



NSIN PRESENTS

PROPEL HAWAII

Summer 2024

Executive Summary: NSIN Propel Hawaii 2024

In collaboration with PACAF S&T and 613th AOC, NSIN Propel Hawaii will enable the development of next-generation applications of emerging dual-use technology that enable a ready, innovative, and agile force.

Background

In partnership with United States Pacific Air Forces Science and Technology and the 613th Air Operations Center, NSIN Propel Hawaii aims to recruit companies with emerging technology solutions that have the potential to address the modernization needs of the U.S. Air Force, allies, and partners. The cohort of early-stage ventures will deliver effective capabilities that enable a ready, innovative, and agile force.

Mission & Intent

The Mission of NSIN Propel Hawaii is to identify emerging technology companies from across the country with cutting edge capabilities that support PACAF and to establish pathways for testing, evaluation, and adoption of mission essential capabilities.

Program Partners



NATIONAL
SECURITY
INNOVATION
NETWORK



Supporting Ecosystem



Hawaii
On-Ramp Hub



Delivery Partner



Decisive
Point

Track Record of Success: NSIN Propel Iterations

Over the past three years, NSIN Propel has supported 62 high-quality dual-use technology companies across many technology focus areas.

NSIN Propel New York:

Air Force Research Laboratory

Collaborating with New York-based AFRL Information Directorate focused on emerging technology in advanced computing, C4I, AI/ML, and space.

NSIN Propel Hawaii:

U.S. Pacific Fleet

Collaborating with COMPACFLT N6 and INDOPACOM commands to accelerate capabilities critical for mission success in the Indo-Pacific AOR to include contested logistics, autonomous systems, networks and connectivity and disaster response.

NSIN Propel Boston:

USSOCOM

Collaboration with SOF AT&L and its network of technology liaisons across the country to identify and accelerate early-stage technologies that will bring asymmetric capabilities to special operations forces.

By the numbers:

NSIN Propel creates value and increases private investor confidence by guiding founders through the federal acquisitions process. Our 62 cohort companies have secured millions of dollars in private and non-dilutive capital after starting in an NSIN Propel accelerator.

+\$124M

Federal R&D Funding

+\$333M

Private Capital Investment



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Program Objectives: NSIN Propel Hawaii

NSIN Propel delivers a consistent experience across the portfolio, including engagement opportunities with DoD sponsors, access to trusted capital, and foundational knowledge to help founders do business with the DoD.

Outcomes

- (1) **Source & Validate:** Recruit and competitively select top technologies from across the country to solve national security challenges.
- (2) **Solve Government Challenges:** Enable cohort teams to find product-mission fit through customer discovery with DoD, DHS, and government program managers.
- (3) **Establish Acquisition Paths:** Empower startups with the knowledge and skillset to enter and scale in the federal market through the pursuit of non-dilutive funding.
- (4) **Raise Capital:** Raise trusted private capital to support dual-use ventures as they progress to production level delivery to DoD and government programs.
- (5) **Build a Network:** Bring together founders, technologists, commercial partners and government stakeholders to strengthen the national security innovation base.



Metrics for Success

Our approach creates meaningful engagements and opportunities with tangible outcomes for the cohort that empower them to enter and scale in the federal market.

End-user/Customer Engagements

Curate virtual and in-person events and tech interchange meetings for startups to better understand needs and requirements and build relationships

Government Funding Dollars

Build a pipeline of relevant opportunities and support teams in meaningful submissions for white papers, quad charts, R&D contracts, SBIRs, CSOs, and other contract vehicles

Private Fundraising Dollars

Bring together a network of trusted capital investors to engage with cohort teams that are fundraising

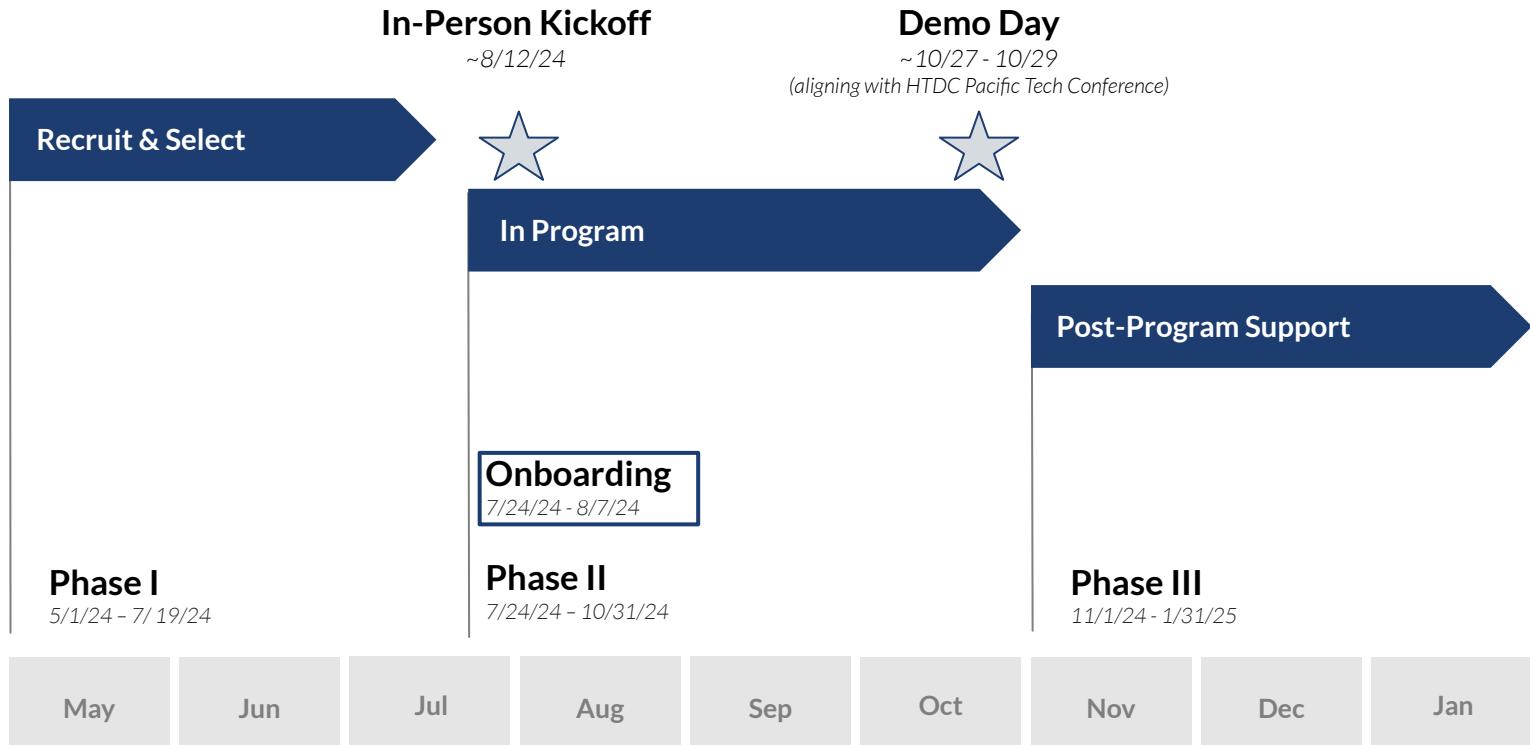
Experimentation

Facilitate opportunities for top-performing companies to demonstrate their technologies at test and evaluation events



Select NSIN Propel NYC cohort companies participate in AFRL 2022 FUTURE FLAG T&E event at decommissioned ATLAS Missile Silo Site.

NSIN Propel Hawaii: Proposed Program Timeline



Execution Timeline: Milestones

All proposed dates are tentative.

Phase 0 (COMPLETE): Research

- Partner Curation
Jan - Apr
- Stakeholder interviews
Jan - Apr
- Kickoff Meeting
Apr
- Focus Areas Finalized
Apr

Phase I (ONGOING): Recruit & Select

- Startup Outreach
May-Jun
- Launch Open Call
May 29
- Info Session
June 4, 6
- Applications Due
Jun 21
- Initial Downselect
July
- Selection Committee
July
- Cohort Notification
July

Phase II (UPCOMING): In Program

- Cohort Onboarding
Jul
- In-Program
Jul - Oct
- Program Kickoff
Jul
- In-Person Collider
Aug
- Demo Day
Oct

Phase III (UPCOMING): Post-Program Support

- Program Outbrief
Nov
- Moving Forward Discussions
Nov
- Monthly Meetings
Ongoing
- General support
Ongoing

NSIN Propel Demo Days

Demo Day brings together the venture community, emerging technology startups, and government stakeholders to solve national security challenges and strengthen our nation's innovation base.

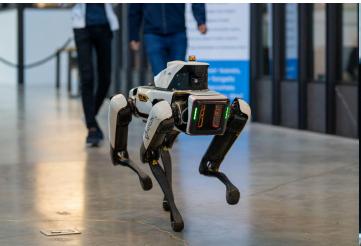
[NSIN Propel Sizzle Reel](#)

[2021 New York Demo Day](#)

[2022 New York Demo Day](#)

[2023 Hawaii Demo Day](#)

[2023 USSOCOM Demo Day at Gillette Stadium](#)





NSIN Propel Hawaii Execution by Phase

Phase I: Research

The Propel Team shall undertake a generative research process through meetings with relevant DoD stakeholders and program offices to further understand needs, use cases, and solution criteria.

Overview:

- Engagement with relevant startups and industry partners.
- Evaluate and prioritize defense opportunities while considering commercial, non-defense viability.
- Finalize use cases to guide accelerator design considerations such as the types of startups to recruit, relevant corporate partners, defense end-users, and prototyping infrastructure needed to effectively accelerate the cohort companies.
- Establish and kick off the marketing strategy including planning the marketing materials to be used in the recruitment of the cohort and designing information sessions and outreach to attract startups and industry partners to the program.

Main Activities & Key Events:

- Mission Partner Engagement and Collaboration
- Requirements Review
- Identify Transition Pathways
- Iteration and Curation of Tech Focus Areas
- Recruit Supporting Partners



Phase II: Recruit & Select

The Propel Team will engage its network of startup ecosystems, industry partners, and investors to recruit top startups from across the nation.

Overview:

- Leverage mission needs identified in Phase I to inform recruitment of companies as well as stakeholders to participate as evaluators for the selection committee.
- Engage with potential strategic startup and innovation ecosystems, academia, FFRDCs, partner corporations and investors to scout relevant technologies.
- Ongoing meetings with DoD and industry stakeholders relevant to accelerator focus areas to understand needs and desired solutions and inform them of entry points to engage with cohort including selection committee.
- Factors for evaluation will include, but are not limited to: dual-use potential, technical merit, commercial traction, team, defense need and alignment with focus areas.

Main Activities & Key Events:

- Launch Open Call
- Open Call Marketing
- Recruit Startups
- Recruit Selection Committee
- Finalize Evaluation Criteria
- Conduct Initial Down-Select
- Conduct Final Selection Committee



Phase III: In-Program

The Propel team will onboard cohort companies and execute accelerator programming to provide cohort companies with the resources they need to succeed in the defense market.

Overview:

- Notify cohort of selection and ensure teams have met all requirements necessary to start the program. Provide resources necessary for the 16-week period.
- Cohort-wide sessions with guest speakers to provide each team the foundations for doing business with DoD.
- Each team will identify a use case or pilot opportunity with ongoing support from Decisive Point and partners' team of experts.
- Teams will meet regularly with advisors for concept development and pilot support to ensure teams are achieving milestones that will lead to further commercial and defense traction.
- Events, T&E and tech interchange meetings serve as opportunities for teams to connect with stakeholders across DoD and industry to build relationships for future collaboration and assess potential follow-on opportunities.

Main Activities & Key Events:

- Inform Cohort Selectees
- Final Due Diligence
- Registration and Compliance Check
- Cohort Onboarding
- Individualized Program Plan
- Pilot Effort Ideation and NSIN RNT Feedback
- Cohort-Wide Defense Curriculum
- Teams Meet with Advisors and Mentors
- Pilot or Pilot Concept Launched
- Tech interchange/T&E events
- Demo Day

Phase IV: Post-Program Support

Each team will be guided towards specific next steps based on their progress to date, their product development, capital and DoD engagement needs to move forward.

Overview:

- Continued support from Propel team for a period of six months following the accelerator program.
- Mission: Continue to meet KPIs and collect lessons learned for follow-on iterations of the NSIN Propel program.
- Provide value-added services focused on positioning companies to capture future contracting opportunities aligned with their capabilities.
- The Propel team will conduct monthly check-ins with each cohort team, facilitate ad hoc meetings as needed, provide ongoing acquisition and strategic advisory support, and host alumni network & partnering events.

Main Activities & Key Events:

- Moving Forward Discussions
- Develop Team-Specific Next Steps
- Ongoing partnership with Decisive Point and NSIN Transition Cell
- Opportunity Tracking
- Participate in Propel Alumni Events





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