

The logo for ARI, consisting of the letters 'ARI' in a bold, white, sans-serif font. The background of the slide is a dark blue gradient with a network of glowing blue nodes and lines, suggesting a digital or technological theme. A solid green horizontal bar is at the bottom of the slide.

ARI

UNITING INNOVATORS.
POWERING INNOVATION.

Building partnerships and connecting resources across America's technology ecosystem to deliver solutions that power economic growth and strengthen national security.

theARI.us

APPLIED SOLUTIONS. INNOVATIVE IDEAS.

Advancing Security Through Innovation

As a neutral, third-party nonprofit, ARI **unites** America's technology ecosystem, **connecting** innovators and governments with the resources and partnerships that **power** transformational ideas into applied solutions with regional, national, and international impact.

WE UNITE innovators *through* thriving partnerships, bringing together America's brightest minds from academia, government, and industry to tackle the challenges that matter.

WE CONNECT innovators to federal funding and governments to novel technology solutions, facilitating pathways from innovation to impact.

WE POWER innovation, ensuring a more secure and prosperous future for the U.S. and our allies.



Connecting the Midwest to Crane



SHOWCASING THE DEFENSE TECH ECOSYSTEM AROUND INDIANA AND THE GREAT LAKES

- ARI hosted in 2025; event had 400+ attendees
- 2025 was postponed due to government shutdown, rescheduled for April 8-9, 2026
- 2026 Theme: From Midwest to the Mission



LEVERAGING UNIVERSITY RESEARCH TEAMS TO SOLVE TECH PROBLEMS FOR CRANE

- ARI facilitates IRC ideation events for Crane
- Researchers from IU, Purdue, and Notre Dame are assigned to inter-university teams and each given a different technical challenge to solve
- Teams settle on best ideas, which are then compiled into white paper for Crane for potential funding



CONNECTING CRANE TO INNOVATORS IN INDIANA AND BEYOND

- ARI has a Partnership Intermediary Agreement (PIA) to carry out tech scouting functions for Crane
- NavalX recently absorbed into Navy Rapid Capabilities Office
- Important link to Minnesota and the Lake Superior Test Bed

Driving economic growth across Indiana



DEPARTMENT OF COMMERCE / EDA REGIONAL TECH HUB PROGRAM

- One of only 31 to receive designation, one of 12 to get funded, and only biotech focused hub to receive funding
- Primarily focused on scaling domestic manufacturing of pharmaceuticals and therapeutics as a national security concern
- Increasing focus on biotech for defense purposes, particularly synthetic bio applications for energetics



DEPARTMENT OF WAR MICROELECTRONICS COMMONS

- One of 8 ME Commons Hubs in the country
- Developing ME strategy for the state to build on investments in advanced packaging by SK Hynix, Nhandced and others
- Pathways into venture funding through new Applied Research Capital initiative



USDOT / FEDERAL AVIATION ADMINISTRATION UAS TEST SITE PROGRAM (NEW)

- Part of Gov. Braun's Indiana Initiative for Drone Dominance (I2D2)
- Building commercial capacity in drone design-build-test ecosystem to complement DoW investments in drones through Indiana
- In early January 2026, the FAA announced we were one of two winning applications

Bringing innovation to the Pentagon

DARPA
CONNECT
DISCOVER · COLLABORATE · CONTRIBUTE

DARPA'S TECH SCOUT AND SOLE PARTNERSHIP INTERMEDIARY

- Program developed and managed by ARI to find innovators in key technology areas and connect them to DARPA opportunities
- Regional programming allows for expanded networking, and in-person connection between DARPA and entrepreneurs
- Online curriculum helps businesses better understand the needs of DARPA and DoW, and if they are a good fit to pursue funding

U.S. DEPARTMENT OF WAR
SciTechCONNECT

THE NEW FRONT DOOR FOR INNOVATORS TO OUSW(R&E)

- Modeled on DARPAConnect's success, SciTechCONNECT with the Office of the Undersecretary of War for Research & Engineering
- First event held last week in Jackson, MS at Jackson State University
- Developing new and unique programming for OUSW (R&E)



Defense Innovation OnRamp Hubs

NATIONAL PROGRAM MANAGER FOR ALL DIU ONRAMP HUBS

- Manage hubs in Arizona, Hawaii, Kansas, Kentucky, Minnesota, Montana, Ohio, and Washington
- Rapidly sourcing commercial solutions to actual problems from the warfighter across a broad network, then quickly contracting for proven solutions

Transforming acquisition to get technology to the warfighter



FIRST DoW SOLUTIONS MARKETPLACE, SUCCESSFUL OTA

- Rapid acquisition for AI procurement
- DOW Average Procurement Administrative Lead Time (PALT) = > 150 days; Tradewinds Average PALT = < 40 days (Palantir had a contract executed in 9 days)
- Model allows for true “off the shelf” procurement, as all listed products are already post-competitive and awardable
- Available to non-DOW agencies. E.g., CBP has bought AI for border security off Tradewinds

DARPAERIS

A PATHWAY BEYOND DARPA CONNECT, MORE THAN SOFTWARE

- Products span disruptive technologies across several technical areas
- DARPA's willingness to experiment has allowed us to shorten their PALT times even further than Tradewinds (one contract was executed in 4 days)
- Available to anyone with .mil email address



ACCELERATING TECH PROCUREMENT FOR USAF, US ARMY, AND MORE TO COME

- US Air Force launched Platform One in early 2025 for software procurement
- Army Application Labs launched Dev X Autonomy in December 2025 for autonomous systems
- Both available to anyone with .mil email address
- New potential RAMs in the works

Thank you!

And please keep in touch



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