



MID-ATLANTIC
TECH BRIDGE
(MATB)

FY 2024
**ANNUAL
REPORT**



SUMMARY



COLLAB

The Mid-Atlantic Tech Bridge (MATB), located at the Assembly Building in downtown Norfolk, serves as the superconnector between non-traditional innovative providers and Warfighter identified gaps across the US Navy ecosystem. MATB is a collaboration of three Warfare Centers, consisting of the Naval Information Warfare Center Atlantic, Naval Surface Warfare Center Carderock, and the Naval Surface Warfare Center Dahlgren Dam Neck Division, who all have science and technology activities in the greater Hampton Roads region.

MATB focuses on advanced manufacturing, autonomy and unmanned systems, cyber technologies, biological technologies, ship design and optimization, intelligence, surveillance and reconnaissance sensors, wireless communications, and warfighter performance and readiness. MATB utilizes a PIA through the NSWCDD ORTA with 757 Collab. In support of that mission, MATB has accomplished the following in FY '24.

MATB Tech Bridge Directors:

Gerrold M. Walker, II, *NIWC Atlantic Hampton Roads*

Dr. Julie Stark, *NSWC Carderock Norfolk Detachment*

Joanne Pilcher, *NSWC Dahlgren Dam Neck Activity*



**NSWC Carderock
Norfolk Detachment**

Naval Information
Warfare Center



ATLANTIC

**NIWC Atlantic
Hampton Roads Detachment**



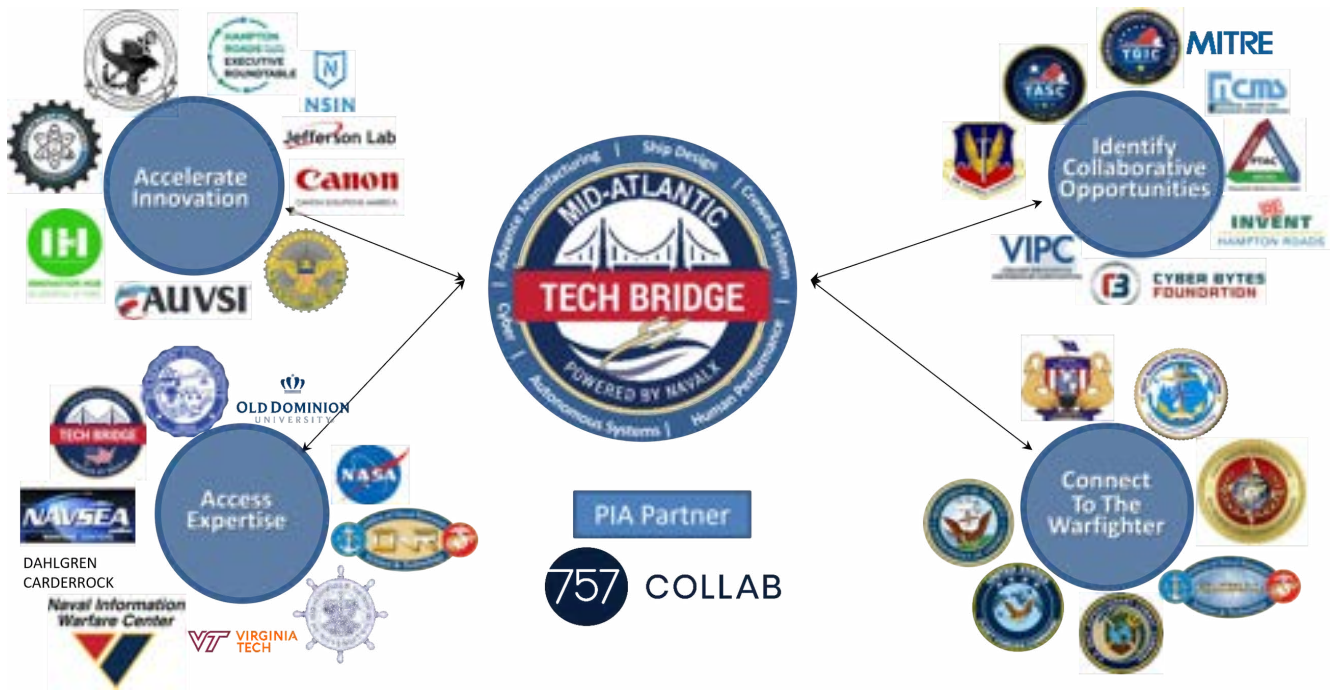
**NSWC Dahlgren
Dam Neck Activity**



MATB ECOSYSTEM



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MATB sits between small businesses and government to identify and align technology to emergent warfighter gaps.

MATB aligns directly with the NavalX Lines of Business as shown below.

Tech Bridge Network	DON SBIR/STTR	Innovation Operations Support	Tech Transfer (T2)	Workforce Agility	Tech Incubation
<p>Our 18 regional Tech Bridges serve as technology scouts, local networking hubs, and connection points between startups and small business and Naval Warfare Centers and Labs.</p>	<p>Through the Navy's SBIR Program, qualified small businesses can receive non-dilutive capital to produce concepts or solutions connected to a priority Naval problem we're working to solve.</p>	<p>The IOS Team works directly with Sailors & Marines to understand capability needs in the context of their everyday challenges. They then guide our search for and assessment of the best solutions from viable providers within our network.</p>	<p>Tech Transfer (T2) provides partnership and licensing agreements with industry problem solvers working with NavalX and our Tech Bridges to accelerate capability development.</p>	<p>Enabled by the call to think, act, and operate differently, the Navy is advancing our approach to how we build warfighting teams to stay ready to innovate, solve hard problems, and dominate in combat.</p>	<p>Through our innovative and agile approach to contracting and funding the Business of Innovation, NavalX supports customer-driven technology incubation for small businesses, startups, and nontraditional/ dual-use technology companies.</p>





SENIOR LEADERSHIP ENGAGEMENT



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CAPT Days, VADM Aeschbach and CDR Carino

In March 2024, MATB hosted VADM Kelly Aeschbach, Commander, Naval Information Forces, as the keynote speaker for the MATB and NIWC Atlantic hosted Lunch with Leaders series. This was a unique opportunity to bring together a small group of Government employees, academics and industry partners to interface with an impactful female Naval leader. Forty leaders in the Hampton Roads community had the opportunity to hear directly from VADM Aeschbach about her experience as a leader.





SMALL BUSINESS SUPPORT



COLLAB

The keystone event of our year was the 3rd annual Small Business Workshop. This all-day event included speakers from multiple services, and covered a wide scope of topics. NAVSEA and NAVAIR SBIR/STTR Director's and representatives from AFWERX, USMC and Army xTech briefed on their programs. A Commercialization Panel was also a highlight as they spoke about how company's can best transition their technology across the DoD. There was also the opportunity to schedule one-on-one sessions between attendees and speakers. There were over 120 attendees at this event (in person and virtual).





SENIOR LEADERSHIP ENGAGEMENT



The Mid-Atlantic Tech Bridge was honored to host the Naval Leadership Innovation Panel followed by a Networking Event on the Rooftop at the Assembly Building. Our speakers discussed innovation across the US Naval Research Enterprise and how their commands are embracing it. The panel included:

- Dr. Marty Irvine, Executive Director, Naval Surface and Undersea Warfare Centers
- Mr. Dale Sisson, NSWC Dahlgren Division Technical Director
- Mr. Larry Tarasek, NSWC Carderock Division Technical Director
- Mr. Peter Reddy, NIWC Atlantic Executive Director
- Mr. Nigel Thijs, NSWC Philadelphia Division Technical Director
- Mr. Carmelo Fontan, NSWC Chief Technology Officer





TECH BRIDGE QUARTERLY MEETING



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MATB hosted the quarterly Tech Bridge meeting in Norfolk, VA in May. Tech Bridge Directors from across the country gathered to address various technical, software, and operational challenges. The meeting emphasized the importance of collaboration and open dialogue. This collective approach aimed to leverage the diverse expertise within the group to identify effective solutions and strengthen the overall network of Tech Bridges.





SMALL BUSINESS SUPPORT



COLLAB

We are committed to assisting small businesses in their maturation. Our goal is to “**Educate, Migrate and Graduate.**” This year we held an OTA Panel that featured:

- Ms. Cindy Montrief, NSTIC OTA PM
- Mr. Jacob Udell, MSTIC OTA PM
- Don Sallee and Jessica Scott, IWRP OTA

With over 100 attendees (both in person and virtually) the audience learned the basics of OT’s from Mr. Mike Coppolla, Dcode, and then were able to get specific questions answered from the panelists on how to join their OTA, what types of awards are made and much more.





SMALL BUSINESS SUPPORT



COLLAB

MATB supported four (4) “Targeted Industry Briefings from three (3) ONR Global Science Advisors and CTO’s this year. Once focus areas are identified with the Science Advisor, MATB then scouts for companies and academia that have the capabilities and a two hour block of time is set up for the government stakeholder to receive 15 minute briefs from the companies/academia. In FY ‘24 MATB conducted the following Targeted Industry Briefings and engaged with 28 small businesses and 2 Universities:

- NECC ONR Science Advisor
- NECC/USFF ONR Science Advisors and Solid Curtain Exercise Leads
- MARFORCOM Science Advisor
- US Air Force ACC CTO

From these engagements, USFF’s invited Fortem Technologies and SAIC to participate in Solid Curtain ‘25 and ONR Code 34 invited Swarmbotics AI to a Medical Event in FY ‘25.



Ms. Keisha Williams
NECC - Norfolk, VA



Mr. Russell Wilson
MARFORCOM –
Norfolk, VA



Mr. Anthony Bausas
USFFC - Norfolk, VA



Dr. John Matyjas
Scientific Adviser to the
Commander, Air Combat
Command-JBLE VA





TECH TALKS



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MATB continues to host regular Tech Talks to educate and inform our ecosystem of emerging trends, technology and DoN requirements.

The following are Tech Talks we hosted in FY '24:

NASA Programs Overview

Congress 101

Patent Process

DoN SEC

JPEM

Beyond AUKUS, Doing Business with Australians

Global Expeditionary Logistics

Symposium

Joint Ventures

MATB Tech Talk
Beyond AUKUS:
Doing Business with Australians

ADROITA CEO Sarah Pavillard will share her thoughts about the importance of business-to-business micro-partnerships between AUKUS (the Australia-U.S.-UK, enhanced security partnership announced in 2021) partners.

Join us if you are interested in learning more about:

- How to do business in Australia and establish partnerships
- How your company could assist in building up the Trilateral Industrial Base with the Australians
- AUKUS emerging tech areas and where your company could support.

This Tech Talk will explore the foundations that have been laid, and how this will impact industry across the AUKUS ecosystem in 2024 and beyond.

Thursday
April 18, 2024
2-3:30 PM ET

Link to register:
<https://matb.eventbrite.com>

MATB Tech Talk
Joint Ventures:
Maximizing Your Win Strategy

Have you heard about Joint Ventures (JVs) but don't know how they could be a benefit to your business strategy? JVs are an increasingly common strategy for teaming especially among small business government contractors. However, JVs formed to pursue set-aside opportunities must comply with very strict SBA guidelines.

Join Paul Hawkins from Reaves GovCon Group to learn about:

- Best practices when setting up your JV
- How JVs help your business' growth strategy

This Tech Talk will also focus on SBA rules governing JV and leveraging partnerships with large businesses through the SBA's Small Business Mentor Protégé Program.

Wednesday
July 17, 2024
12-1 PM ET

Link to register:
<https://matb.eventbrite.com>



Sarah Pavillard, CEO of ADROITA, an Australian based company, joined us in person to discuss AUKUS and the impact it will have on the US, UK and Australia.





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OUTREACH EVENTS

The MATB Team participated in many local events this year where we set up a booth and highlighted the significant contributions of the Tech Bridge and its value to Industry and Warfighters. The Team connected with many small businesses.

The MATB Team attended the 1st Annual Hampton Roads Small Business Navy Expo, SNA East Waterfront event in May, ADS' Warrior East in June and ASNE' FMMS in September.





IMPACT METRICS



COLLAB

Public Events	Attended	Speakers
October 25, 2023: NASA	31	2
November 29, 2023: Congress 101	35	1
December 13th, 2023: NAVSEA New Mexico Panel	3	5
January 17, 2024: Patent Proces IP	15	2
January 31, 2024: DoN SEC	44	1
February 21, 2024: JPEM (Stilleto)	40	1
April 18, 2024: Beyond AUKUS, Doing Business with Australians	46	1
April 30, 2024: SBIR Full Day Workshop	123	11
May 1, 2024: Navy Innovation Panel & Networking Event	198	6
June 5, 2024: GELS	27	3
July 17, 2024: JV Tech Talk	19	1
September 19, 2024: OTA Panel	81	5
Totals	662	39

In FY '24 MATB held **12 Public Events**, showcasing **39 speakers**, resulting in **662 attendees** from Government Agencies, Industry partners, Academia and Startups.

In FY '24 MATB held **85 Invite Only Events**, resulting in almost **800 attendees** from Government Agencies, Industry partners, Academia and Startups.

We also connected with **76 companies** via “Meet MATB” in FY '24. MATB hosts bi-monthly 30-minute one-on-one discussions with companies looking to have a greater Naval engagement for their products or services. MATB then assists the individuals or companies in identifying a relevant and interested Naval point of contact for which their products and services may best fit. To date, more than **200 companies** have presented a wide variety of skills, and some of those “unknown” companies are now addressing our “Technologies of Interest” gaps. These scheduled Meet MATB session participants are also distributed to all national Tech Bridge directors and any interested subject matter experts in case they wish to attend.

Lifetime Collaboration Impact Stats



3.5k+ followers
5.7k+ reactions



370+ followers
39 events



800+ views
69 videos



3.3k+ email list

