



**WASL**

*For techno-entrepreneurs.*



# Start-ups in defense programs



Startup

- **Innovative newly** created company, aiming for **rapid growth** through levers of scalability, through solutions derived directly or indirectly from digital technology (incl. spin-off, spin out).
- **Deep Tech:** Disruptive technology

## CHALLENGES

• Highly regulated area → **Time and human resources**



• Highly capitalist company → **Funds**



• Lack of geopolitical awareness → **Market needs identification**



### Acceleration:

- fixed-term, cohort-based programs that include support to seed investment, connections, mentorship, and educational components, and culminate in a public pitch event or demo day to accelerate growth.

Accelerator organisations

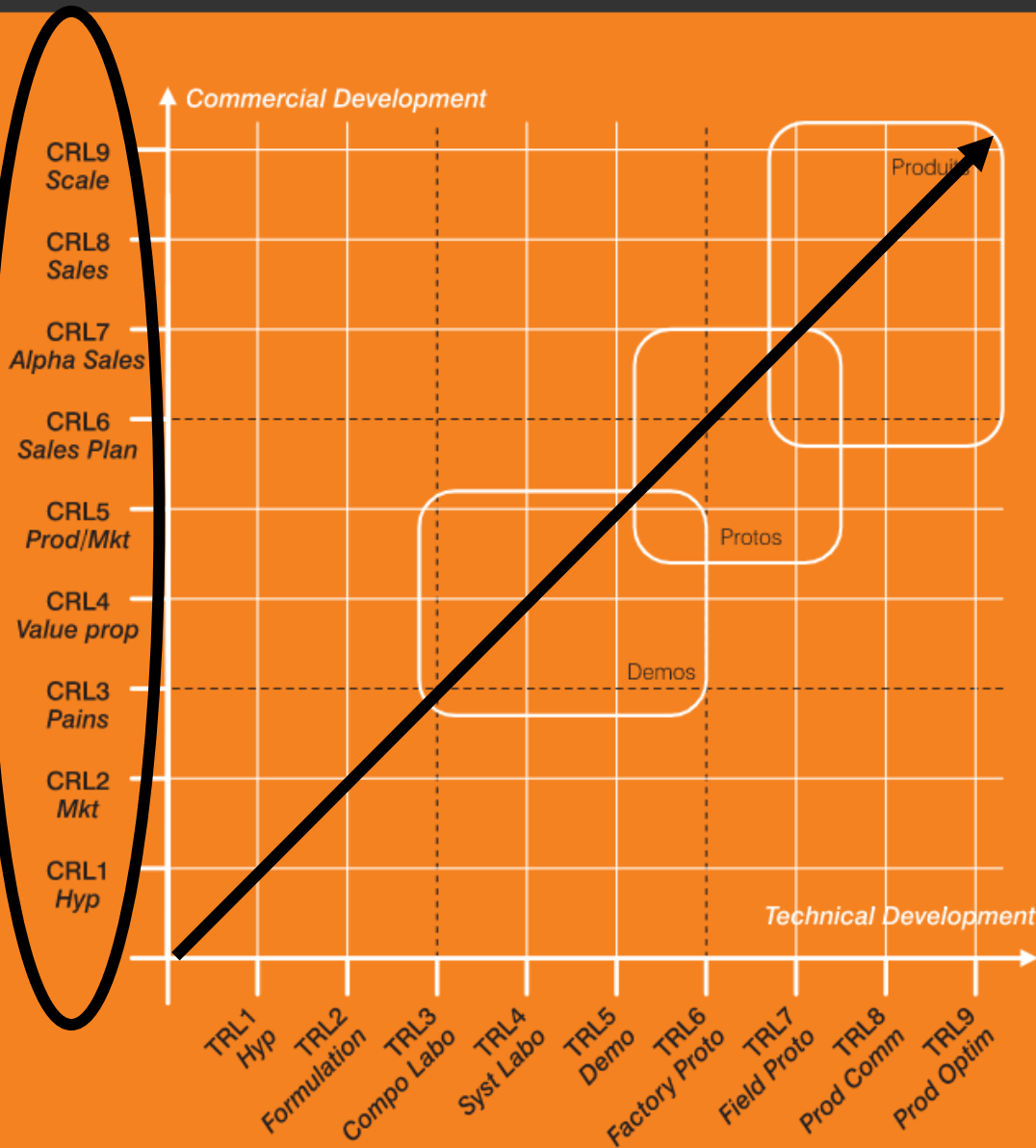
## Dual-use approach:

Civilian market  
Vs  
Defense market

Market needs



Specification requirements



## Diana opportunity:

- Fast innovation cycle development using SU model
- Co-development opportunity to respond to specification requirements
- Direct access to defense market
- Financial Support
- Ethic by design technologies