

# Brown Forum for Enterprise

## Building the Team

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# Team Building

- Management
- Professional Advisors
- Board of Directors
- Customers
- Government

# Teaming with the Government

- The Best Source of Non-Dilutive Venture Capital

## Program Elements

- Small Business Innovative Research (SBIR)
- Broad Agency Announcement (BAA)

Government Programs must be  
strategically aligned with your  
business plan to work

Otherwise...

# Major Distraction

# Triton Systems Business Model...



100% of TSI's revenue is from government sponsored R&D

# Triton Spin-off Ventures

Triton Biosystems

**TRITON BIOSYSTEMS**

Funding from Triton, Government Plus Up, and VCs

SI2 Technologies



Funding from Triton, DARPA SBIRs and SI2 Management

# Defense Advanced Research Projects Agency



Who are these people?  
What do they want?

# Current DSO BAA opened February 8, 2005

**New Materials, Materials Concepts, Materials Processing and Devices**

**Advanced Mathematics: Application and development of advanced mathematics for applications of interest to the Department of Defense (DoD)**

**Defense Against Weapons of Mass Destruction: Technologies to render biological, chemical, nuclear, or radiation attacks against the U.S. military harmless**

**Applications of Biology to Defense Applications**

**Novel Technologies to Improve the Human Consequences of Transformation**

# In Summary...

Respectfully leverage the entire  
team for mutual success