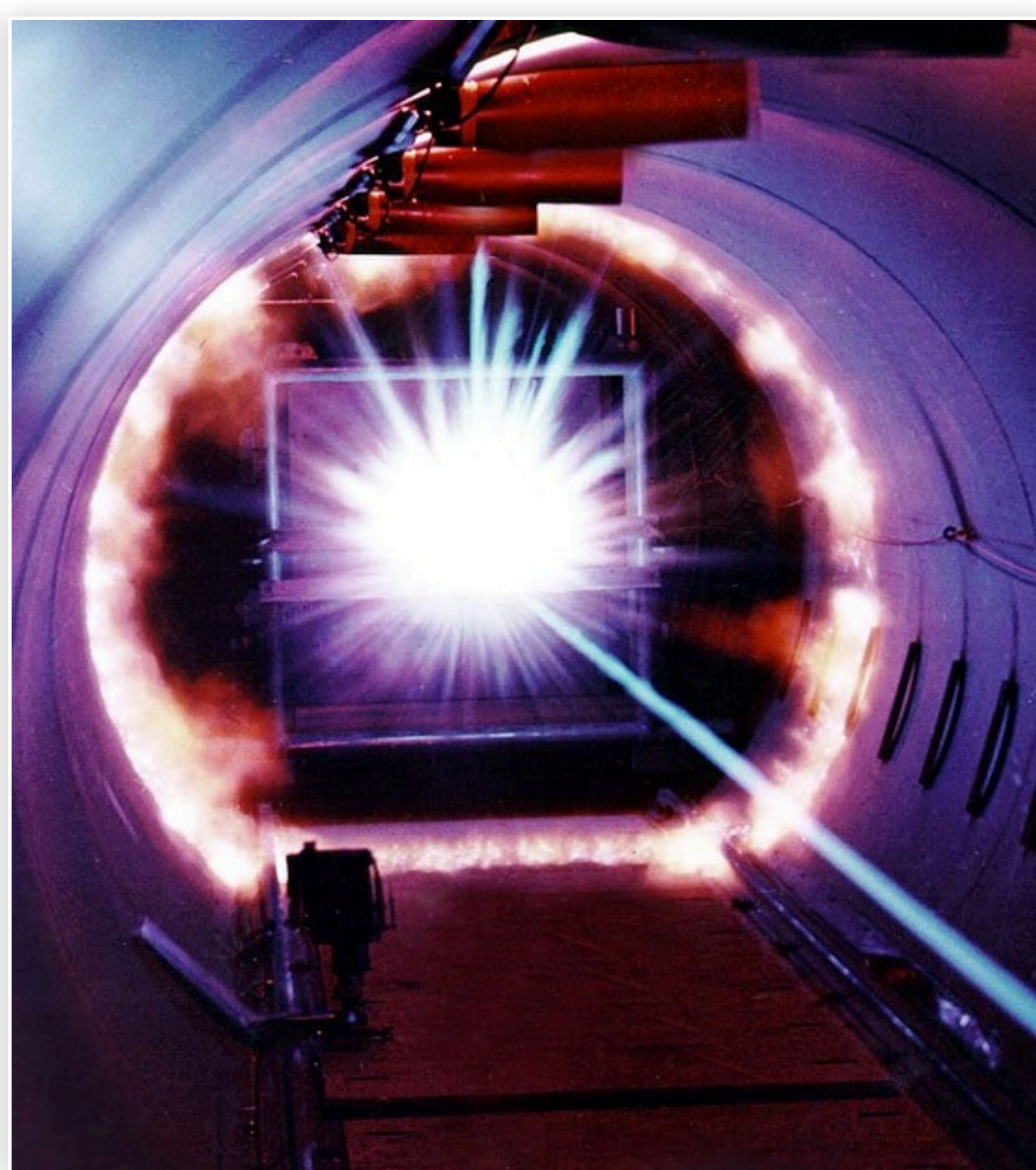




LTA ACCELERATOR

LITHUANIA TO AMERICA
DUAL-USE FOCUSED

FEDTECH



Lithuania to America Accelerator

Focused on Dual-Use Companies

Designed to support Lithuanian companies developing dual-use technologies, which have applications in both civilian and defense sectors. We help these companies enter the US market by providing:

- ✓ **Access:** Opportunities to secure US commercial and government contracts and connect with industry leaders.
- ✓ **Support:** Mentorship, funding readiness, and guidance on business development, regulations, and market strategies.
- ✓ **Growth:** A structured program with clear milestones to facilitate successful market entry and expansion in the US.



“We've worked with many accelerators but the quality of contacts here brought together by FedTech is something else,,

“Mentors were superb. They provided excellent pitch advice on business strategy,,

“Prior to the accelerator, we would have been deterred from working with the DoD,,

“Our mentors bring different but much needed sets of strengths for [our company] in this mentorship program,,

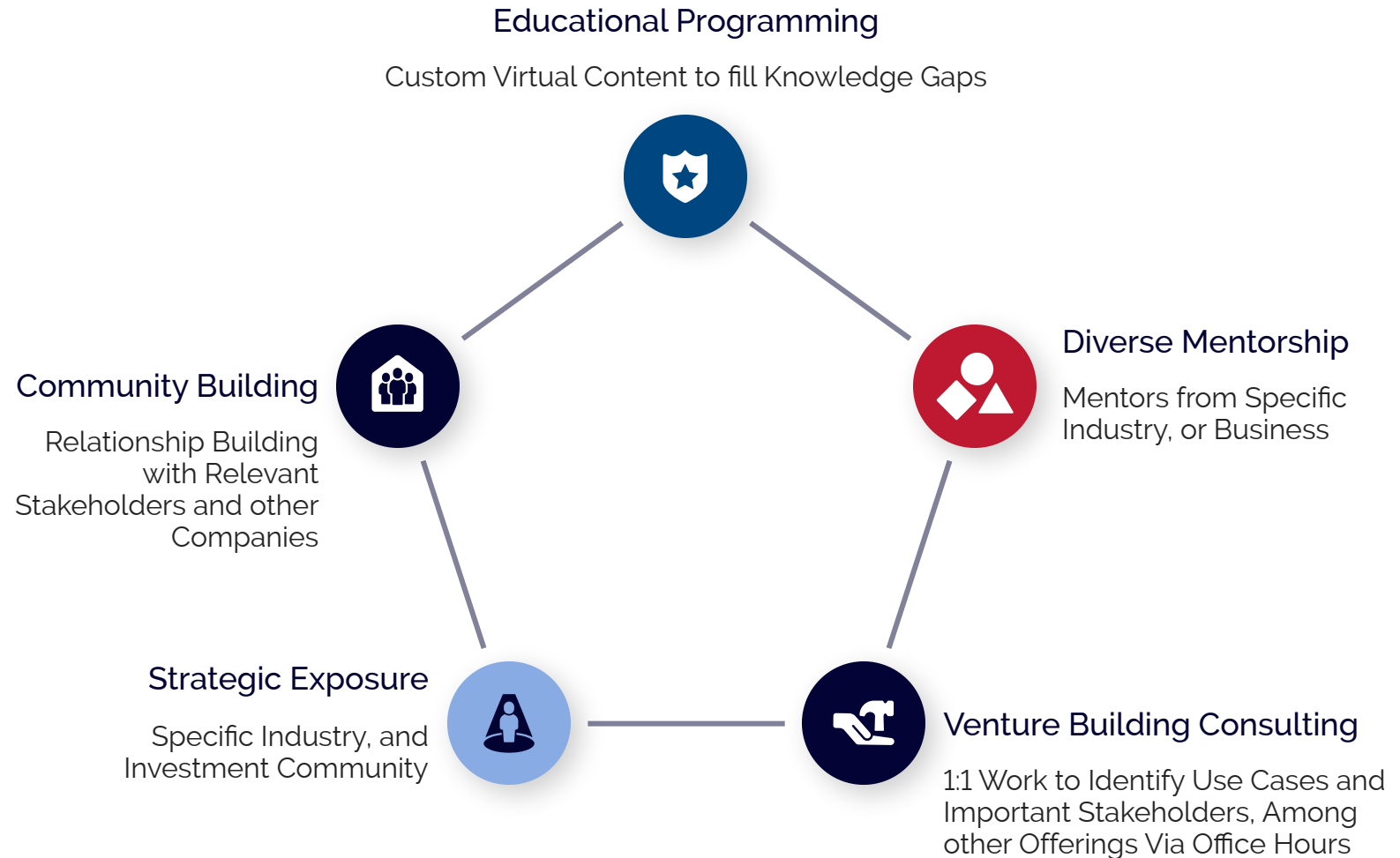
“Beyond the networking and connection points, the feedback throughout the accelerator program has helped us modify our product features to better align with Army needs.,,

Goals

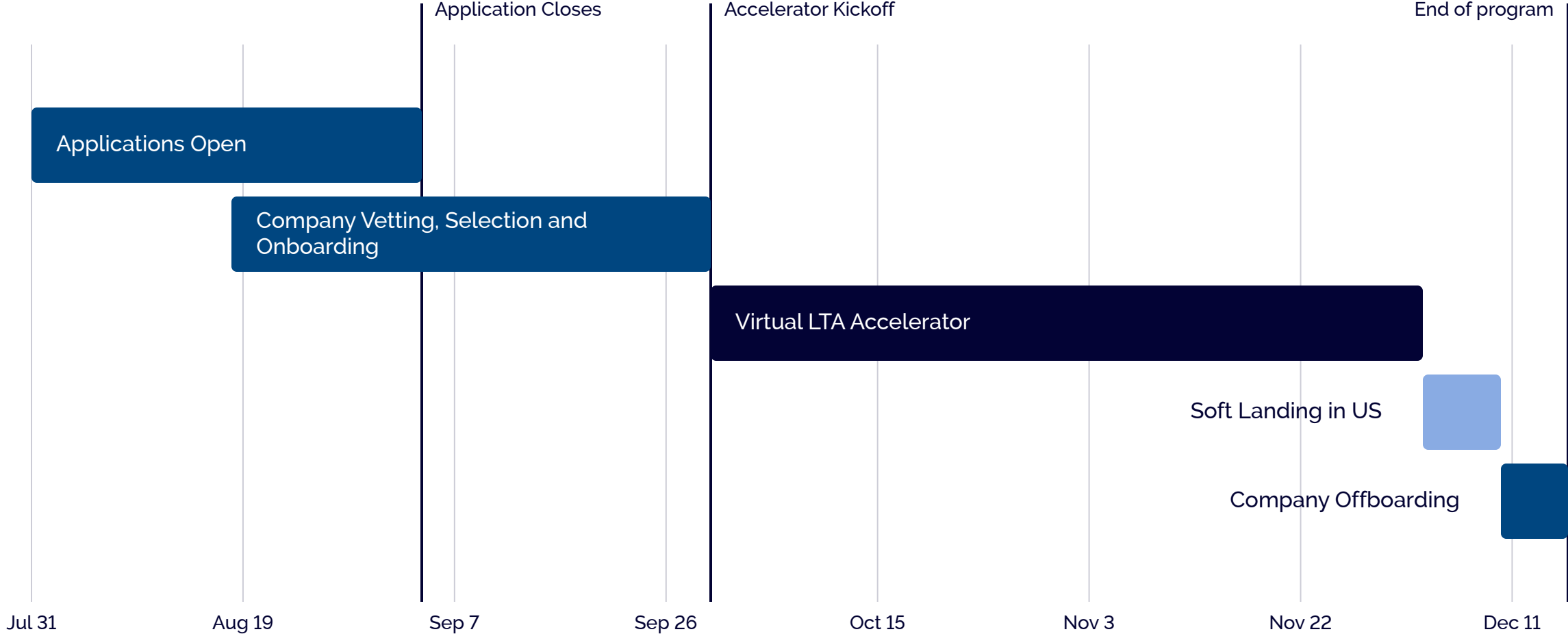
- 1 Position Lithuanian companies as a reliable supplier for advanced technology companies
- 2 Provide resources, knowledge, and support for Lithuanian companies seeking to work with U.S. customers to address critical U.S. and NATO needs
- 3 Give companies the momentum and knowledge they need to continue pursuing the U.S. market indefinitely
- 4 Position Lithuanian companies to pursue investments from US-based investors

Core Pillars

The primary goal of the Lithuania to America Accelerator is to help innovative Lithuanian technology companies successfully thrive in the US.



Accelerator Timeline





Kickoff



Demystification of the Department of Defense (DoD)

- DoD 101 - Organization structure, history and purpose
- Overview of stakeholders in Defense



Key Government Organizations in the U.S

- Ecosystem overview



Understanding the Engagement Process

- Regulatory Considerations
- Doing Business in the U.S.
- Pentachart training



Investor Readiness

- Investor identification, targeting and outreach
- Pitch Training



Customer Discovery

- Learn how to navigate complex customer needs and uncover pain points

Workshop Curriculum

*Subject to change based on needs

- **Topics**

- ✓ Unpacking U.S. Markets and Customers
- ✓ Acquisition Methods
- ✓ Warfighter Impact
- ✓ Prime Contractor Ecosystem
- ✓ Using U.S. Based Resellers
- ✓ Opening a U.S. Office
- ✓ Overview of Relevant Regulations
- ✓ Testing and Evaluation Programs
- ✓ Effective Messaging for Public Pitches
- ✓ Making the most of investment capital

- **Structure**

- Weekly webinars
- Expert speakers for all relevant webinars

- **Interactivity**

- Short action-items before webinars to prime the cohort for the topic, or post-webinar action-items to ensure next steps are clear
- Built-in time for the cohort to meet each other and build intra-cohort connections
- Use regular polling to evaluate effectiveness of each topic

- **1:1 Mentoring Sessions**

- **Weekly open office hours**



US Soft Landing Week

FedTech will aim to align the US soft landing week with a major conference. We will leverage extensive stakeholder networks, including DOD innovation organizations, federal labs, Prime Contractor companies, FFRDCs, Venture Capital investors, ITAR & EAR Compliance experts, and subject matter experts to help the participants obtain exposure and build U.S. partnerships.

- **DoD Innovation Organizations**
For longstanding engagement pathways
- **Defense Primes + Synergistic Partners**
For contracting partners
- **Federal Labs and FFRDCs**
For S&T partnership opportunities
- **Venture Investors**
For capital
- **SMEs in relevant fields like lasers**
For positioning and knowledge

Virtual

Mentorship



Diverse Mentorship - Sourcing

- Leverage mentors who have experience working with international companies
- Leverage mentors who have experience working with dual use companies

Pairing

- Allow mentors and companies to meet everyone in the cohort and select which company would work best for them

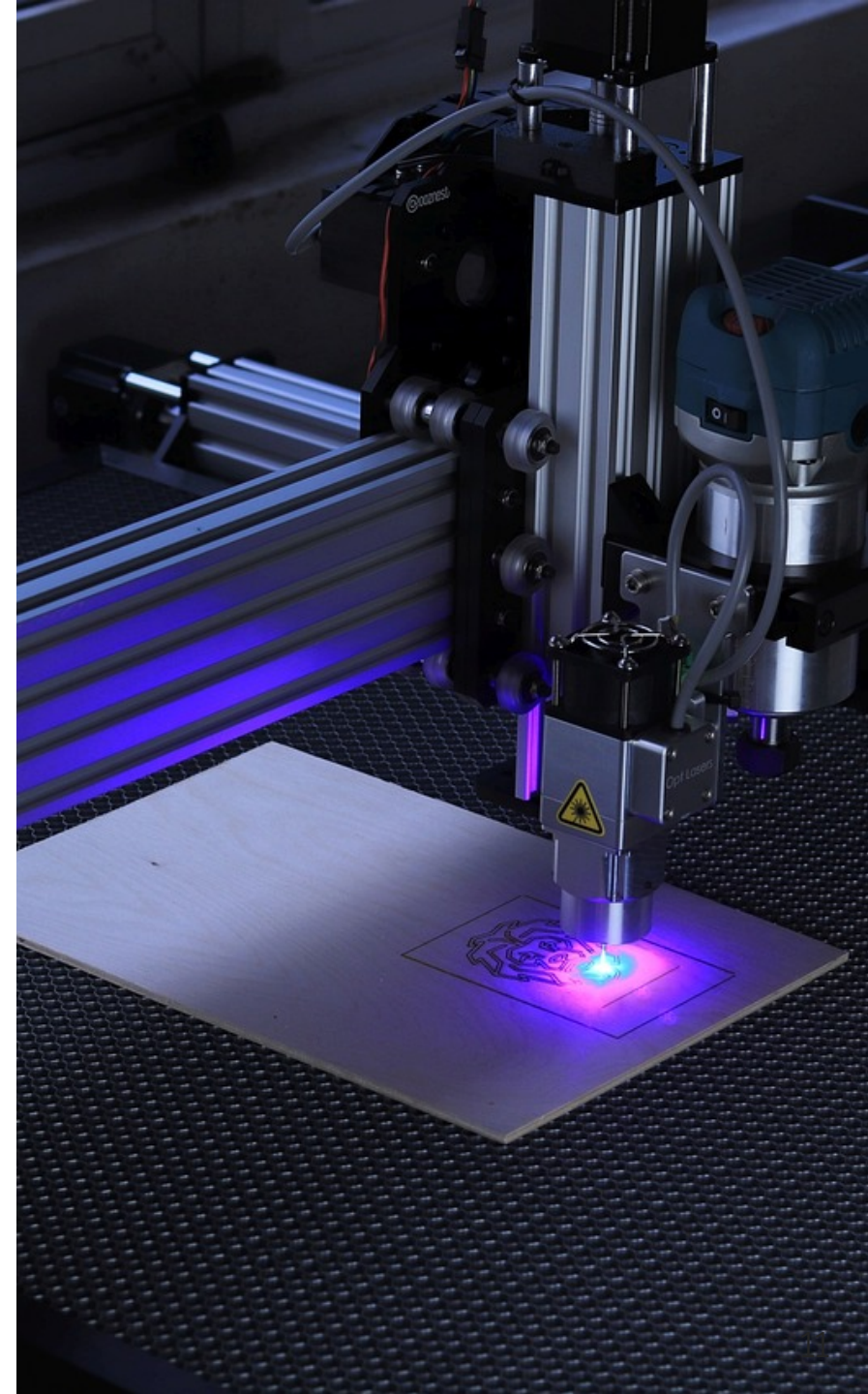
Structure

- 1-hour meetings
- Hold a goal-setting session with the cohort, so they are prepared to engage with their mentors

Preferred Criteria

The Lithuanian companies who are in the best position to make the most out of this accelerator will generally have the following characteristics:

- Generating revenue
- Dual-use technology solution
- Prepared to expand to the US



FEDTECH Quick Overview

- We specialize in designing and executing custom deep tech training, transfer, transition and commercialization innovation programs.
- We operate across all technology vertical and all TRL levels, and across the globe, having worked with 75+ international companies.
- We are not an investor, nor do we take equity. Our clients are organizations with a stake in the success of technology innovation efforts.
- We are a team of over 50 individuals based in Arlington, VA, bringing together diverse experiences in technical fields, entrepreneurship, and military service.
- We prioritize ROI. Our clients want to see hard metrics in return for their investment in our programs.
- We will run 40+ programs this year for our clients (some in a "white labeled" capacity).



Founded in 2015 and headquartered in Arlington VA, FedTech is a premier deep-tech innovation platform. Serving both top-tier government agencies and corporate clients, we guide them through every stage of the innovation lifecycle, from idea inception to scaling, emphasizing our unwavering commitment to deep-tech entrepreneurship through internal innovation programs, startup studios, accelerators, and professional services.

Internal Innovation

Activate
Intrapreneurship

Training technical personnel to research and generate higher potential solutions. We design custom solutions to unlock the potential of our clients. Whether it's through intense short-term workshops or through longer engagements, we use evidence-based methods to push teams out of their comfort zones to develop improved solutions for their organization.

TRL (0-4)



**2000+ R&D Personnel Trained,
Hundreds of Ideas Developed**

Startup Studios

Spinout Early
Stage Startups

Entrepreneurs will be paired with a technology developed in a federal or university lab. Over the course of the intense program, entrepreneurs are taught the lean startup model, focusing on validating their business models through customer discovery. If the team finds a problem-solution fit and the opportunity is promising, we help launch their venture.

TRL (3-6)



**300+ Technology Teams built
around Federal IP, 150+ Companies
Created, 700+ Entrepreneurs across
37 States**

Accelerators

Creating Traction
for Deep Tech
Startups

We partner with organizations to build custom accelerators, where startups deliver solutions to solve our partner's most pressing needs. We work with the ventures to drive growth and better position themselves in the marketplace.

TRL (4-9)



**300+ Startups Accelerated,
\$2B+ in Public and Private
Funding Raised**

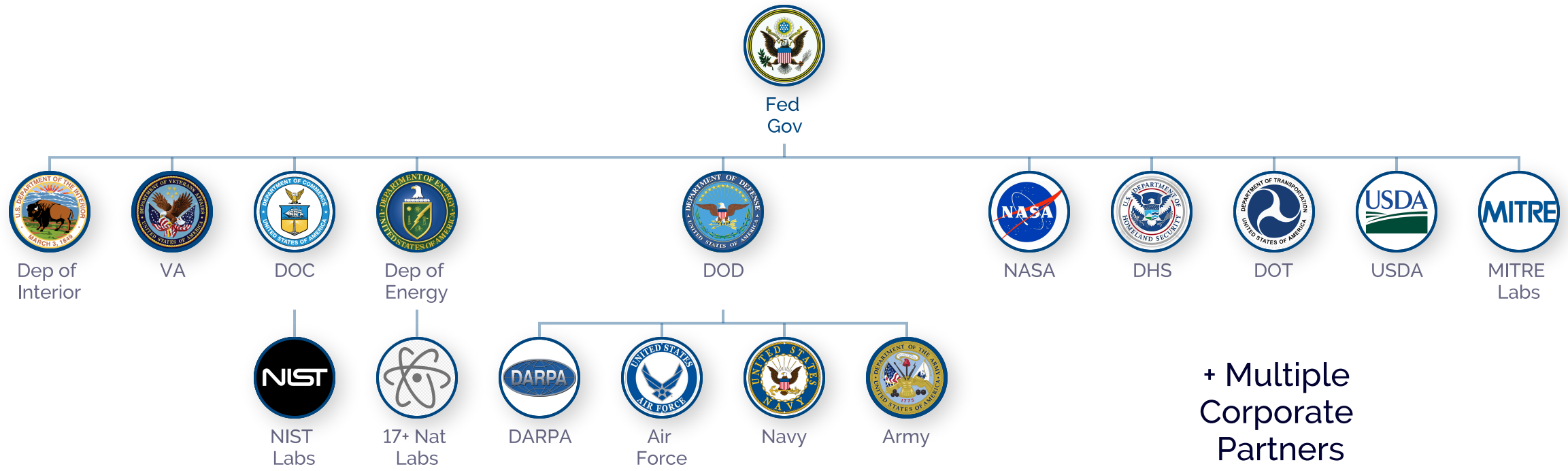
Trusted Partners



+ Many More!

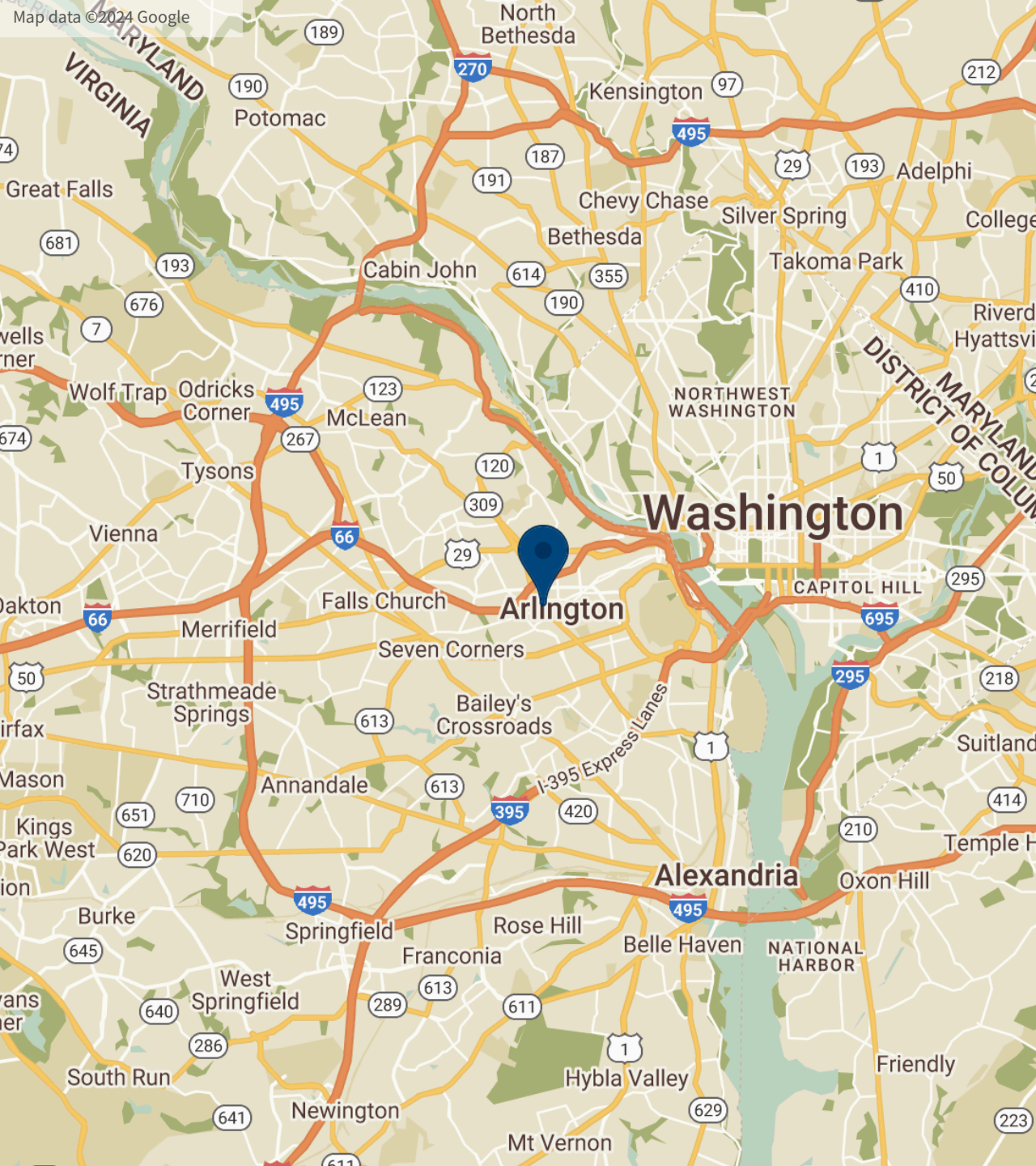
FedTech's R&D Ecosystem and Network

Departments and agencies we work with and have strong relationships with



LTA Accelerator Details

Cohort Dates	September 30, 2024 - December 16, 2024
Cohort Focus	Dual-Use Focused Companies
FedTech's Network Size	10,000+ Stakeholders
Best Dual-Use Accelerator in the US	✓
World-Class Mentorship	✓
Weekly Webinars	✓
US Soft Landing Week to Meet Customers, Partners, Investors	✓
Fee Per Company	€25,000
Less Eligible Amount of Reimbursement	-€20,000
Overall Cost per Company*	€5,000



We are excited to work with you!

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