

THE PARTNERSHIP FOR DEFENSE INNOVATION'S
DEFENSE & SECURITY TECHNOLOGY ACCELERATOR PROGRAM
CLIENT SERVICES



WHY YOU NEED DSTA

PDI's Defense & Security Technology Accelerator (DSTA) program helps young companies develop and test their products with the goal of rapidly entering the market place. DSTA clients have the opportunity to collaborate with and utilize testing, research & development, and product evaluation capabilities with the various universities with which PDI maintain strategic relationships. As a DSTA client, you will receive:

- Fully Furnished Office Facilities
- One-on-One Coaching and Mentoring
- Commercialization Assistance
- Introductions to defense & security agencies
- Business development & planning
- Grant funding & financing
- Collaboration with Academia

Subject Matter Expert (SME) Training to include:

- Government Accounting Methods
- CCR (Centralized Contract Registration)
- WAWF (Wide Area Work Flow)
- GSA (General Service Administration) processes



COACHING/MENTORING

Upon entering the DSTA program, all clients will receive an initial assessment to determine the company's strengths and weaknesses in areas such as business operations, accounting and marketing. Clients are then given an **86 Point Client Management Plan** which consists of the following areas:

- **Operations** – 22 points
- **Accounting** – 24 points
- **Human Resources** – 18 points
- **Marketing** – 7 points
- **Training** – 15 points

The **86 Point Client Management Plan** is used to help the client fulfill all requirements which are necessary to pass a Defense Contract Audit Agency (DCAA) pre-audit. PDI/DSTA staff guide clients through all points of the management plan while offering assistance in completing the necessary requirements.



TURN-KEY OFFICE SPACE

The DSTA facility is a 15,000 square foot building that is free standing with parking for over 50 occupants and features:

- 21 offices
- 2 general conference rooms
- 4 laboratories
- Front lobby with full time receptionist
- Fully equipped break room

As a DSTA client, local phone service and internet service are included with your office space.

Clients can utilize conference rooms equipped with internet connectivity and full audio/visual capabilities complete with a series of flat screens, LCD projectors, and motorized screens. The general conference room has the capacity for up to 40 people and the ability to configure the room for conference, training or presentation settings.