PLUG AND PLAY

SV SUMMIT

DEFENSE EXPO

#PNPTCSiliconValley

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WELCOME

Johannes Rott

VP

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Agenda

11:30 - 11:40 PM | Opening Remarks

11:40 - 11:50 PM | Keynote, DIU

11:50 – 12:10 PM | Keynote, XTECH

11:50 - 12:02 PM | Startup Pitches

12:25 - 12:30 PM | Closing Remarks

12:30 - 01:30 PM | Lunch

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DOWNLOAD BRELLA TO NETWORK

Sign in here:
https://next.brella.io/events/SVJuneSummit25

Password: SVJuneSummit25

- 3 meeting areas to choose from across the 1st and 2nd floor *(highlighted on map)*
- You can use the web version or download the app
- Network with all attendees
- View startup profiles
- Stay updated on the weekly schedule, maps, and announcements

PLUG AND PLAY

innovation triangle

Plug and Play's Aerospace & Defense launch in the USA (22 April 2025) — powered by Texas A&M and the Greater Brazos Partnership — is igniting the future of national security innovation, right from the heart of Texas.

2025

Vintage

TEXAS A&M UNIVERSITY

Greater Brazos Partnership



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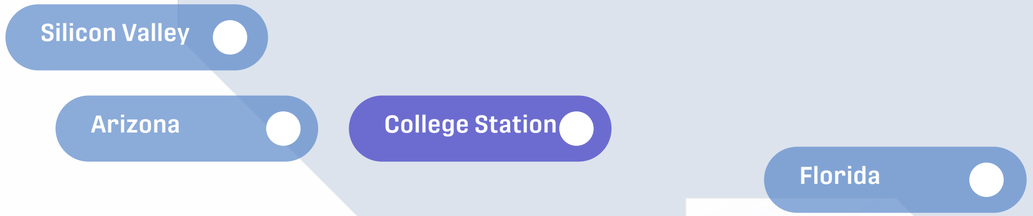
Aerospace and Defense Activities in the United States

Key Industry Partners

Honeywell AEROSPACE

Raytheon Technologies

Greater Brazos Partnership



DoD Use-Case

We connect groundbreaking technologies with corporates & USG stakeholders

our Partner

Portfolio Company

Capability Gap

Mass amounts of unstructured data + ‘data silos’ across multi-domain ops

Match-Making Platform

Identify and intro VC-backed startups with proven capabilities

Solution

AI to synthesize and extract fragmented datasets across classified & unclassified environments

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DEFENSE NEW PARTNERSHIP



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Cheryl Ingstad

Deputy Director, Digital Platforms & Developer Ecosystem

Defense Innovation Unit (DIU)

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This briefing is UNCLASSIFIED

ADVANCING COMMERCIAL TECHNOLOGY
FOR NATIONAL SECURITY

DOD Digital OnRamp

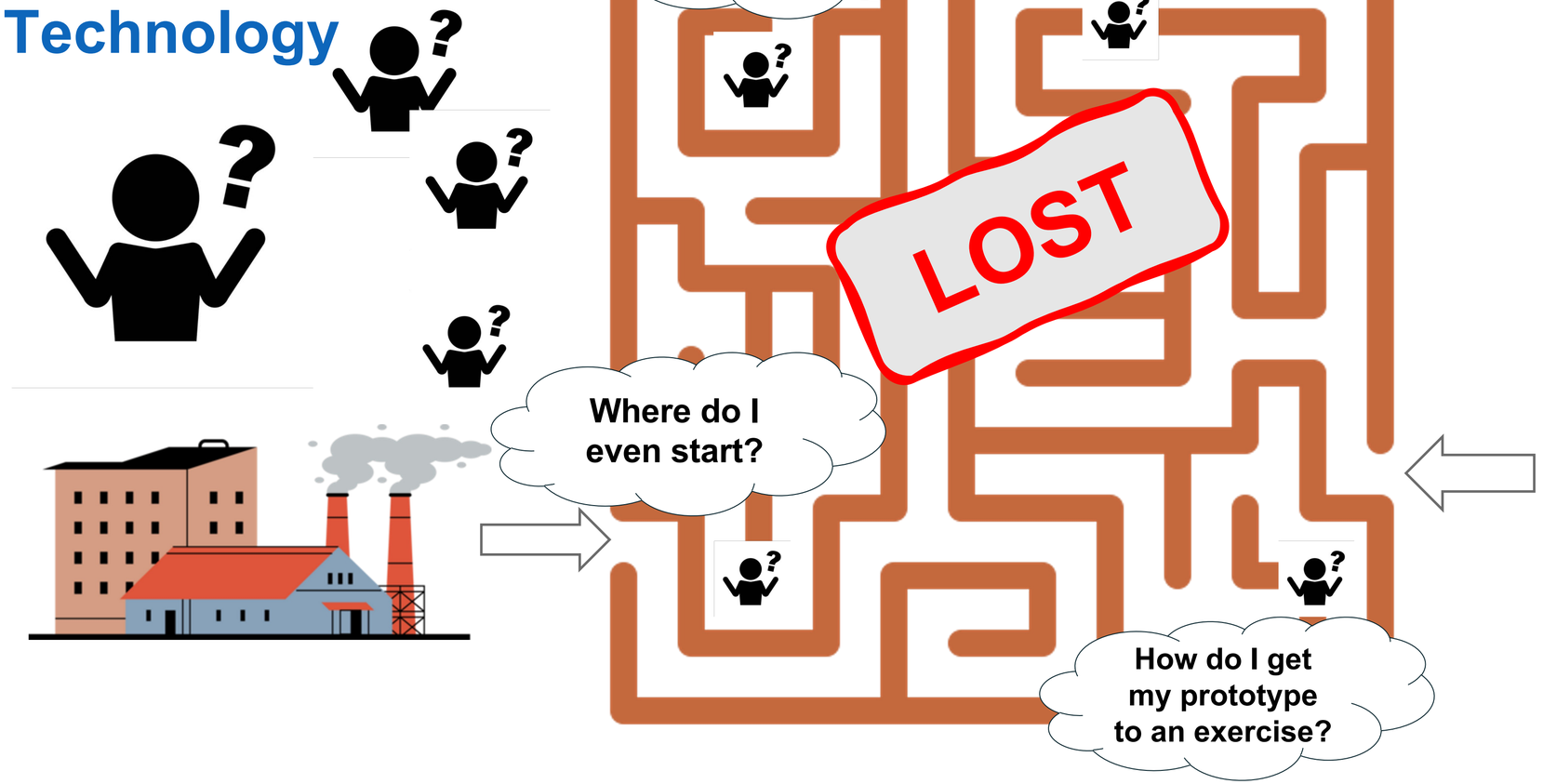
Plug and Play – 2025

June 12, 2025

Cheryl Ingstad, Deputy Director
Digital Platforms & Developer Ecosystem, Defense Innovation Unit

Problem: How to grow the Defense Industrial Base?

Dual-Use
Commercial Technology



The Defense Industrial Base has **declined by 40%** in the past decade. Commercial Tech cannot **discern** the DOD demand signal and cannot navigate the byzantine bureaucracy.

DEFENSE INNOVATION UNIT

One Digital OnRamp for entire DoD Innovation Ecosystem

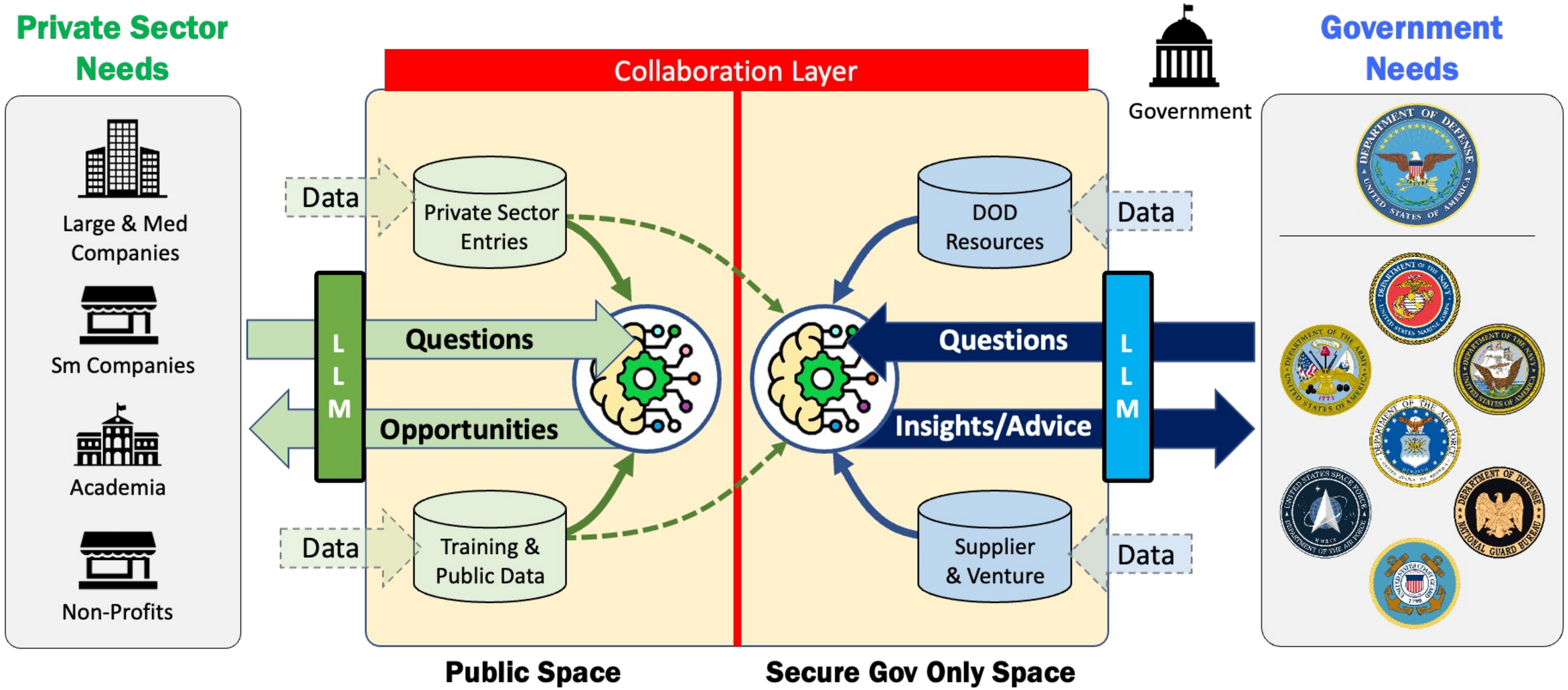
SCALABLE
FAST
SECURE
EASY
DRIVE VOLUME



+ Other Govt and Commercial Sources

Single Sign On to the DOD Ecosystem leveraging AI to ***QUICKLY*** **find a Match**!

Matching for Private Sector and DOD



= Best-in-Class AI Matching Tools

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Quotes from Private Sector Test Users

“THIS IS 1,000x BETTER THAN WHAT I WAS USING BEFORE.”

“This is THE BEST PLATFORM I tested so far. Very specific answers and very related to my persona.”

“THE USER EXPERIENCE WAS GREAT. The search results were very relevant. Very content with this configuration.”

“I found an opportunity through the tech demo that my team was not tracking. WE ARE PLANNING TO PURSUE IT.”

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Quote from DoD Test User

> “As a DoD innovation leader, the Digital OnRamp tech demo surpassed my expectations. One of the AI tools found a LLM solution that we were not tracking. My team engaged the company and within 2 weeks they were building a minimal viable product solution for the DoD. THIS WAS A BIG WIN FOR US.”

- Lt Col Hans “Solo” Jagow, Director / Cofounder of ARCWERX

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Join 1,400 Test Users!

https://www.diu.mil/digitalonramp

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KEYNOTE

Dr. Matthew P. Willis

Director of Army Innovation Programs Office of the Assistant Secretary of the Army for Acquisition, Logistics, and Technology

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Accelerating Dual-Use Innovation for National Security & Market Success

Dr. Matthew Willis
Director, Army Innovation Programs

U.S. ARMY TECH TECH MATURATION INITIATIVE

U.S. ARMY SBIR|STTR MANTECH

U.S. ARMY

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A New Kind of Army Partner

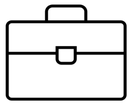
> Battlefields across the world are changing at a rapid pace. Autonomous systems are becoming more lethal and less expensive. Dual-use technologies are continuously evolving and outpacing our processes to defeat them. To maintain our edge on the battlefield, our Army will transform to a leaner, more lethal force by adapting how we fight, train, organize, and buy equipment.

Secretary of the Army
Dan Driscoll
Letter to the Force: May 1, 2025

The U.S. Army is not just a warfighter—we are now:



An innovation customer



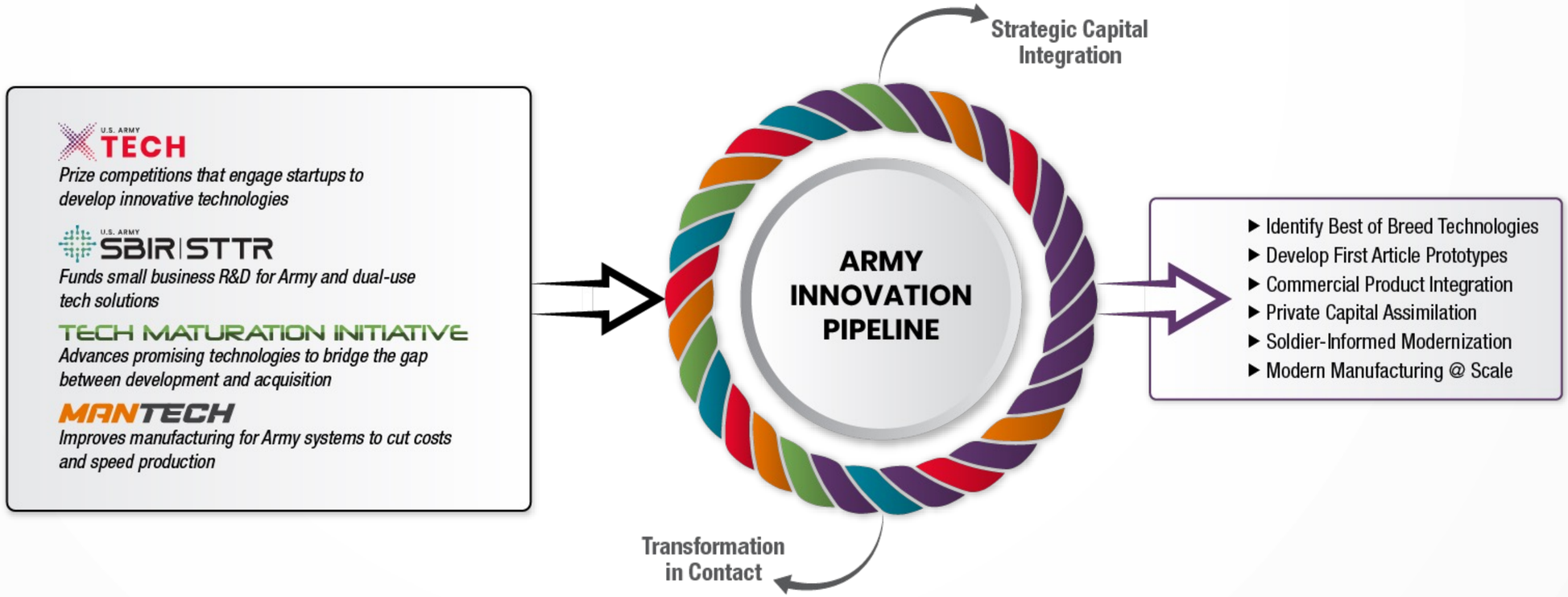
An early investor



A long-term partner

Army Innovation Ecosystem

Together, these programs form a synchronized strategy that not only accelerates innovation but also de-risks investment for startups and venture partners. By focusing on dual-use technologies—solutions with both military and commercial applications—the Army fosters a more resilient industrial base, speeds up tech adoption, and ensures that innovation is grounded in real-world impact.



Value Proposition

Non-Dilutive Funding

01



We enable startups to scale and mature their technologies without giving up equity. This de-risks early-stage investment and signals strong government validation, enhancing downstream commercial and defense market potential.

Customer Discovery at Scale

02



We provide startups with access to large, structured government demand, accelerating product-market fit and long-term revenue potential without the typical customer acquisition costs.

Tech Transition Pathways

03



We provide venture capital firms with structured routes for maturing and fielding dual-use technologies. These pathways reduce commercialization risk by aligning early-stage innovations with validated defense needs and long-term acquisition opportunities.

Global Demand Signal

04



We offer venture capital firms early insight into scalable, international market opportunities for dual-use technologies. This validation from a globally recognized institution enhances credibility and accelerates adoption across allied defense and commercial sectors.

Commercial Innovation, Defense Impact: Real xTech Success Stories

$100M+
Non-Dilutive Funding Awarded

$28.5M+
In Follow-On Army Contracts from xTechPrime 2025

Past Competition Winners

amprius

Nanoscale Nano

ENVEIL
ENCRYPTED VEIL

BANF

MODAL AI
ROBOTIC PERCEPTION

TERADAR

30%+
Of xTech Winners have Raised Outside Venture Rounds Post-Award

8+
Companies Acquired or Entered Strategic Partnerships Post-Competition

xTech is a curated pipeline of deep-tech startups with real-world validation and derisked technology – at no equity cost.

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Connect with Us

Innovation doesn't live inside a Pentagon hallway—it thrives where founders are bold and investors see around corners. That's why we're here in Silicon Valley.

Invest in Potential

We're not just funding ideas—we're investing in the potential to transform how we fight, move, and win. We're looking for early-stage tech that can scale in harsh, distributed, edge environments, and for companies with a dual-use vision and strong commercial pull.

Partner for Impact

Let's co-invest in capabilities that protect national security and unlock massive commercial opportunity. VCs who want to identify, accelerate, and fund the next wave of defense-relevant ventures are welcome.

Engage Early, Grow Long-Term

Engage with us early—many of our best wins come from startups that began with an idea and grew into long-term partners. Connect your founders with our programs. The process is faster, more transparent, and more opportunity-driven than ever.

Let's build the future together—faster, smarter, and stronger.

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STARTUP PRESENTATION

PRANDTL DYNAMICS

Prandtl Dynamics

Protecting against threats with sound

#PNPTCSiliconValley

Join us at **pnptc.com**

Acoustic Drone Defeat

For MIL, urban and civilian applications

Prandtl Dynamics Inc.

POC: *Parth Mahendru*

parth.mahendru@prandtldynamics.com

+1 (647) 679-1231

www.prandtldynamics.com



We **protect** against drones with sound.

Traditional counter-UAS systems can cause collateral damage and are restricted for use by the public. Our tech is non-lethal and legal.

Drones are a growing global threat.

US NEWS

Northeast drone sightings surge again after FAA lifts restrictions

By Chris Harris
Published Jan. 25, 2025, 10:45 a.m. ET

77 Comments

Canada fires coach Priestman over Olympic drone spying scandal

Associated Press
Nov 12, 2024, 03:42 PM ET

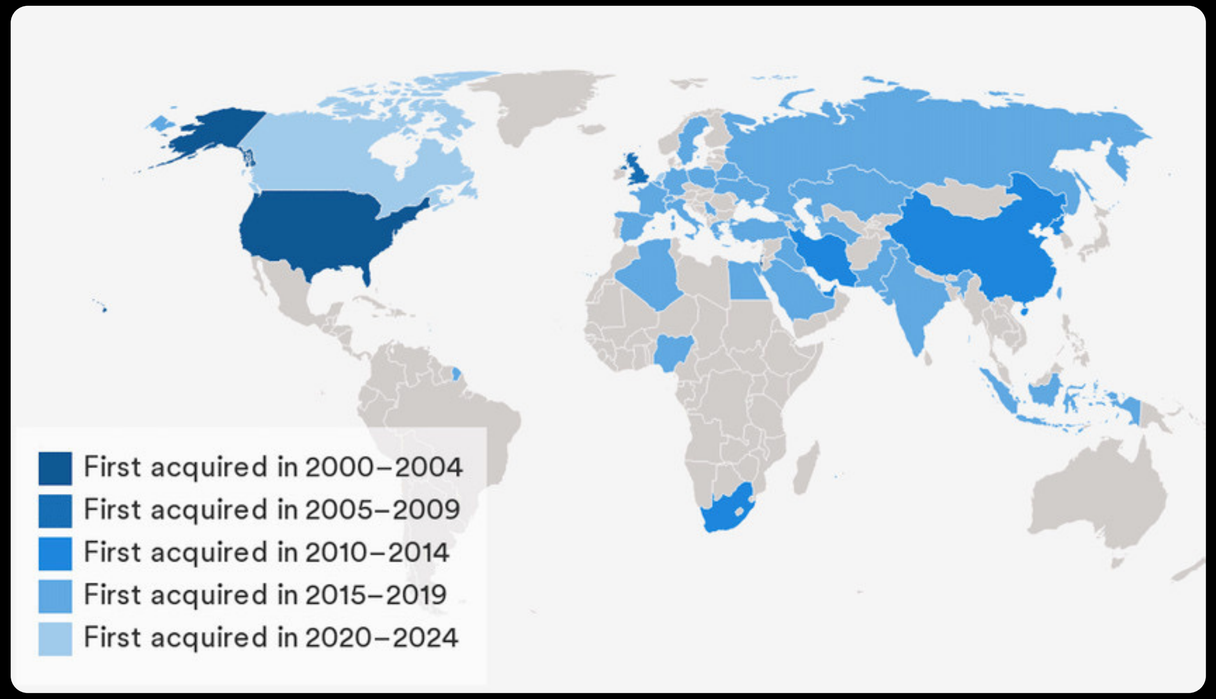
Share Like 41

POLITICS | NATIONAL SECURITY

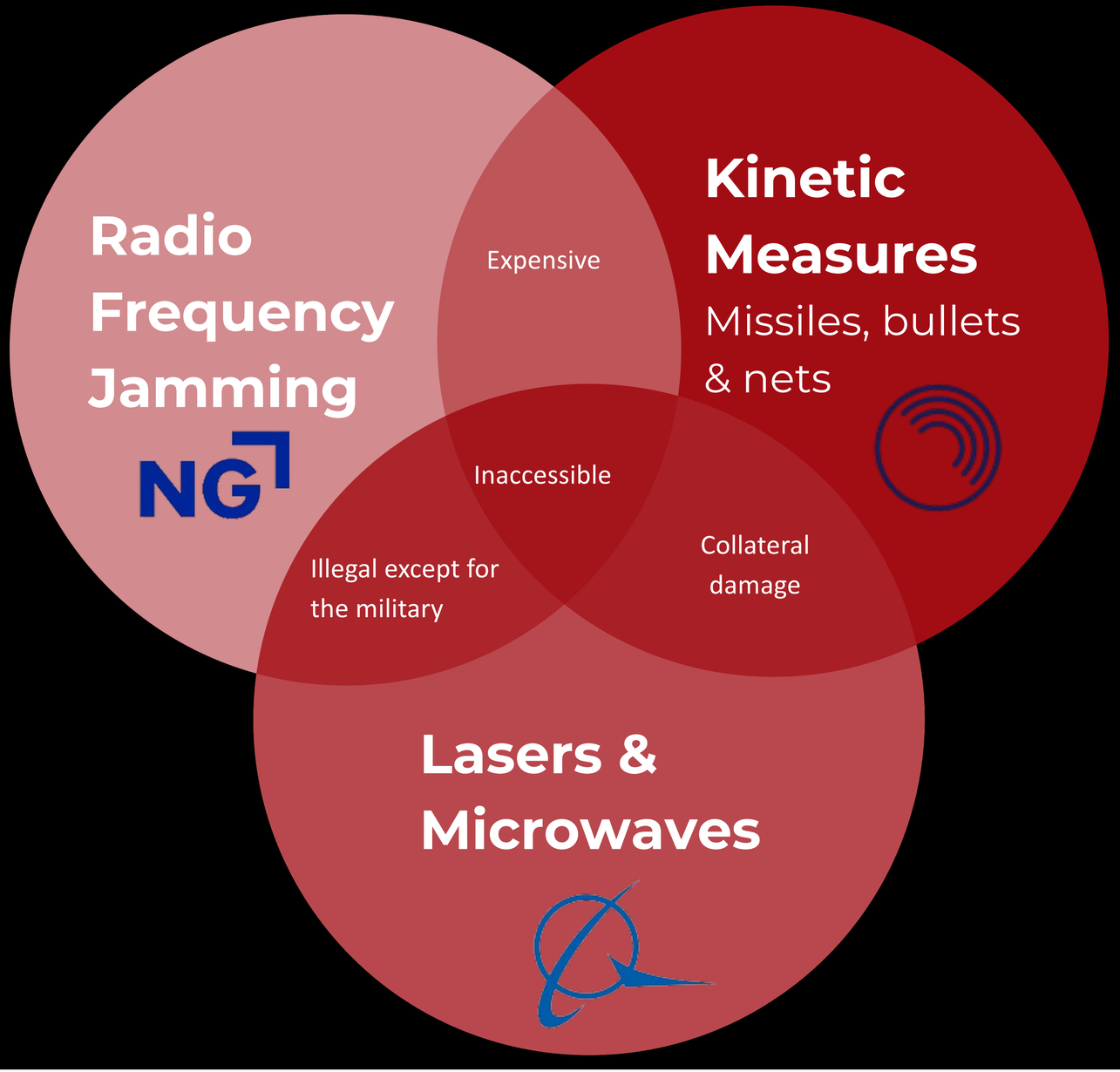
As Mystery Drones Fill Skies, Police and Businesses Want Authority to Take Them Down

Businesses, law enforcement want more authority to protect critical infrastructure, attendees of large events from airborne threats

Countries with armed drones

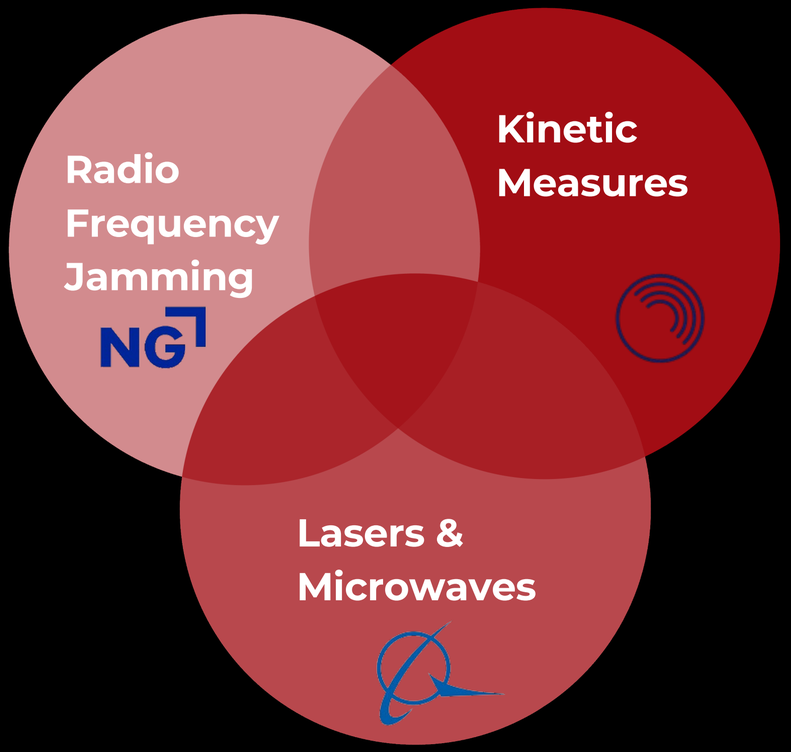


Current C-UAS Solutions



Where do we fit in?

We don’t.



Acoustic Defence Technology

Prandtl Dynamics

Solution Overview

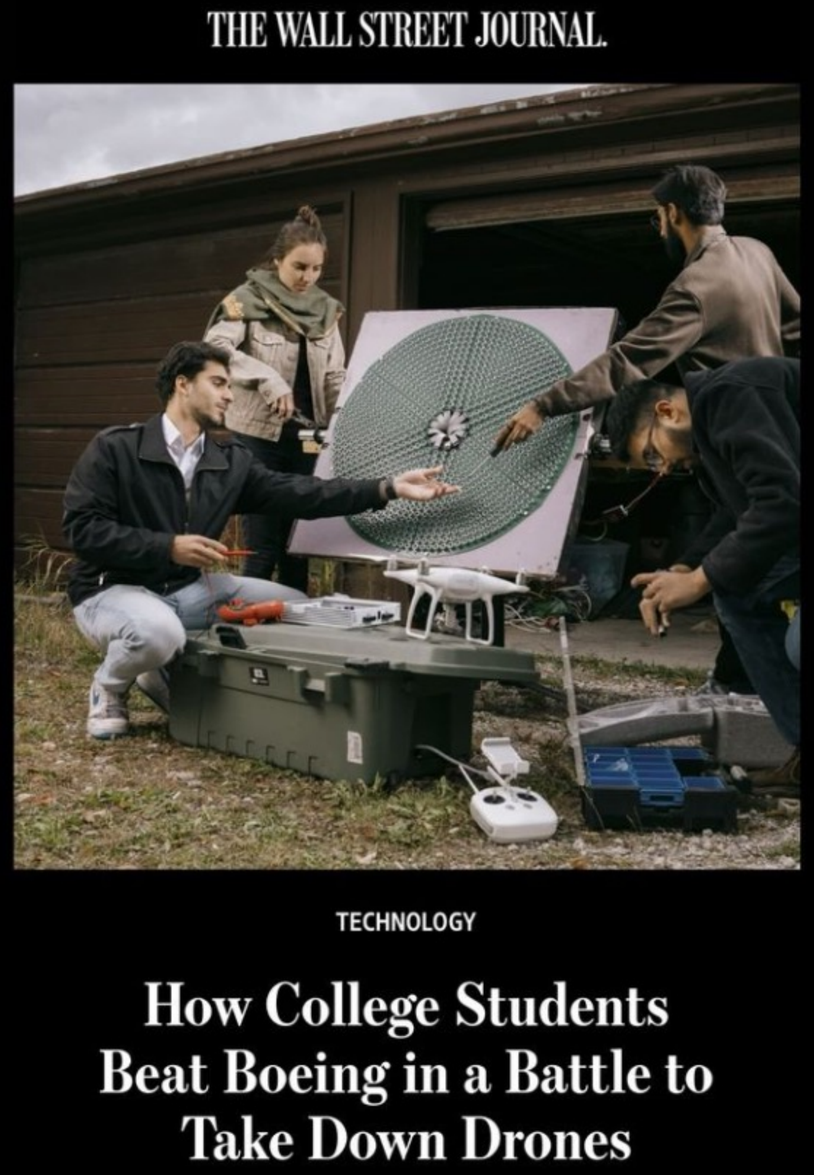
- **Ultrasonic “soft-kill”**
  - ***Blind onboard camera systems***. Essentially making BVLOS UAS like FPVs useless.
  - ***Crash the UAS*** through spoofing of internal stability sensors

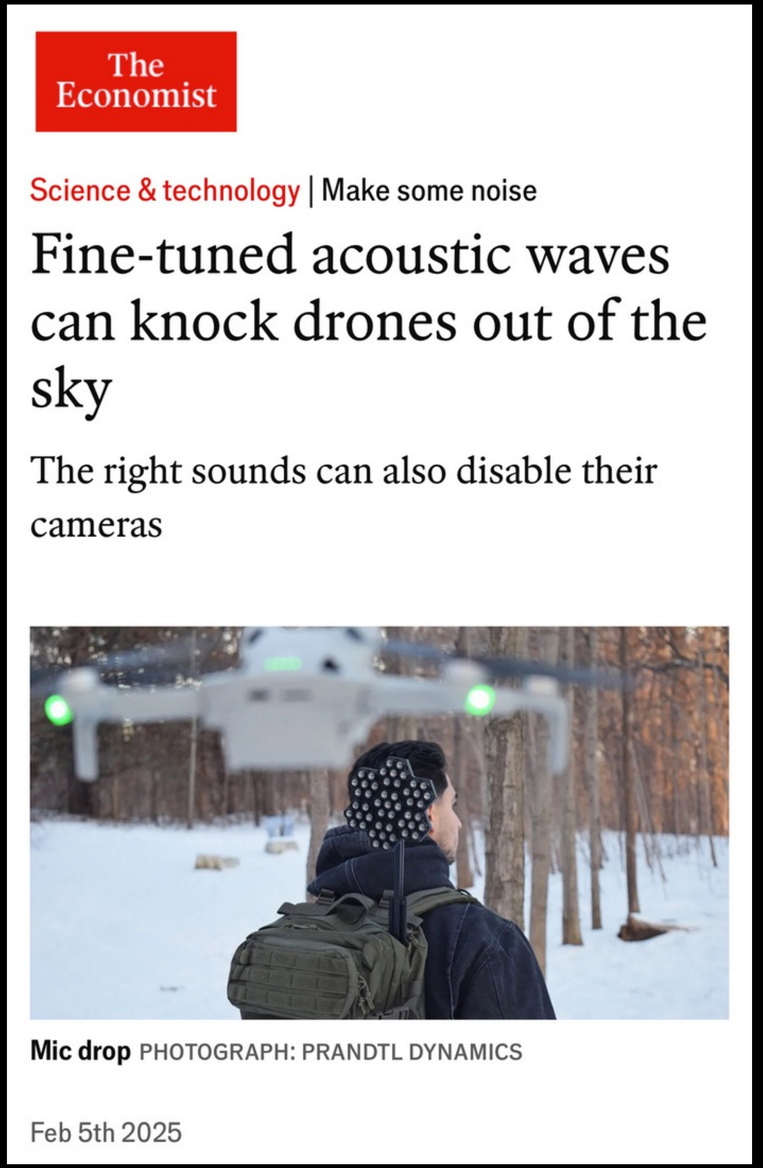
- **Truly low collateral:** no RF emissions, no projectiles, inaudible to people

- **Cost per defeat:** < ***$0.05 per kill***; zero consumables, minimal maintenance.

Our Story

- Won **USD 270,000** in undiluted grant funding from the **Canadian military**
- Received **USD 125,000** from **Jason Calacanis** (Uber, LAUNCH accelerator)





Why acoustics?

Camera Disable

Makes video feed unusable





Destabilize

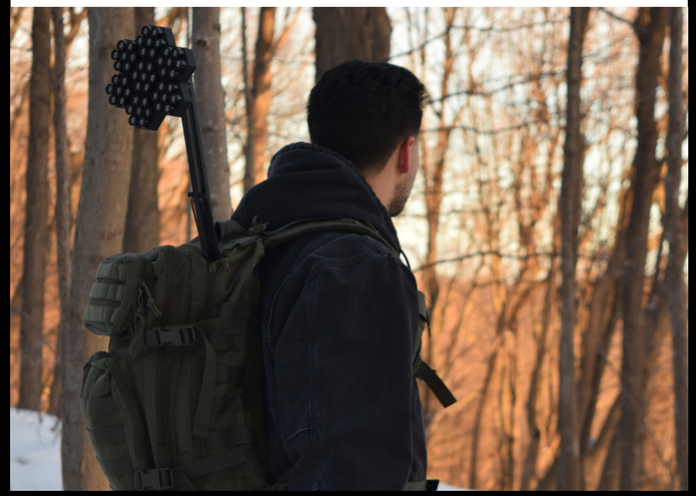
Forced retreat and crash



Applications

Military & Enforcement

Neutralization without risk to personnel or equipment.





Critical Infrastructure

Non-invasive Safe deployment in densely populated or sensitive facilities.

Commercial

Enhancing safety without disturbing the experience.



What sets us apart

Safety

Ultrasound is trusted in sensitive applications like **prenatal imaging**, making it an ideal choice for *urban environments*





Legality

Designed to comply with general **U.S. regulations**, our technology operates outside restricted RF bands and avoids jamming.



Products



- Longer Range
- Higher Power requirements

CRATOS

Ground-based or Truck-mounted system



- Shorter Range
- Lower Power requirements

CALLIOPE

Rifle Mounted Solution

SWaP

KPPs	Ground System (CRATOS)	Dismounted system (CALLIOPE)
Take Down Range	250 ft (75 m) + 165 ft (50 m) radius/each additional	50 ft (15 m)
Weight	110 lbs. (50 kg)	4 lbs. (1.8 kg)
Input Power Requirement	3.2kW	35W continuous use (or ~30 shots/battery)
Operating Temperature Range	– 4°F ~ 140°F (– 20°C ~ 60°C)	
Targeting System	Autonomous: electronically-controlled beam-steering	Operator based aiming
Detection System	Short range acoustic detection + Long range EO	Operator based detection
Visible Signature	None	
Audible Signature	No human audible signature. Detectable ultrasonic signature with custom mics	

Development & Commercialization

- Pilot Program for **Texas Airport**
- Demo for **Irregular Warfare Directorate, DOD**
- Testing by the **British Police.**
- Demo for the **Canadian Police.**
- **Undisclosed MIL demos**

Why Prandtl?

Cost

***10X Cheaper** than alternatives*

Power

Standard power requirements, requires no additional infrastructure purchase

Made in House

All components **made in-house** without reliance on foreign suppliers



Thank You

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Email

info@prandtldynamics.com

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Cambridge TERAHERTZ

Cambridge Terahertz

See the invisible, detect weapons, save lives

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USUL

Usul

Your AI platform to win defense contracts

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USUL

Win More Defense Contracts With AI

Palantir

Gordian Knot Center
for National Security Innovation
Stanford University

GLOBAL SOF FOUNDATION

Y Combinator

Defense contracting is hard

- 50+ contract portals to monitor
- $900B dispersed across hundreds of PDFs
- Government stakeholders constantly change
- Increased competition and lower barrier of entry

It’s never been harder to get the best technology to the warfighter

Usul makes defense contracting simple

- Automated contract recommendations every day
- Defense budget and program mapping
- PEO and government stakeholder tracking
- Competitor and partnership analysis

Our customers have won over $100M in contracts in less than 10 months

We’d love to talk to

- Defense primes
- Defense startups
- DoD innovation arms
- Program executive offices

Feel free to reach me at

jarren@usul.com



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THANK YOU FOR ATTENDING

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