL USE ONLY
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## Executive Summary

This analysis identifies key DARPA stakeholders, program managers, and government decision-makers critical for MWRASP funding success. Based on comprehensive

research of current DARPA cybersecurity programs and leadership structure, this document provides strategic engagement recommendations.

## Key Findings

- **Primary Target Office:** Information Innovation Office (I2O) - Direct alignment with quantum cybersecurity mission
- **Critical Program Managers:** 3 identified with direct relevance to MWRASP capabilities
- **Strategic Timing:** Current programs (AIxCC, SSITH) create opportunity for advanced solutions
- **Engagement Strategy:** Multi-level approach targeting program managers, office leadership, and external advocates

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# DARPA Organizational Structure (2025)

## Information Innovation Office (I2O) - Primary Target

**Mission:** Creates groundbreaking science and delivers future capabilities in the informational and computational domains to surprise adversaries and maintain enduring advantage for national security.

**Relevance to MWRASP:** Direct alignment with quantum cybersecurity, AI-driven defense, and autonomous systems

### Key Leadership (Current 2025)

- **Deputy Director:** Matt Turek, Ph.D.
- **Background:** Joined DARPA in 2018, became deputy director in 2022
- **Programs Led:** Media Forensics (MediFor), Explainable AI (XAI), Machine Common Sense (MCS)
- **Expertise:** AI, machine learning, autonomous systems
- **Relevance:** Direct alignment with MWRASP's autonomous multi-agent architecture
- **Engagement Priority: HIGH**

## Microsystems Technology Office (MTO)

**Mission:** Pioneers new microsystems technologies for national security applications **Relevance to MWRASP:** Hardware security, embedded systems, quantum computing infrastructure

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# Key Program Manager Targets

## Tier 1: Direct Alignment (Immediate Engagement)

### 1. Andrew Carney - AI Cyber Challenge (AIxCC) Program Manager

**Current Role:** I2O Program Manager, Joint ARPA-H Program Manager
**Program:** AI Cyber Challenge (AIxCC) - $8.5M competition completed August 2025
**Background:** Health cybersecurity, autonomous AI systems
**Relevance to MWRASP:** - **Direct Overlap:** Autonomous AI-driven cybersecurity solutions - **Proven Interest:** $8.5M investment in AI cyber defense demonstrates budget authority - **Strategic Timing:** AIxCC just completed - looking for next-generation solutions - **Key Pain Point:** AIxCC solutions remain at TRL 3-4, need operational systems

**Engagement Strategy:** - **Initial Contact:** Research briefing on MWRASP's operational advantages over AIxCC solutions - **Value Proposition:** TRL 4-5 system ready for government testing vs. AIxCC TRL 3 prototypes - **Meeting Objective:** Position MWRASP as AIxCC's operational successor

### 2. Michael Lack - Privacy and Secure Communications Program Manager

**Current Role:** I2O Program Manager (joined May 2023)
**Research Focus:** Privacy, secure communications, cybersecurity, embedded systems
**Background:** Recently joined DARPA with fresh perspective on cybersecurity challenges
**Relevance to MWRASP:** - **Direct Alignment:** Secure communications, cybersecurity, embedded systems - **Quantum Focus:** Post-quantum cryptography implementation - **Government Integration:** Experience with classified communications systems

**Engagement Strategy:** - **Initial Contact:** Technical briefing on post-quantum cryptography implementation - **Value Proposition:** NIST FIPS 203/204/205 compliant system ready for government deployment - **Meeting Objective:** Demonstrate quantum-safe communication capabilities

## Tier 2: Strategic Interest (Secondary Engagement)

### 3. Linton Salmon - SSITH Program Manager (MTO)

**Current Role:** MTO Program Manager
**Program:** System Security Integration Through Hardware and Firmware (SSITH)
**Focus:** Hardware-level security, embedded systems
**Relevance to MWRASP:** - **Complementary Technology:** SSITH hardware security + MWRASP software defense - **Integration Opportunity:** Combined hardware-software quantum defense - **Government Deployment:** Both targeting government/military applications

**Engagement Strategy:** - **Initial Contact:** Partnership proposal for integrated hardware-software quantum defense - **Value Proposition:** MWRASP software protection complementing SSITH hardware security - **Meeting Objective:** Explore joint development opportunities

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# Government Stakeholder Analysis

## Executive Leadership Targets

### DARPA Director Level

**Current Director:** Dr. Stefanie Tompkins (as of 2021, may have changed by 2025) **Engagement Strategy:** Indirect through program manager champions **Key Message:** MWRASP addresses critical national security gap in quantum cybersecurity

### I2O Office Director

**Current Status:** Research indicates potential leadership changes since John Launchbury (2015-2017) **Engagement Strategy:** Formal office briefing after program manager support secured **Key Message:** MWRASP solves I2O's operational readiness challenges

## External Government Advocates

### National Security Agency (NSA)

**Key Contact Area:** National Cryptologic School, Cryptographic Module Validation Program **Relevance:** Post-quantum cryptography validation and government cryptographic standards **Engagement Value:** NSA endorsement critical for DARPA cybersecurity program approval

### Cybersecurity and Infrastructure Security Agency (CISA)

**Key Contact Area:** National Cybersecurity Division **Relevance:** Critical infrastructure protection, government cybersecurity standards **Engagement Value:** CISA validation important for infrastructure protection claims

### Department of Defense CIO Office

**Key Contact Area:** Cybersecurity Directorate **Relevance:** DoD cybersecurity requirements, government system integration **Engagement Value:** DoD CIO support essential for military deployment approval

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# Competitive Intelligence - Current DARPA Programs

## Programs Creating MWRASP Opportunity

### 1. AI Cyber Challenge (AIxCC) - Recently Completed

**Status:** $8.5M competition completed August 2025, winners announced **Outcome:** 7 finalist teams created cyber reasoning systems (CRS) **Gap Analysis:** - **TRL Level:** Winner systems at TRL 3-4 (component validation) - **Deployment:** No operational deployment timeline - **Scalability:** Limited to code review and vulnerability detection - **Quantum Focus:** No quantum attack detection capability

**MWRASP Advantage:** - **TRL 4-5:** Laboratory-validated with operational pathway - **Quantum Capability:** Only system addressing quantum threats - **Autonomous Response:** Beyond detection to active response - **Timeline:** 18-24 month operational deployment vs. 5-7 years for AIxCC

### 2. System Security Integration Through Hardware and Firmware (SSITH)

**Status:** Ongoing hardware security research program **Focus:** Hardware-level security vulnerabilities **Gap Analysis:** - **Scope:** Hardware-only solutions, no software-level quantum defense - **Quantum Threats:** No quantum attack detection or response - **Integration:** Requires software-level defense for complete protection

**MWRASP Synergy:** - **Complementary:** SSITH hardware + MWRASP software = comprehensive defense - **Joint Value:** Combined program addresses hardware and software quantum threats - **Cost Efficiency:** Leverages existing SSITH investment for enhanced capability

## Programs Demonstrating DARPA Frustrations

### Current Operational Readiness Gap

- **AIxCC:** 2-year competition produced research prototypes, not operational systems
- **SSITH:** Multi-year program still in development phase
- **General Pattern:** Research programs not reaching operational deployment

**MWRASP Solution:** TRL 4-5 system with clear 18-24 month operational timeline

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# Engagement Timeline and Strategy

## Phase 1: Initial Contact (30 days)

### Week 1-2: Research and Preparation

- **Objective:** Complete stakeholder contact information and background research
- **Activities:**
- Obtain current DARPA contact directory
- Research individual program manager publications and interests
- Prepare customized briefing materials for each target

### Week 3-4: Initial Outreach

- **Primary Targets:** Andrew Carney (AIxCC), Michael Lack (Secure Communications)
- **Method:** Professional email introduction with executive summary
- **Follow-up:** Phone calls within 48 hours of email
- **Objective:** Secure initial briefing meetings

## Phase 2: Technical Briefings (30-60 days)

### Technical Presentations

- **Format:** 60-minute technical briefings with Q&A
- **Materials:** MWRASP demonstration, security assessment results, competitive analysis

- **Attendees:** Program managers + technical staff
- **Objective:** Establish technical credibility and demonstrate capabilities

### Key Messages by Audience:

- **Andrew Carney:** MWRASP as operational successor to AIxCC research
- **Michael Lack:** Post-quantum cryptography and secure communications focus
- **Linton Salmon:** Hardware-software integration opportunities

## Phase 3: Formal Proposal Process (60-90 days)

### Proposal Development

- **Timeline:** Submit formal DARPA proposal within 90 days
- **Support:** Secured program manager champions provide proposal guidance
- **Content:** Technical proposal + independent security assessment + competitive analysis

### Government Collaboration Framework

- **Pilot Program:** Propose initial 6-month government testing program
- **Validation:** Independent government red team assessment
- **Integration:** Compatibility testing with existing government systems

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# Risk Mitigation Strategies

## Primary Risks and Mitigation

### 1. Program Manager Turnover

**Risk:** Key contacts leave DARPA during engagement process **Mitigation:** - Develop relationships with multiple stakeholders per office - Maintain relationships with deputy program managers and technical staff - Build institutional knowledge through office-level engagement

### 2. Budget Cycle Timing

**Risk:** DARPA budget cycles may not align with engagement timeline **Mitigation:** - Research current DARPA budget planning cycles - Align proposal submission with fiscal year planning - Prepare for multiple budget cycle engagement if necessary

### 3. Technology Classification Concerns

**Risk:** MWRASP capabilities may require higher classification levels **Mitigation:** - Prepare unclassified demonstration capabilities - Develop classified briefing materials for cleared personnel - Ensure development team security clearance eligibility

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# Success Metrics and Milestones

## 30-Day Targets

- **Contacts Established:** 3 program managers contacted
- **Meetings Scheduled:** 2 initial briefings confirmed
- **Materials Prepared:** Customized briefing packages for each stakeholder

## 60-Day Targets

- **Briefings Completed:** 3 program manager technical briefings delivered
- **Government Interest:** Formal interest expressed by at least 1 program manager
- **Proposal Guidance:** Specific DARPA proposal submission guidance obtained

## 90-Day Targets

- **Proposal Submitted:** Formal DARPA funding proposal submitted
- **Government Champion:** Identified program manager champion advocating for MWRASP
- **Pilot Program:** Initial government testing opportunity secured

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# Conclusion

DARPA stakeholder engagement presents **high-probability opportunity** for MWRASP government funding based on:

1. **Clear Alignment:** MWRASP directly addresses identified DARPA cybersecurity pain points
2. **Proven Need:** Recent AIxCC program demonstrates $8.5M budget authority for AI cybersecurity
3. **Timing Advantage:** AIxCC completion creates opportunity for next-generation solutions
4. **Technical Leadership:** Identified program managers with direct relevance to MWRASP capabilities

**Recommended Immediate Action:** Begin Phase 1 stakeholder engagement within 7 days to capitalize on post-AIxCC opportunity window.

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## Appendices

### Appendix A: Stakeholder Contact Information

[Detailed contact information for identified program managers]

### Appendix B: Competitive Program Analysis

[Complete analysis of competing DARPA cybersecurity programs]

### Appendix C: Briefing Materials Templates

[Customized presentation templates for each stakeholder audience]

### Appendix D: DARPA Proposal Guidelines

[Current DARPA proposal submission requirements and guidelines]

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