

# Funding Action Plan

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**MWRASP Quantum Defense System**

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## MWRASP Quantum Defense System - Funding Action Plan

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### Securing DARPA and Private Investment - August 2025

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#### EXECUTIVE SUMMARY

MWRASP is positioned to secure \$120M+ in combined government and private funding through a dual-track approach targeting both DARPA's quantum security initiatives and private quantum cybersecurity investment opportunities. With comprehensive documentation complete, the focus shifts to execution and stakeholder engagement.

**Immediate Funding Targets:** - DARPA SBIR Phase I: \$2.8M (Timeline: 90 days) - Series A Private: \$45M (Timeline: 120 days) - Total Near-Term: \$47.8M

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# 1. DARPA FUNDING TRACK

## Phase I Application (Next 30 Days)

**Target Program:** Advanced Research Projects Agency - Cybersecurity **Funding Amount:** \$2.8M over 12 months **Application Deadline:** October 15, 2025

**Required Actions:** 1. **Submit SBIR Application** (Due: Sept 15) - Complete SF-424 forms - Submit technical volume (COMPLETE ) - Cost proposal refinement - Past performance documentation

1. **Stakeholder Engagement**
2. Program Manager briefings (3 scheduled)
3. Technical advisory board presentation
4. Government customer references
5. Security clearance processing acceleration
6. **Competitive Positioning**
7. Emphasize 18-24 month technology lead
8. Highlight national security implications
9. Demonstrate production readiness vs. research

## Phase II Preparation (Months 9-12)

**Funding Amount:** \$5.2M over 18 months **Focus:** Operational prototype to production system

**Key Requirements:** - Government facility testing validation - FedRAMP High authorization - Multi-agency deployment pilots - Independent security assessment

## Government Customer Pipeline

1. **Department of Defense** - \$100M+ potential
  2. **Intelligence Community** - \$75M+ potential
  3. **DHS/CISA** - \$50M+ potential
  4. **Treasury/Financial** - \$25M+ potential
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## 2. PRIVATE INVESTMENT TRACK

### Series A - \$45M Target

**Timeline:** 120 days from initiation **Pre-Money Valuation:** \$180M **Lead Investor Target:** \$15M minimum

#### Investor Targeting Strategy:

**Tier 1 Targets (Deep Tech/Security Focus):** 1. **Andreessen Horowitz** - a16z crypto/security practice 2. **Sequoia Capital** - Enterprise security portfolio 3. **Kleiner Perkins** - Quantum computing investments 4. **General Catalyst** - Defense/security focus

**Tier 2 Targets (Strategic/Corporate):** 1. **In-Q-Tel** - CIA investment arm 2. **GV (Google Ventures)** - Strategic quantum interest 3. **Microsoft Ventures** - Azure security synergies 4. **Intel Capital** - Hardware/quantum alignment

**Required Materials (COMPLETE):** - Executive summary deck - Full investment prospectus - Financial model (5-year) - Competitive analysis - Technical architecture documentation - Customer case studies and LOIs

### Series B Planning - \$75M

**Timeline:** 18 months post Series A **Pre-Money Valuation:** \$425M **Focus:** Scale and market dominance

**Strategic Preparation:** - Achieve \$50M ARR milestone - Complete FedRAMP certification - Expand to 100+ enterprise customers - International market expansion

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## 3. ACQUISITION PREPARATION

### Strategic Acquirer Engagement

**Primary Targets:** 1. **Microsoft** - Azure Quantum integration 2. **Amazon** - AWS security portfolio 3. **Palantir** - Government/defense synergies 4. **Google** - Quantum computing leadership

**Engagement Strategy:** - Executive briefings and demonstrations - Joint customer pilots - Technology partnership discussions - Board advisory positions

## Acquisition Timeline

- **2026:** Initial strategic discussions
  - **2027:** Formal acquisition interest
  - **2028:** Target acquisition completion
  - **Valuation Range:** \$3.5B - \$7B (15-25x revenue)
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## 4. IMMEDIATE ACTION PLAN (Next 90 Days)

### Week 1-2: DARPA Application Finalization

- ☐ Complete SBIR technical volume final review
- ☐ Submit cost proposal with supporting documentation
- ☐ Schedule Program Manager briefings (3 scheduled)
- ☐ Security clearance acceleration for key personnel

### Week 3-4: Private Investor Outreach

- ☐ Tier 1 investor presentations scheduled (5 confirmed)
- ☐ Due diligence data room setup
- ☐ Customer reference calls arranged
- ☐ Financial model sensitivity analysis

### Week 5-8: Stakeholder Engagement

- ☐ Government customer pilots initiated
- ☐ Strategic partner discussions
- ☐ Industry analyst briefings
- ☐ Technical validation demonstrations

### Week 9-12: Funding Execution

- ☐ DARPA application submitted
- ☐ Series A term sheet negotiations
- ☐ Strategic partnership agreements

- [ ] Acquisition positioning discussions
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## 5. SUCCESS METRICS

### DARPA Track Milestones

- Phase I award notification: December 2025
- Program review score: >85/100
- Government customer adoption: 3+ agencies
- Technical milestone completion: 100%

### Private Investment Milestones

- Series A closing: January 2026
- Investor meetings completed: 25+
- Term sheets received: 3+
- Valuation achieved: \$180M+ pre-money

### Market Position Milestones

- Market share: 5% by end 2025
  - Customer base: 50+ enterprises
  - Revenue run rate: \$100M+ annualized
  - Competitive displacement: 20+ wins vs. incumbents
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## 6. RISK MITIGATION

### Funding Risks

**Risk:** DARPA application rejection **Mitigation:** Alternative agency programs (NSF, DOE, Treasury)

**Risk:** Private market downturn **Mitigation:** Government contract revenue bridge, strategic investor focus

**Risk:** Competitive response **Mitigation:** Patent protection acceleration, customer lock-in strategies

## Technical Risks

**Risk:** Quantum computing advancement acceleration **Mitigation:** Adaptive architecture, continuous R&D investment

**Risk:** Integration complexity **Mitigation:** Professional services expansion, partner ecosystem

## Market Risks

**Risk:** Slow enterprise adoption **Mitigation:** Pilot program success, ROI demonstration, insurance partnerships

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# 7. INVESTMENT COMMITTEE RECOMMENDATIONS

## Immediate Decisions Required

1. **Authorize \$2.5M bridge funding** for DARPA application period
2. **Hire investment banking advisor** for Series A process
3. **Expand government relations team** by 3 personnel
4. **Accelerate patent filing** with \$1M budget increase

## Board Composition for Growth

- Add former NSA/DARPA executive
- Add Fortune 500 CISO
- Add quantum computing academic leader
- Add private equity/M&A advisor

## Strategic Partnerships Priority

1. **AWS/Azure/GCP** - Cloud marketplace presence
2. **Accenture/Deloitte** - System integration channels

3. **Palo Alto/CrowdStrike** - Security ecosystem
  4. **IBM/Google** - Quantum computing technology
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## CONCLUSION

MWRASP is exceptionally well-positioned to secure significant funding through both government and private channels. The comprehensive documentation package, clear competitive advantages, and strong market opportunity create optimal conditions for successful fundraising.

**Key Success Factors:** 1. **Technology Leadership** - 18-24 month competitive advantage 2. **Market Timing** - Quantum threat awareness accelerating 3. **Government Focus** - National security imperative 4. **Financial Metrics** - Strong unit economics and growth trajectory 5. **Exit Strategy** - Clear acquisition path with strategic buyers

**Recommended Approach:** Execute dual-track funding strategy with DARPA application as primary near-term milestone while building private investor momentum for 2026 Series A closing.

The combination of government validation through DARPA funding and private market validation through Series A investment positions MWRASP for rapid scale and successful acquisition within 3-4 years at \$3.5B+ valuation.

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