

What is the MTO Transition Accelerator?

The ultimate objective of all MTO programs is to provide a technological advantage to the warfighter. In many cases, the transition of technology from a DARPA program to the battlefield requires additional development and investment at the end of a program. In some cases, the primary market is the defense sector, while in others the most viable path to providing technology to the DoD requires a parallel commercial market. The MTO Transition Accelerator is a newly created opportunity for Performers to access resources and support for the purpose of ushering a new concept toward a viable first application. The ultimate objective is to provide a new or greatly improved defense capability. MTO's Transition Accelerator asks Performers to investigate the hypothesis that a compelling business model exists and, if the answer is yes, to develop a business pathway based on market and customer data.

The MTO Transition Accelerator Program offers applicants the opportunity for additional funding, the ability to bring an entrepreneur-in-residence onto their team, access to industry and investor mentors, and participation in a cohort of entrepreneurial scientists.

The Transition Accelerator consists of two stages. What is the difference between Stage 1 and Stage 2? What level of funding will be provided?

Stage 1 of the Transition Accelerator runs in parallel with the DARPA Program effort and provides funding for one entrepreneur-in-residence, or a corporate business development employee, to investigate the hypothesis that a compelling business case exists. See below for example content that would be completed during Stage 1.

Stage 2 of the Transition Accelerator occurs after the typical DARPA Program ends, providing an opportunity for a substantial amount of funding to advance an early-stage prototype to a production-ready, manufacturable prototype as well as resources to begin executing on a Go-toMarket Strategy. Stage 2 requires cost share from investors or transition partners. See below for example content that would be completed during Stage 2.

Do I have to be a startup company to participate?

Corporations, labs, universities, as well as startups are all welcome to apply. A large corporation may not benefit from bringing on an entrepreneur-in-residence during Stage 1. They may benefit, however, from bringing on a business development professional from one of their business units to build out the business case and usher the technology through the corporation's gate review process. A university or a lab may benefit by bringing on an entrepreneur-in-residence during Stage 1 to investigate a licensing or a startup transition pathway.

What are the different options for an acceptable transition plan? Do performers need to create a start-up?

Although start-ups stand as one option for a viable transition plan, other options could include a licensing agreement, a joint venture, or other mechanisms to transition the technology to industry. Ultimately, as has been stressed before, the plan must enable new defense capabilities.

How does a Performer get selected for the Accelerator? How does contracting work?

Proposals with the framework of the Electronics Resurgence Initiative (ERI) proposals selected for funding may be contacted for inclusion in the Transition Accelerator program based on their proposed costed, transition plan task and potential technology impact. If there is mutual interest in participation, the costed task will be augmented during negotiations with a more robust approach to building a transition plan and formed into a mutually agreed upon statement of work (SOW).

Example content:

See example content for Stage 1 and Stage 2 available in the “Understand Contracting” section of the ERI Resource Page [here](#). For earlier stage technologies, a paired down version of this content may be more appropriate. Each SOW will be negotiated between the PI and DARPA.