

INSIGHTS OUTREACH

NAVIGATING DHS S&T
OPPORTUNITIES

SVIP Startup Spotlights

Fireside Chat with Melissa Oh

Managing Director, Silicon Valley Innovation Program

June 1, 2021



Homeland
Security

Science and Technology



Silicon Valley Innovation Program



Cultivate

Educate the innovation community
on DHS's mission and challenges



Innovate

Leverage commercial investments
& adapt to meet government needs

Who does SVIP work with?

- Startups/small businesses with less than 200 employees, including subsidiary and parent companies
- Non-traditional companies: No U.S. federal government FAR-based contract(s)/grant(s) totaling > \$1M within 12 months
- Commercially focused product roadmap and willing to open aperture to bake in DHS needs
- U.S. & International

I'm a startup. How can I engage?

- Follow S&T to be notified of new funding opportunity topics
- Join the SVIP mailing list: dhs-silicon-valley@hq.dhs.gov



SVIP Application Summary



Topic Call

DHS operational agency describes need



Application

Startup submits 10-page application laying out how its commercial product can be adapted to meet DHS need



Pitch

Select startups are invited to provide 15-minute virtual pitches; courtesy decision provided within 48 hours



Award

Other Transaction Agreement awarded on average within 45 days



Program Summary

Total \$200K-2M over 24 months | 3-4 tranches of non-dilutive funding (\$50-500K/3-6 months)



Phase 1

Demo proof of concept

Phase 2

Demo prototype

Phase 3

Functional and Red
Team testing

Phase 4

Test in various
operational environments



SVIP Benefits to Startups



Equity-Free



Network



Mentorship



Market Validation



Amplify Your Reach



Follow-On Funding

Previous SVIP Topics



**Internet of
Things Security**



Big Data



**Identity and
Anti-Spoofing**



**Fintech
Cybersecurity**



Aviation Security



Seamless Travel



Drones/sUAS



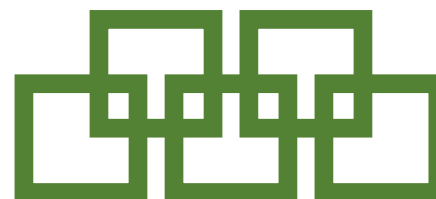
K9 Wearables



First Responder Tech



Maritime Security



Blockchain



COVID-19 Response

SPEAKERS

Insights Outreach

June 1, 2021

SVIP Startup Spotlights

Dr. Bob Baxley

Chief Technology Officer

Bastille

Andrew Bud CBE FREng

Founder and Chief Executive Officer

iProov

Melissa Oh

Managing Director

DHS S&T SVIP

@quicklaunch™

Bastille

Company Overview

Bob Baxley, CTO

***Detect. Analyze. Act. Cellular, Bluetooth, BLE, Wi-Fi & other RF devices.
Extend Zero Trust to all RF devices through SD-RADIO***

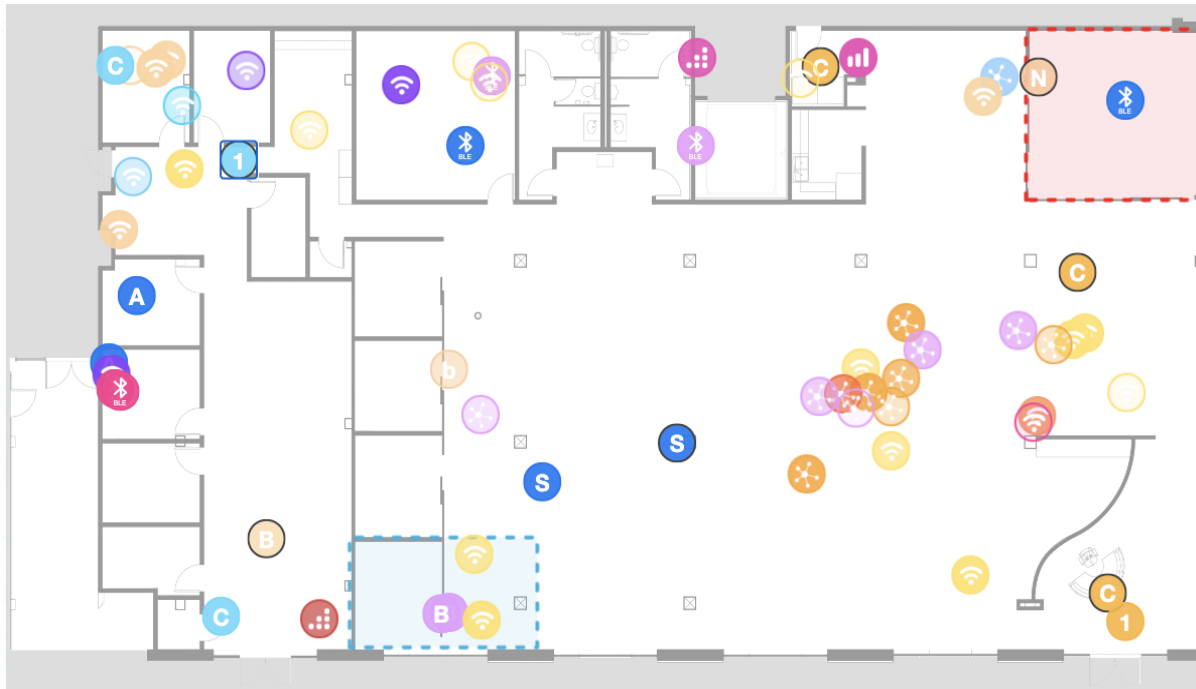


Bastille, an S&T SVIP Portfolio Company

Bastille Sensor Arrays



Real-Time Dots on your Floor Plan Map



Bastille

Bastille uses SD-RADIO to reveal Invisible Connections between RF Devices - in any protocol - connected to your network or not - to extend your Zero Trust posture to all devices in your environment.

Bastille, an S&T SVIP Portfolio Company



**Fusion
Center**



**On Premise or
Private Cloud**

API



1: Bastille supports large, distributed enterprise deployments where sensor arrays are installed in an organization's facilities across the globe.

2: An organization's Bastille Fusion Center (FC) processes and stores data from all of a customer's Concentrators. A single FC can support multiple global sites.

3: Bastille has an API-first architecture that allows for easy integrations or third-party development to access to display Bastille data

4: Any operator with the appropriate credentials can access Bastille, either remotely or onsite.

Bastille, an S&T SVIP Portfolio Company

Origins and Team

- Founded in 2014 - \$45M of venture capital raised
- Funded by Comcast Ventures and Bessemer Venture Partners
- Founding team from winners of DARPA Spectrum Challenge
- Radio lab and executive briefing center in Atlanta, GA; demo center in VA



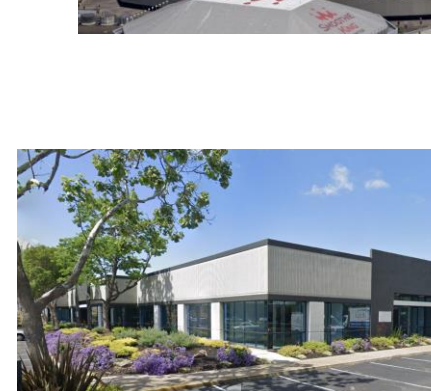
Customers

- Commercial deployments in **largest technology, bank, and hedge fund companies**
 - Protecting C-suites
 - Deployments in Fortune 50 companies
- **Federal, Department of Defense, and Intelligence Community (IC)**
 - From a stand-alone hut to a building bigger than the Superdome
 - Protecting IC buildings
 - Coast-to-coast deployments across combatant commands



Technology

- 26 patents issued, more in pipeline
- Products designed and manufactured in the USA





iProov Overview

Andrew Bud CBE FREng
Founder & CEO iProov

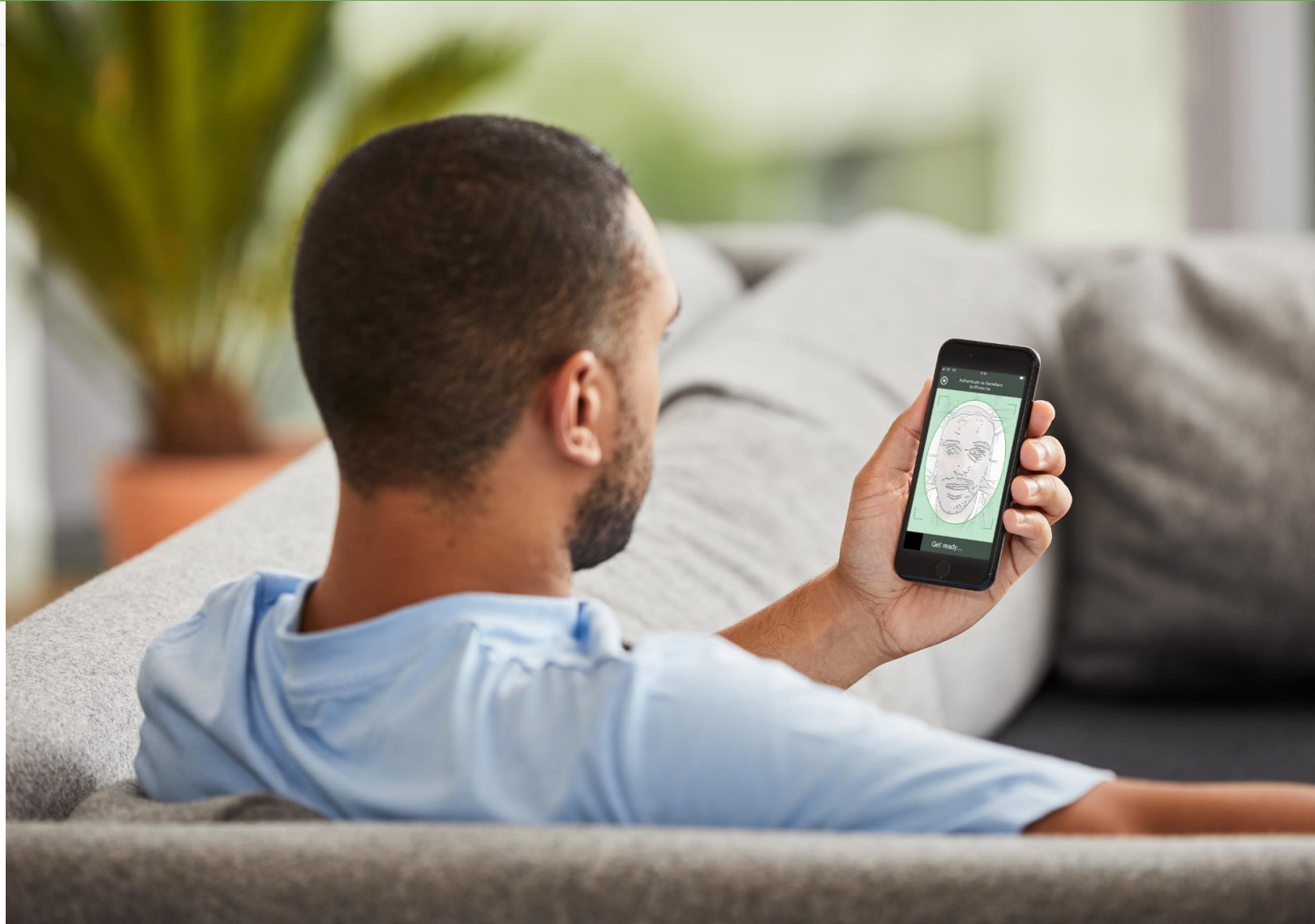


iProov, an S&T SVIP Portfolio Company

**To establish trust in
remote users with face
verification**

iProov
leads the world in
**Genuine Presence
Assurance**

Delivering trusted, inclusive
device-independent
person authentication,
tied to trusted ID credentials



iProov, an S&T SVIP Portfolio Company



About iProov

- Privately owned, trading since 2013
- 75+ employees; London, Washington D.C., Singapore
- 21 granted patents



Global Market Leadership

- Software as a Service biometric verification
- Strategic deployments worldwide, proven at multi-million user scale
- Numerous security certifications from governments and statutory bodies



Industry Recognition

- Gartner Cool Vendor 2020 for Identity Access Management and Fraud Detection
- Best authentication technology at the SC Europe Awards
- 5th fastest growing technology company on the Deloitte Technology UK Fast 50

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SVIP Resources



Silicon Valley Innovation Program

#STARTUPSWELCOME

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[Eligibility Requirements](#)

[Application Process](#)

[Current Funding Opportunities](#)

[Benefits](#)

[Current Portfolio Companies](#)

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DHS S&T SVIP Website

www.dhs.gov/science-and-technology/svip

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Silicon Valley Innovation Program

[Blockchain Portfolio](#)

Silicon Valley Innovation Program

The Department of Homeland Security (DHS) Science and Technology Directorate (S&T) Silicon Valley Innovation Program (SVIP) is keeping pace with the innovation community to tackle the hardest problems faced by DHS and the Homeland Security Enterprise. SVIP expands DHS S&T's reach to find

new technologies that strengthen national security with the goal of reshaping how government, entrepreneurs and industry work together to find cutting-edge solutions. Based in California's Silicon Valley, the program reaches out to innovation communities across the nation and around the world to harness the commercial R&D ecosystem for technologies with government applications and to co-invest in and accelerate technology transition-to-market.

We offer U.S. and international start-ups up to \$800K in non dilutive funding over 24 months to carry out prototype projects and possibly transition successful projects to production.

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Save The Date!



SILICON VALLEY
INNOVATION PROGRAM

SAVE THE DATE



Homeland
Security
Science and Technology

SVIP Virtual Demo Week

SEPTEMBER 14-17, 2021

SVIP Virtual Demo Week: a week-long showcase of S&T SVIP portfolio companies

Email us to be added to our mailing list. We'll notify you when registration opens.

dhs-silicon-valley@hq.dhs.gov

Connect with Us



www.scitech.dhs.gov



SandT.Innovation@hq.dhs.gov

DHS S&T Industry Partnerships
SandT.Innovation@hq.dhs.gov

www.dhs.gov/science-and-technology/office-public-private-partnerships

Melissa Oh, Managing Director
Silicon Valley Innovation Program
Join our mailing list: dhs-silicon-valley@hq.dhs.gov

Next Month on Insights Outreach!

An Industry Partnerships Webinar Series

Program Exploration Getting Onboard with SBIR

**INSIGHTS
OUTREACH**

NAVIGATING DHS S&T
OPPORTUNITIES

Tuesday, July 6, 2021 | 2–3 p.m. ET



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