**Disaster Tech Quarterly Board Meeting-20230907\_090550-Meeting Recording**

September 7, 2023, 3:05PM

1h 37m 8s

 **Speaker 11** started transcription

 **Speaker 1** 0:06
So he is the absolute best of the best on this and he's really excited to work with us.
He's full time.
Had a great call with him this morning.
5:00 AM hit his time, but he just loves the mission.
He he really enjoys working on this particular problem, right of disaster preparedness and crisis management.
So he is passionate about the mission as well as being an expert in what he does.

 **Speaker 10** joined the meeting

 **Speaker 1** 0:35
Of course.
What's better than that same thing with Jim Wilt, just distinguished architect, CTO, formerly leader, architect, senior architect at Microsoft at Team Mobile at Best Buy.
Really what we're bringing in Jim in for is help us break the system, right?
We have a a a very important mission of helping companies and agencies prepare and respond to crisis.
The last thing we want is our system to break in a crisis.
So what we're having Jim do is completely evaluate up, down, left, right, our platform or software, our infrastructure, our company because it's not just about the product, right, it's the company too.
You know, if you you're thinking through the lens of, you know the the the upcoming CMC requirements, these cyber security maturity model certification that Department of Defense is going to require companies if they wanna do business with the DoD, right.
It's all aligned to the NIST standards of risk management framework.
The 800 series 53171 and so forth.
We're looking, you know, looking at this from how can this break from a scalability and reliability perspective, but how can this break from a security perspective?
So Jim has interviewed all of our engineers and our product leads at the company and he's he's working his.
Yeah, his recommendations now and then he'll present that back to the team.
So we can we can keep it moving.
We did add him as an advisor to the company as well.
I should be on the website at this point.
I'd have to look, but regardless, he's gonna really help our company make sure that we don't.
We don't crash and burn when we're needed the most.
He gives a really, really cool story about T-Mobile Tuesday, when he was at Team Mobile, they expected 700,000 sign ups in the 1st 24 hours they had 14 million and one of the deals was you get a free Little Caesars pizza sign up.
And not only did T-Mobile crash, but and believe it or not, Little Caesars ran out of pizza dough.
Uh O.
So not only did they they crashed their own supply chain, they they crashed somebody else's supply chain, which is which is wild.
So he's got that type of experience, that massive scale, right?
So we're very excited to have him as part of the team.
So if there's no questions on Michael and Jim, I'd like to turn over to our esteemed colleagues.
We're Admiral retired, Doug fears.
So, Doug.

 **Speaker 2** 3:17
Hey, thanks, Sean.
And I've had the pleasure to meet Roger and have worked with Sean Plankey in the past.

 **Speaker 12** joined the meeting

 **Speaker 2** 3:24
And so it's good to see you all on the phone and and the the folks that I have not yet had a chance to meet.
It's good to meet you here.
Umm I I'm from the Eastern Shore of Maryland.
I grew up on the Chesapeake Bay and I enlisted in the Coast Guard when I was 18 and ended up not planning to do so, but ended up spending 40 years in the Coast Guard, probably the second half of my correct.
I went to see for a living.
So I spent 12 years of my life at sea in different ships and commanded a number of ships with the Coast Guard and the Navy operating around the globe.
Umm, but I spent a good portion of the latter half of my career in Washington DC Force of duty in Washington.
I've done budget and programming strategy and policy work at the White House.
I've worked in Congress, worked in think tanks and Coast Guard headquarters, and so I understand how to navigate the city pretty well.
Umm, Sean and I met uh while I was the senior director for Resilience policy on the National Security Council staff, and in that role I had responsibility for the federal oversight for natural disasters in 2017, 2018 and 2019.
And uh, so when Sean reached out to me and told me what you guys did, I was, I was deeply intrigued.
And I shared a vignette with them and the Hurricanes of 2017, which were Harvey, Irma and Maria.
And then the wildfires in California, we went through a season, went through a season when I was on the NSC staff of essentially working 18 to 20 hours a day, sleeping on couches.
Uh, and I got to the end of that hurricane season, which was about 90 or 100 days long of doing a Sprint like that.
And I went back and I looked at all the different emails that I had accrued for each of those hurricanes, and I had about 80,000 emails from all different sources, some of them authoritative, some of them date time stamps, some of them not.
And so I was deeply intrigued by the idea behind disaster Tech because I think having a command and control platform, if you will, to be able to do these sorts of things is just a really exciting prospect.

 **Speaker 13** joined the meeting

 **Speaker 2** 5:46
And with any degree of success, it's going to help decision makers and leaders lead most effectively.
And so ah.
Asked me to come kick the tires.
I did that.
Uh. Since I retired.
I'm I'm the chief operating officer of a small artificial intelligence company called Maji.
And we're we're subsidiary of Artists International and I'm surrounded by pH D's in this job.
Job and if you want to think about this through an AI or generative AI lens, we have social science and behavioral scientists behind us helping us do cognitively and culturally imbued generative AI.
And so we can read and write and do other things in social media.

 **Speaker 5** left the meeting

 **Speaker 2** 6:37
We've got a number of clients and we've we've actually had some discussions with Sean about maybe using our platform to help solve some of the crisis communications and other understanding landscape from an ATP perspective and so on and so forth.

 **Speaker 5** joined the meeting

 **Speaker 14** joined the meeting

 **Speaker 2** 6:54
But I retired from the Coast Guard last year, returned to the Eastern Shore.
I have a couple of other affiliations.
Senior advisory roles.
But I'm.
I'm dedicated to disaster tech and what you guys do, and I'm pleased to be part of the team.
Let me stop there.

 **Speaker 1** 7:12
Brilliant. Wonderful.

 **Speaker 3** 7:12
Are welcome to the team.

 **Speaker 4** 7:15
Yeah.
Excellent, excellent.
Uh, Doug.

 **Speaker 5** 7:17
Sounds great.

 **Speaker 4** 7:19
Thank you.

 **Speaker 2** 7:20
Thank you so much.

 **Speaker 4** 7:23
OK.
So I'll take the next slide, John.
I'm so, yeah.
I mean, you know, to, to Doug's point, you know, and to everyone's point, you know, we we need cadence and discipline and building outer company as we scale.
Yeah, we go live with our SAS offering.
We project in mid November and so we've hired folks that I've worked with in my previous lives.
In my current life was my private equity funds with pricing, branding and marketing.
So we selected pricing wire and we have been working with O the your CEO on almost a daily basis on pricing various opportunities, whether it's Disney, SOCOM, you know, the army, whatever, whatever the opportunities are BP and so on and so forth.
So pricing wire is giving us a a professionally vetted way to develop.
Not only is saz pricing, but an enterprise pricing way to go about doing it without impacting or SAS model, so they've been absolutely tremendous and they're they're they're professionalism is the 2nd to none.
Ohh, we hired a A to compliment that we we did a rebranding on not on disaster tech but per se on our platform.
So instead of having dice and predict and prepare and all that, we put it under one roof and it's called pratus and I think Doug, you know we're pratus came from and we'll we'll go to go into that in a bit.
But we trademarked the name products and we're building a website.
Protests dot AI uh for a really strong look and feel.
So when clients do wanna come in, they could take a look at what pratus is and what it offers, right?
So that's exciting.
And we've done a lot of work with branx.
I mean a tremendous amount of work, months of months of work with branks to make sure our branding is right on the money.
We we then selected a company called New Breed, which is basically a a marketing, sales and marketing group and they're very focused on HubSpot.
That's that's our CRM and they're configuring, configuring our our HubSpot modeling for streamlined marketing, CRM and sales.
So everything is in order and as it should be because they're HubSpot certified, they're like hotspots, top Fender, new breeders and and the likes.
So they've been fantastic to work with as we start to on board the Vice President of sales and marketing that we like that.
Resume next week.
Because we don't have a sales and marketing team because we've been in development and it's amazing the velocity of a business that we've gotten without a sales team.
So we're hiring Sean, and I are gonna be interviewing for VP sales and marketing and oh, by the way, with respect to these three pricing, branding and new breed and in can in conjunction with the the price president sells the marketing, we're also lighting up a company called Momentum, momentum deals with what they deal with client experience, right, because you get out of the best pricing, the best branding, the best marketing.
But if you don't have the best user experience, nothing matters.
They're not gonna use you.
So we don't wanna be a web EOC that just sit sits there unused.
We wanna be very relevant tool for all of our verticals.
So we're bringing in a company called Momentum.
More to come on that as we move forward, but there the pinnacle of of of companies that have worked with the Fortune 500 on how to make the system, for lack of a better word, idiot proof, right?

 **Speaker 15** left the meeting

 **Speaker 4** 11:45
So we wanna make sure it's easy to use, whether you're the CEO or aligned person, that's a temporary emergency manager helping out during the during the disaster.
OK.

 **Speaker 1** 12:00
Any questions on this and well said, Roger.

 **Speaker 4** 12:03
Yeah.

 **Speaker 2** 12:03
Hey, just a just a quick comment on the Disney line.

 **Speaker 15** joined the meeting

 **Speaker 4** 12:03
No, I've never. Yeah.

 **Speaker 2** 12:07
I don't remember if I shared this with you, Sean.
I don't know if I shared it with you, Roger, but executive Vice president for Security, Disney is a friend of mine, Dave Bowditch, former deputy director of the FBI, and I serendipitously called me about a month ago and asked me if I would come down and be a vice President over security for the Disney Cruise Line.
So if if security and safety and disaster response all fall into the same bucket with Disney, I might be helpful in that regard.

 **Speaker 1** 12:40
Yes, absolutely.
So we're we're working with the global crisis management team and what?
And I I had this on a sutra slide, but we'll talk about it now since you bring it up.
So the intent is to 1st roll out the product with teams in the resorts.
Then we would go to the theme parks and then we would work across the corporation, you know, cruise lines, ABC, CBS, who have not, CBS, ESPN, etcetera, right.
So.
So they would have a, you know, a full rollout, right?
So they'll essentially be able to do a proof of concept, you know, sort of MVP, test out the waters with us and the resorts if they like it, they roll it out to the theme parks and we go from there.
So we have pricing wire currently today cause Dizzy's been knocking on her door.
Door.
Hey, we need pricing.
We need pricing you we wanna move forward.
So they're they're ready to go.
And we've also gotten good signal intelligence.
They're following our LinkedIn now.
They're engaging with our posts from Disney.
So.
So that's very strong and yeah, so, so the bottom line is we'd love to talk to your, to your former colleague, love to get time with him.
I think from a umm from a sequencing we send over the pricing to Disney since they've asked right, they give us their reactions and so forth.
And then based on their feedback then I'll reach back to you, Doug, and we'll set up the call with your with your, your colleague.
And I think that would be good because, you know, we don't know if if the porridge is right, you know, we could send them a pricing and they could say, yeah, there's no way we're paying for this or they could say, yeah, that's easy.
Flip a, you know, here's the credit card.
So we don't know how they're gonna react.
So I think we we get the opportunity for them to react, give us the feedback and then reach out to your, your colleague if that makes sense.

 **Speaker 2** 14:44
Yeah.
Perfect. Thanks.

 **Speaker 1** 14:45
Awesome.

 **Speaker 4** 14:46
Yeah.
Thanks.
Thanks stuff for that opportunity.

 **Speaker 1** 14:49
Any anyone else in this slide?
OK, so as Roger mentioned, you know the Coasties will this will resonate with them because effectively it's the derivative of paratus.
So semper paratus.
You know, always prepared that's where we derive the name pratis and the branding company made these changes to make it stronger.
Strong consonants, et cetera, as they explained and they've also included this little, I can't and logo.
So when you log in to press, it's not available yet.
So don't try but pratus dot AI, where we're moving everything over all the DNS records and stuff.
That's in flight, so eventually you'll be able to go to practice AI and uh, you know, it will have this same look and feel.
The other thing that we've asked when this next slide, what we've asked Branks to do is to go through our website.
So disaster tech.com do a complete review of it, including our platform #1, making sure that it's consistent with the branding book, right.
So you know, just minor things from color consistency.
You know all the way to the size of buttons and the shape of the buttons and different things and all the aesthetics that go around with it.
So there's a cohesive look and feel.
You know, one of the products that BP uses is Palantir.
They showed it to us, right.
They showed.
What?
What they're using and it's wild to me that it's basically just an interface on top of send word now, but I think that's an important takeaway, right.
So BP is still paying for somewhere now and they're paying for for Palantir and they just like the look and feel of Palantir better than they like similar.
Now, even though it's performing the same functionality, but that's crazy they're paying.
They're two separate things to do one thing right so so.
But to the point is the look and feel, the aesthetics, the user experience that's critical for us to win and succeed.
And so once Branks is finished with their work, to Roger's point, we bring into momentum.
They then look at it from a user experience perspective, right?
How many licks does it take to get to the center of the lollipop?
You know, just using that silly example to say you know, how can we make this as frictionless as possible?
If your goal is to achieve something in the platform and it takes you 5 clicks or 7 clicks, can we reduce that to 1:00 or no clicks, right?
Taking a page out of companies like Apple that have have led on this, you know why?
They're why they're product dominant over, say, say androids is because it's the, it's the look and feel.
It's the aesthetic.
It's the user experience that they've been able to demonstrate through product design.
So.
So that's important.
So they're gonna come through our platform for right now.
We're gonna have this.
We're going to have this uh landing page once the product goes live, like Roger said in November and then off we go.
And hopefully between now and then, if we have, you know, if if we're closer to working with these firms and getting it right sized, then maybe we delay this landing page and we just go direct to practice dot AI and move it forward that way, which is my preference.
But like everything we're we're doing 100,000 things a day.
Umm.
And there's only so much time and resources that we have.
So so I'm I'm excited about that.
Gov. Gov.
Commercial security and compliance, right.
So with their good work and BP, they're requiring us to meet a specific standard.
Well, luckily BP accepts nest, so our alignment to NIST 800 series, we're we're good there.
However, they had findings right?
They're they're all solvable things, and we're working that.
We hired this company called Encompass to give us a poem or plan of action and milestones, essentially remediation plan to fix the things that BP found, but also this is important as we work towards uh CMC, the cyber security maturity model certification as well as our provisioning of the product in government community cloud or Azure Gov Cloud, right.
So we're currently operating in an Isle two or impact Level 2, which allows us to deal with public information, right?
So if it's up in the open on the Internet and it's supposed to be out and open on the Internet, we can manage that.
BP, of course, is gonna start putting in their own confidential proprietary data.
One of the ways that we'll get after this is that we'll rather than BP accessing the software in our databases within our Azure tenant, we actually deploy to theirs, right.
So VPN has their own Azure tenant.
We deploy there within their firewall, you know leveraging their security and controls and implementation monitoring and so forth for the government.
They require us if we're operating in cloud, right?
So there's the big three.
We've anchored ourselves to to Microsoft.
We could have gone.
It if you ask Google Cloud, but we're we're Microsoft partner and we're loyal to that.
And so we're working with a company called Glidefast who is a certified reseller.
So essentially the way it works, glide fast actually owns the you know they're renting, if you will, of the the cloud infrastructure inside of you know, rest in Virginia, the Azure, Azure E location and then they're giving us access to it and we're paying for for the note.
So we've had to pay essentially 12 months up front.
That's the way the nature of the business.
Unfortunately, it's not incremental.
You know, whereas in commercial you pay month to month, right?
So they bill you.
It's based on.
It's like utility, bill.
It's based on usage, right?
Or consumption.
So we had to pay for 12 months of assumed consumption based on what we're actively doing today.
Of course, that will scale over time, so glide fast is setting up this Gov cloud.
We're working the authority to operate our Ato through the Navy, so through our existing Navy contract, which is through, it's actually through Softworks.
So the Special Operations command.
OTA vehicle, the other transactional authority vehicle.
If you're familiar with DIU Defense Innovation unit and that sort of ecosystem, so SOCOM has their own it's called Softworks.
The money is being funneled through there, but the money is coming from the test resource management Center and enable Service Warfare Center crane IN which is part of NAV C so NAVC they're the ones who will be the benefactor of the technology to DRMC is providing for part of the payment.
I think actually it's 75% of of the payment to us.
And then umm, this will be Ato or or accredited by an authorizing official from the Navy.
So whoever you're working this, whoever in the Navy and six, maybe this is something.
Sean Plank, you can help us on, but it's moving forward.
So the goal is by the end of December, our infrastructure within Azure and Gov Cloud will be at aisle 5 for next year and 2024.
We're going to get a follow on contract action that's going to go through all the standard form paperwork, whatever in order to get a company clearance for disaster tech as well as getting clearances for key personnel to a working on this contract, which means I will now have a CAC again, other folks on our team will have Cacs cat cards and then we'll be able to deploy the same infrastructure into Isle 6, which is secret, not to be confused with zipper.
It's not supernet, but it allows a company who has technology like ours to handle secret data, and so the Navy work.
If you're unfamiliar, it's counter drone counter UXS multi domain force on force testing.
So I'll be traveling to Seattle next week, driving up to Bremerton and then eventually Bangor at Swift Pack.
That's going to be the range that they're going to use basically on the pier where they more ballistic missile submarines as SPNS, if you're familiar with that, I was a fast attack.
I did not serve on boomers, but that's where our our strategic nuclear, uh deterrence is located, which is obviously really important to this country with our near peer adversary in in Asia.
And so one of the principles, threats, not surprisingly, is drones.
Right.
We're seeing this play out in real time and in Ukraine, and there's a lot of attention from everybody around the world on how to accelerate the use and applications of multidomain unmarried unmanned systems for for it's not even the future warfare.
It's the no right.
So what the Navy is doing is they're they're testing this out and how is disaster tech getting involved?
So we're taking our exercise tools within our platform and we're making adjustments to this for the experimentation community.
So we will be integrating tools like ATAC, which is the Android Tech Tactical Awareness kit as it as the name implies that using an Android right so they'll be tracking the the actual platform.
So and their role is in in this amentum you know some of the other bigger known entities like Lockheed and so forth to have both both red assets meaning the, you know, the adversarial drones as well as the blue team or the counter systems to be tested, which means when we're running the experiment, they're both utilizing our platform to plan the experiment, to control the and conduct the experiment as well as to assess and evaluate and report out on what went well, what didn't go well, the pre planning phase is that sui.
So that is applicable for IL.
Five will be good to go there by the end of year.
And which is which is good timing because the actual planning phase.
So the initial planning conference for the test event will occur in January and then at some point in the summer they'll actually run the test up.
It's swift pack, of course.
Learn more about it after my trip next week.
But the but the idea is that this is becoming the prototype for EXCON of the future or the white cell of the future.
So we have a huge opportunity, not just with the Navy, but across the entire TRMC the entire testament experiment enterprise across the Department of Defense using our platform protests to be the mantlepiece for planning these experiments and tests to control, you know, just like you do it exercise, you have a measle and mastering events list, you have injects, well, they call them runs and vignettes.
I mean, it's tomato, tomato.
Umm, some of the data that they collect from the event is unique, so it's both the qualitative, you know, human assessment.
You know what?
People observe with their own eyes, but also the data that's coming directly from the platform.
So the quantitative data that's coming from the counter systems that's coming from the drones and so forth now being being nested within our platform, so that the idea being that they would have a common operating picture, you'd have the map, you'd be able to see the event progression either on a map or texturally within the measle management tool within the platform.
It's a huge opportunity, but in order to get that in order to win, it's anchored in this compliance activity to ensure that the company has the right controls in place and the policy is in place and the infrastructure in place to be able to secure this data and provide that a testament back to the Navy through the RMF process, risk management framework and emass Adisa, the Defense Information Security Agency.
So that we can get approved with this Ato right while the test resource management Center is a DoD joint program.
So that means we're going to leverage the reciprocity, right?
So the risk that the Navy assesses on our product and on our company will be able to use that as the baseline evidence to the army, to the Air Force and so forth to the interagency because the civilian side, they use Fedramp, if you're familiar with that, we can utilize this reciprocity to then gain the Atos or accreditations from the joint, the joint force or Joint staff.
Ohh services as as well as the other agencies.
Plus, on the civilian side, so this is really setting the table for us as a company to mature our compliance with the various standards and to enhance our security overall, but also to it's again again you know the opportunity for the broader tier MC which right now we're looking at somewhere between 800,000 to 1.5 million for each individual event.
Well, the military broadly does thousands of these tests.
If we become the software of choice for the TRMC to run all experiments and tests, you know DoD wide well, you can see the the revenue potential there is is astronomical.
So it's a huge opportunity and really wanted to, you know, asked this team, this board on on how y'all you know, can help you know with getting us connected.
And Sean, I have a you know, an RFI for you after this call to kind of walk through some of these things and see where were you can help on accelerating our or removing blockers on this work.

 **Speaker 4** 29:33
Any comments from anyone with respect to UMM but Sean just went over and and he and the opportunity anything that you might be able to help us with?
He sent us emails separately and we might reach out to you to directly as well, and that that would be, you know, perhaps to to you, Doug, and you, Bob Brown, on those that are have been in involved in the government commercial markets, if we find a lane that we think you can help in, we'll definitely reach out to you and explain it very, very.

 **Speaker 6** 29:57
Yep.

 **Speaker 4** 30:17
You just sleep.

 **Speaker 7** 30:19
And oh, I have a question.
Are you in umm sam.gov?
Are you an approved vendor?

 **Speaker 1** 30:27
Yes.

 **Speaker 7** 30:28
OK.
Thank you.

 **Speaker 1** 30:30
Yes.
So Sam sam.gov is assistant for award management and for us to.
Receive government contracts.
You have to have an active record in Sam, so we yes, we do have that.

 **Speaker 2** 30:46
Yeah.
And I I'd had just very quickly.
I'm.
I'm still on my cooling off period to face DoD and DHS as a client.
However, I can I can help behind the scenes with some of the navigational stuff and and a lot of these responsibilities at the Pentagon level fall under the Assistant Secretary of Defense for Homeland Defense.
And so there might be an angle on that that, that that may be useful.

 **Speaker 1** 31:13
Absolutely.
Who?
Who's the ASD now but can't remember?

 **Speaker 2** 31:18
You know, I'm drawing a blank on her name.
Sean might remember, but either the ASD or the principal dazd used to be in the Cyber Directorate at the NSC before you were there.

 **Speaker 1** 31:31
Another king, Heather Heather king.

 **Speaker 2** 31:33
Heather, other king?

 **Speaker 1** 31:36
Yes, yes, she she was directed for preparedness policy.

 **Speaker 2** 31:37
She's your in.

 **Speaker 1** 31:42
Then she went over the cyber.
Then she was at the exact sack.

 **Speaker 6** 31:49
Then a FEMA for a little bit.
I I know her.

 **Speaker 1** 31:50
Then it. Yeah.
Yeah.
Yeah, I think she's the peed asset.
In that office, I think you're right.
OK.
Well, well, Sean, you know, the two Sean's here.
We can, we can flank, flank that.

 **Speaker 6** 32:03
Yeah, I see a lot of tasks for me out of that.
Out of your brief, I see a lot of taskers for me.

 **Speaker 15** left the meeting

 **Speaker 1** 32:08
OK, good.
Thank you, Doug.
Though for that you're you're right.
She is there now.

 **Speaker 2** 32:15
Of course, yeah.

 **Speaker 1** 32:16
And she did a stint, too, with Michael Daniel at his company, wherever that was. Yeah.

 **Speaker 6** 32:20
Yeah.

 **Speaker 2** 32:21
That's right.
That's right.
I overlapped with her at the NSC for maybe six months.

 **Speaker 1** 32:26
Yeah, because she was there, like, four or five years.
She was there for a while.
Umm cool.
So partner updates, Roger will take this slide.

 **Speaker 4** 32:36
Yeah.
So we've John referenced Microsoft, you know four years ago we made a big bet and Microsoft paid out pretty well.

 **Speaker 10** left the meeting

 **Speaker 4** 32:46
This is before we even this is pre COVID so we wanted to meet where people were they what work and we're we're literally the only disaster management resiliency company built and ended Microsoft and end to end in Microsoft Teams.
And you know, this is how you know, without U.S.
House team, you get a Disney or you get a chick fil A or you get other items and you get Microsoft coming to you.
US umm there are disaster response.

 **Speaker 15** joined the meeting

 **Speaker 4** 33:16
Just reengaged us from coming up October 23.
Microsoft also put together with the Sean Conroy, who is their pet of Federal vice chair of DoD and Federal, and Bob Brown, met with Sean Conroy.

 **Speaker 10** joined the meeting

 **Speaker 4** 33:35
And thank you for doing that, Bob, about a month and 1/2 ago in there, Microsoft Federal's office and.
Office and again, and to this day again.
Thank.
Thanks Bob.
You've given an SMA to Sean Conroy and they've been working on multiple areas where we can we when we say we disaster check Microsoft can collaborate on closing government related businesses, right.
DoD related federal related business opportunities.
So that's been a very big opportunity for us to thank you.
They've also put up a the Federals, when working for the past eight months on what they call flyaway kit and we we have slides that will go into greater detail.
But it's basically a virtual and a physical way for entities, commercial, government and otherwise, to be really prepared and the advance of a of a of a disaster man made her or of the nature or or otherwise.

 **Speaker 15** left the meeting

 **Speaker 4** 34:46
And in the middle of that flyaway kit, are they selected disaster tech over 20 some odd competitors?
Uh.
Exclusively so disaster tech is exclusive to the flyaway kit for Operational Coordination, situational awareness and ground truth for the for the first responders and emergency managers that are working, that particular disaster or disasters.
So that is going, we believe that's gonna institutionalizes Aztec.
Sean Conroy at Microsoft is looking to significantly spend revenue.
Uh.
While while making a good impact, so they will be charging and say hefty fees for this, but people will 99.9% of the entities that that will be going after.
The Flyway kit will pay anything for this, but they will price it right and we will be in the middle of that pricing.
So that's exciting a lot more to come on that working with Microsoft Energy to complement what we're working on with BP, the gentleman and at a Houston who runs the Energy Department Division, bill errand ARREND bill has been a lightning rod for disaster attack and we'll be meeting with Bill in late October when we're down at British Petroleum.
Again, doing the cohort with the BP Global BP senior management in and when BP brings in there near Piers, uh such as Exxon Mobil, Shell, Oxy and so on, 40 of them to showcase what disaster Tech has done and customize for British Petroleum.
So we, because the energy sector has been flat with respect to novelties with, with, with disaster management, it's been pen and paper, Google Sheets.
TRG is the company that is the IS is the incumbent with respect to energy and their consultants and and Nicole Franks on the on the call here is really the gold standard in a running does you know but I am mercy.
A preparedness and and after action and current action reports for the energy sector, and she can attest that TRG is really been the gold standard and and now with BP giving us 49 tasks to implement into our software and for us then we delivered that to them that they in in record time.
My my that with our developers we are really I'm excited to be going to this October meeting a Microsoft bill.
Ron will be at that meeting and we will spend a day at at Microsoft talking about how we can implement to their 110 plus energy clients and and more so the energy sector at Microsoft will and will continue to to to be the winner back and Senator face we spoke.
DoD federal.
There's de Shawn's earlier points.
I mean, there's thousands of opportunities were being very conservative in our, in our thoughts and our numbers.
As the stewards of this company, Sean and I, we'd rather under deliver an overpromise.
You know, under, under, under, under Promise and and and and overdeliver so you know we wanna be very conservative and in in in what we say and we do believe that we'll we'll we'll surpass what we what we're talking about ohh working with Cadmus we won a very large award with FEMA and that's the REPP contract that's for the nuclear facilities around the the United States this is this states back to to three Mile Island and Cadmus and Disaster Tech actually unseated a a 23 year incumbent Umm which if you can believe it and they did not go quietly but they did go and we're now working with Cadmus on phase one of that five year contract so we're very excited to not only be working with Katniss but as the prime and for Cadmus to be utilized in us for our our preparedness and our training tools and again the annual a amount of that contract 35 million so you know we we do expect to get a significant piece and we'll reflect that in the financials going going into the stack I'm Parsons and Blackhorse there are many opportunities Umm SOCOM Exercise support opportunity is is real near to us it's a $16 million opportunity we believe we're first second and third in that race you know which is about 3 1/2 million dollars over the over A5 year period which is which is excellent Bryce is our Navy CEAD Contra contract we've been and you know thanks to Sean Griffin's efforts tirelessly working of the traps that Bryce and again we're working with FAMU the Florida State University Engineering division on the Air Force Center we won that award and again it will be reflected and we show you the the projections and WSP we are we haven't we're having biweekly cadence calls at WSP on several items but the near term opportunities in New York City the urban risk tools so I'm very excited with that and they're very excited to be working with disaster tech and then the next slide I'll go through yeah.

 **Speaker 3** 41:14
The assistance on the WSP stuff with New York City, I can help in any way I can.

 **Speaker 4** 41:19
Yeah.
And what we that's a great point, Carlos.
And what Sean and I can do is just add you to those calendar invites and if you can join the call, that'd be great because we're in the the first inning there.
So you know we're we're just identifying this opportunity now.

 **Speaker 3** 41:34
Yep.
Yeah, whatever I can do.

 **Speaker 4** 41:39
Yeah.
Thank you, Carlos.
Umm, OK.
So, assuming there's no other questions on that slide, I'll take the partnership update briefly.
In the interest of time.
So with Microsoft, you're so much to talk about, we get up 10 pages and not be done.
I contracts with the liver bowls at Microsoft Federal headquarters.
You know, working and go to market opportunities as I as I referenced before, we're working you know with the very senior.
Ohh, I'd done bringing their general showing.
Conroy, who is the chief of staff for the Microsoft National Security Group, which is basically all federal, all DoD, everything reports up to him, and he's the one that's been working on the flyway kit that you'll be taught that that we're now involved in, that you will see in the in slides coming, not coming, coming soon today the 30 to operate working with the glide fast and that's really to expedite our Ato or to certification within the defense and federal systems.
So we have to be certified, right?
As anyone would know, General Brown would know, Doug fears would know everyone.
Would everyone knows you have to have cadence and we have to basically check all these boxes for us to be certified to work with you know the?
Yeah, the the anything dot ML, right?
So and we're we're we're off to the races there.
So we already have a good contract with glide fast.
They're working really strongly with their, with our team and Microsoft to deploy our technology inside the DoD and the Azure tenant Navy CEAD Ato by December 23, which is exciting.
That gets us into aisle 5 and two, and then the army?
AI2.
FP, which we're working on, we deliver that in September and then fully baked by summer 2024.
And then #3 is an ABC ad which is Ato aisle 6 by June 24, which is exciting a lot of revenue opportunities with that ball stream partner center Co sell opportunities for large contract wins including the US Special Operations Command, the US Army, U.S.
Navy the Air Force.
The entry agencies like NSA Cyber Command system, FBI, DHS, uh UMM and and others that it just keep.
I'm coming.
Coming coming in, we've identified roadshows thanks to our board member, Bob Brown, with ASA.
We're gonna be doing some tradeshows to showcase that ASAP.
At AUSA conferences to showcase the combined disaster tech, slash, Microsoft capabilities, and technologies for dual use sales to include closed door sessions with senior military officers and civilian executives.
So again, Bob, thank you very much for your partnership on that.
It's it's actually going to further the cause of a creating a safer world for the military, protecting our most valuable assets and delivering tremendous results to disaster tech.
So we all are very thankful for that.
Thank you.
Umm, any questions on this slide before I give it a Sean on the fly away kit.
OK, Sean.

 **Speaker 1** 45:29
Thanks, Roger.
Excuse me?
Umm, so this slide is showing you, you know conceptually what the flyaway kit is, right?
So to distill it really is the physical, it's physical equipment and inside of a Pelican case you have what they call the Azure edge mini.
And so essentially it's just a small.
Server rack I mean to simplify it and they're using Dell machine to to facilitate it.
So in addition to the the Dell machine, they'll have a Surface Pro that you'll be able to to to open up that will be connected to the local Azure environment, which can then connect.
And this next slide does a good job of articulating it right.
So you got this local device here connects through the Internet or in this case, Air Force net right on Nipper and sipper.
So you haven't, you know, up to secret level calms right so encrypted in transit data we will you be be using at least for the initial prototype.
Uh, starlink.
So that will provide the SATCOM.
And then we'll also have mesh network to be able to communicate to other endpoints.
So will that be radios or things like attach I mentioned attach with respect to the the Navy seed work, the counter, your access work and in fact Speaking of that county excess work, our deliverable for the existing Navy contract is to develop two COAS and Co one is essentially our software with all 5L6 umm to be able to use this.
You know, in a web browser, essentially on a laptop connected via the Internet, locally or connected via SATCOM option two or COA 2 is that plus in the plus is the flyway kit.
So the intent is that you can have sensually a mobile training unit or a mobile test unit that you could bring this around wherever.
So one of the challenges that we had earlier this year, we did our first Test event with the Navy in San Diego, but we were pierside on whatever it was.
Bravo, pier.
So we were at Bravo Pier in in San Diego at the Navy base and in order to get Internet connectivity, we had to snake, you know, a ridiculous amount of fiber or we could have borrowed it from, I think it was the Nimitz that was moored there for service.
So we could have got it from the ship, but we we tried getting it from shore and it was just a nightmare.
So there's there's challenges with running these types of test events.
You know, in the middle of the desert, on a pier or wherever that you have limited connectivity or no connectivity or connectivity is available.
But it's just a hassle to be able to facilitate, so the intent is to have a a modular mobile capability that can plug and play with different devices, not limited to say, attach or the the.
Of what's the uh device here?
The MPU that they they use for the mesh network it's meant to be flexible, but again, what is Microsoft's principal interest in this?
It's Azure compute, right?
So of course, given the given the utility bill that Microsoft presents, well, if you wanna fly a drone, say, and use that to do, you know, ISR activities to or in a disaster context, you know you have inside the flyaway kit, you got a drone, you launch it up, you can do low, you know, near Earth capture of imagery, take that imagery back off of the asset, you know, fly it back, do all that processing there.
Right, so using the local compute to actually run, say, algorithms on the image to assess the damage.
Then from there you would connect to the Internet via SATCOM.
Send it back to the big cloud, you know?
So, afnet, niprnet, Siprnet send it back to the big cloud where you know for unclass assessment needs to be done or in a classified.
So you can imagine, well, you know what happened in Maui.
We could have had this type of kit, rolled it out, did the local assessment there, beamed it back up or in the case of what's happening in Ukraine, well, they're using remote detection.
You know, they're using fire detection on where fires are burning from, from mortar rounds and artillery rounds, right?
You know, from tanks scorching the earth in eastern Ukraine?
Well, that same fire detection is useful for wildfires, right?
So there's dual use capability in this that you know if we do this successfully, one of the areas that Sean Conroy wants to link to and it's smart is secretary Kendall, secretary of the Air Force Secretary Kendall.
He has the strategic operational imperatives and one of the operational imperatives is resilient basing.
So thinking through the lens of well, you know and the Paycom or into Paycom, AOR, if we're gonna be Lily padding, you know from island to island, you know, having a way to have, you know, secure, reliable, agile, calms system and compute then you can bring locally and have the power of you know Azure, right.
So this is more marketing spend, but having the power of Microsoft Azure compute, you know at your side and then being able to connect to the bigger Internet, you know via satellites.
So so this is the general concept.
It makes sense for Microsoft to go in with the hater.
A humanitarian assistance disaster relief first.
Why?
Because wars don't happen as frequently, natural disasters do.
Unfortunately, you know there's hurricanes all the time, and that that's theater.
You have Salamis, you have hurricanes.
You have or typhoons.
Rather, you have all types of things happening and what their allies that are critical to something we may get involved in.
Unfortunately, in the near term, with particular adversaries out there, well, if that happens, you know, can this type of capability be leveraged not just for prepositioning, say these flyaway kits in the Philippines to be able to leverage for a disaster response, right, to help them get through a typhoon response?
Well, the same assets that are prepositioned there in these strategic locations can be leveraged for other dual uses.
So that's the the general broad strokes.
And so Sharon Conroy is actively working with all these various partners to build out this MVP of a prototype.
We're actually physically having on a desktop, you know, in Arlington and Roslyn and their office will bring our engineers in.
We'll deploy effectively what we have in our commercial Azure tenant or our government Azure tenant port that into the flyaway kit and then we'll have a capability that we can again roadshow right, we can bring this around, we can attend the the War Fighter Summit through AUSA that they have annually, Fayetteville every July, right?
That could be a great opportunity to be able to show this joint capability with Microsoft and these other partners like Dell and so forth.
So I'm just gonna pause there any any questions?

 **Speaker 4** 53:20
Yeah.
I just.
Uh, I'll reference that.
This flyaway kit will significantly in institutionalized disaster tech, not only within Microsoft, but within the entire disaster management industry sector and vertical.
Because we're the only disaster management company built into this platform, there is no other.

 **Speaker 2** 53:45
Yeah, I've got the, uh, just one random thought.
Uh, and and that is in addition to engagement with OSD, it's probably worth engaging the combatant commands because they're gonna be, they're gonna be the ones responding in foreign countries to disaster.
To the extent the United States government gets involved in those things, but certainly being able to have a site picture is in the interest of the combatant commander.

 **Speaker 1** 54:15
Completely agree.
So Sean Conroy two weeks ago was at an Indo PACOM.
They I believe they have a humanitarian assistance center of excellence there and he was briefing on on HDR.
Yeah, this in the in the, in the HDR humanitarian system, disaster relief context and he he briefed disaster tech to this to that community.
The the J6 I believe is a A1 or two star Umm Air Force General who they've worked with together in the past came up to him and said hey, I'm really interested in this so we may have an opportunity with with Indo PACOM UMM and the and the J6 out there to you know at least start the conversation.
You know, again, I've I was, you know, just just thinking out loud. Doug.
No, no.
If this would make sense, but again, if the Navy, if the Navy through this Co a brief for the county you access work says we want to pick Cohen two and we want to include the you know the Flyway kit as as part of the future you know exercise controller I'm not exercise at to retrain my brain experimentation control cell or white cell the future and this is a leverage capability so we can disconnect from the Internet and run the test locally without having reliance on you know the the bigger Internet that contract is through Softworks so couldn't and I'm not an expert in this but couldn't if Indo PACOM has money Nipper that over to the Softworks vehicle on that OTA and then funnel it through you know if they wanted to do a prototype for example.

 **Speaker 2** 56:03
Yeah, I from my perspective, I mean, there's a lot of different ways to to channel the money and I, you know, every combatant command's gonna be a little bit differently organized around this and disaster relief for response or situational awareness is gonna be spread kind of in a matrix sort of way, certainly between the J6, probably the J3, the J5 to some extent and and so yeah, I think there there are different pathways and we've we've got some work that we're dealing with combatant commands with with maji and and each combatant commander that we work with channels the money a little bit differently.
But that's when it also is beneficial to be engaged at the OSD level because the OSD level is not, ah, super engaged in what the combatant commanders are doing.
But when they see something when there's an efficiency or an economy to be had, that's when I think they tend to get more involved in my experience.

 **Speaker 1** 57:05
OK.

 **Speaker 3** 57:07
They, Sean, I have a question.
Uh.
Or maybe two questions.
The first I see is this one more for military use, not for I'm gonna say FEMA, and if it is for everything you know is is FEMA part of this where you can leverage that and then you know, I look at a cyber attack where you lose communications and you use something like this and you using satellite, it would really facilitate a lot of communication and coordination with between all the agencies and the public and the private sector.

 **Speaker 1** 57:39
Ohh, at absolutely.
I mean the the.

 **Speaker 4** 57:41
Everything.

 **Speaker 1** 57:42
Yeah, the the capability is not limited to DoD application by any stretch of imagination.
It's just that's where we're getting our first, you know, but at the apple.

 **Speaker 3** 57:53
Umm, right.

 **Speaker 1** 57:54
So so you know, thinking through this one or the other, uh pieces and and it's in a I think it's the next slide, uh, it's this one.

 **Speaker 5** 58:06
Yes, Raj, what about Pacific Gas, Electric and forest fires?

 **Speaker 1** 58:07
I'll.
I'll go back.

 **Speaker 4** 58:11
Of course, in Gen the it's limitless.

 **Speaker 3** 58:11
Right.

 **Speaker 4** 58:14
There's no limitation on the flyway kit to Sean's comment where we we keep, we're just we we're our first bite at the apple is within the Department of Defense, right.
And we're gonna embed and scale from there, and we're gonna do that in concert with Microsoft.

 **Speaker 5** 58:28
Good.

 **Speaker 4** 58:32
This is this I mean for advice.
Chair Sean Conroy's elk to to have gotten all these engineers involved.
Right.
And significant expense and getting all these signed, you know approvals to to do so they're they're not gonna just wanna just stop at the, you know, in the Department of Defense.
To your point, Jim, Utilities, I mean you name it from for me it is Z.
What?
FEMA, Carlos, wherever it's it's it's it's, it's the color of water really.

 **Speaker 3** 59:01
Umm.

 **Speaker 5** 59:07
It's very sophisticated.
I love.
I love it.

 **Speaker 3** 59:10
Yep.

 **Speaker 4** 59:10
Yeah, it's going to institutionalized this real quick.

 **Speaker 1** 59:13
Right.
And and you know, pulling on the thread, it's that well, Sean Conroy is interest is is defense and intelligence agencies because that's how he gets paid.
Or at least that's how he he makes quota.
If if FEMA spins the meter, he doesn't.
He doesn't show that on his books.
His counterpart and the civilian side of the Fed team shows that that on his books or, you know, in the case of Bill arranged right for the oil company.

 **Speaker 3** 59:36
Umm.

 **Speaker 1** 59:39
So, Occidental, Oxy, Phillips 66.
Those are his clients at Microsoft.
You know, if we're able to say what's past performance, hey, look what we're doing with say, you know, into Paycom, OK and we're doing this out in the Pacific with the military.
You know, we've responded to text disaster with this thing, you know, then we go to them and say, hey, look, you know, et cetera, the the only challenge that's gonna be presented.
Umm.
And we'll work through this.
It's it's more of a governance thing.
So so for example, Microsoft is is gonna sell this, you know, total end to end capability through kerasoft.
So Carousel Soft is a a federal government reseller and they don't do commercial business.
They're exclusive to federal, so we're the only thing I would see is a challenge would be how do we set up a contract vehicle or some type of reseller arrangement umm, with another firm to be able to to sell this package through now in theory disaster tech could be the resell, right?
We could be the the prime vendor and and Microsoft needs other companies sell through US and it's just a a task order deliverable on on our our contract vehicle.
So that's possible.
What we haven't worked any of that out.
So we're gonna have to figure out, you know, what's the procurement play?
What's the nature structure that you know, how do we, how do how do, how do we bundle, you know, all of the service level agreements and and that that's a whole another level of complexity that we we disaster tech are not right now anyways position to to to facilitate that.
So I think it's smart that Microsoft is somewhat derisk thing by going through carahsoft.
You know, as the resell, let them be the the front door, you know, to manage all of the, you know, all that complexity from service level agreements to you know 999 guarantees and things that and and and maintenance you know service contracts and all the other stuff that goes with it.
So.
So yeah, I I you know 100% let's get after it with these other industries, but we really need to, you know, daughter eyes and cross her teeth from how do we actually sell this thing commercially?
That will be, you know, that will be a good challenge.
You know that will be a good problem to have.
I mean obviously, but and we'll get it done.
But you know need to need to work this federal, you know, prototype first or or defense prototype 1st and then let's scale it, you know across the broader addressable market.

 **Speaker 5** 1:02:29
Got it.

 **Speaker 4** 1:02:31
Yeah.

 **Speaker 2** 1:02:31
If I.

 **Speaker 4** 1:02:32
And I'll just add one thing.
The good news is that although Sean Conroy is, you know, Hyper focused cause, he's federal and DoD, he absolutely.
And I've talked to him about this.
He he has absolutely down the road.
You know, after we've bit the apple and we're all in, in, in motion with the flyway kit on the federal and the D side.
You know, if if his colleagues in FEMA wanna work with us, he has no problem with this.
It's, you know, that's that's that.
That's the Sean's point.
We haven't crossed that bridge yet, but we will and and you know, with you as our stewards of the board and collectively our internal brain power and their are or group with the pricing wire and what have you or other consultants.
I mean, we'll we'll figure this out.
Get collectively.

 **Speaker 2** 1:03:23
Yeah, I I would say too, with your your federal target set, I haven't heard USAID mentioned.

 **Speaker 5** 1:03:24
Good.

 **Speaker 2** 1:03:30
Certainly there are office of foreign Disaster Assessment Assistance and Bureau of Humanitarian Assistance is interested, but not as deep pockets as DoD.
And then the other question I had, I guess for Sean or Roger, what about the GSA schedule and getting on the GSA schedule, is that is that something we're working on as well?

 **Speaker 1** 1:03:52
Yes, that that is something.

 **Speaker 4** 1:03:53
Yep.

 **Speaker 1** 1:03:54
Yes, we we're working on that.
We're working on.
A commercial solutions offering vehicle through Fed SIM.
Are you familiar with that?

 **Speaker 2** 1:04:07
Yes. Yeah.

 **Speaker 1** 1:04:08
Yeah.
So what kind of my thinking on the sequencing of this?
OK, well, going back to that Ato piece, alright, we get the Navy Ato boom.

 **Speaker 4** 1:04:14
Yeah.

 **Speaker 1** 1:04:19
You know, end of December, that's the currently the deliverable and you know that's the the the joint effort between US and the Navy getting that done well.
We're able to use that for reciprocity with Fed ramp, right?
Because the aisle 5 and Isle 6 Ato is a higher standard than than Fedramp.
So.
So because Fedramp high is considered aisle aisle 4, that's 11 notch below.
So my hope is that, you know, once we get that Navy Ato we can, you know, quickly assert ourselves with GSA and we it might be helpful or would be helpful.
Doug, if you or anybody in this call who has contacts and GSA, I've we used to work with the as a retired Colonel.
Uh, who was an SES?
Who would always come to IPC's and his name is escaping me.
But he runs, you know, talking about.

 **Speaker 2** 1:05:19
Yeah, I remember talking about.
Yeah, I can't remember.
I can't recall his name either.

 **Speaker 1** 1:05:25
Yeah, he runs like the mission assurance.
It's like the assistant administrator for mission assurance.
I don't know if you retired or not, but.
But I had talked about this company, you know, maybe four or five years ago with him, and he was interested in what we were doing.
Now we just weren't ready. You know?
So.
So I'll I'll take that for action.
I'll follow up with the with you, and I'm sure Plankey has in his rolodex who we can, who we can target for that.
The GSA, uh schedule and fed ramp.

 **Speaker 2** 1:06:00
Yeah, not the.
Not to digress too much, but I, as I recall the guy was probably more of a talker than a doer and and so I don't.
I don't know if I don't know if he's the right target or not, but we can.
We can certainly sort through that nice enough guy.

 **Speaker 1** 1:06:14
Yeah, yeah, yeah.
I yeah.
So we're talking about the same person.
I've I would agree with that assessment.
Umm.
OK, so so you know and then and then beyond GSA, there's other, there's the NASA schedule, there's you know Navy has one, you know a spay war has won.
I mean, there's there's a ton of them and it's just no it it we probably would need to hire.
Well, I guess we don't have to, but but it it might make sense for us to reach out to OK.
Insultant, who is experienced in that type of you know, because that's that's a whole ball of wax.

 **Speaker 4** 1:06:57
Yeah, a lot.
A lobbyist, right?

 **Speaker 1** 1:07:00
Yeah.
Yeah.
So OK, so this is just go going back just because we're running out of time here.
We talked about the Navy work, we we we talked about the Air Force work with respect to the sitter.
Umm uh DEVCOM is who we have.
Our current army contract through well, technically the contract is actually of out of OSD.
So we're using the trade winds OTA, the other transactional authority through the chief digital AI office and DEVCOM effectively moves the money over there and then that's that's how we get paid that's going to expand.
We're getting a $3.3 million contract action 2.5 million of that money is coming from the army.
The other remainder of that 3.3 is coming from the TRMC, the test resource Management Center.
So we're gonna be getting, you know, between 500 to 800,000 uh starting in in end of September of this month and then concluding end of September of next year, September 24.
And this is where working with a general brown Bob Brown on on our team to start working the traps with with IMCOM in particular because it's a deliverable that.
We are setting the table for transitioning this technology to a program of record at OMG, the office of Provost Marshall General, which is a two star UMM office.
It's the top cop in the army, essentially.
And they report to, I believe, the IMCOM commander, commanding general.
Uh, no. General Jones.
So so we have to start working those traps and and facilitating those meetings because, umm, the the lab has about 50 garrisons or so, large and small all across the world where they expect to to feel this in time.
And so that $3.3 million, of course, will go up significantly and we get to that point.
But to start it, we're looking at three, three to four E garrisons.
Umm, a konus and then one to two garrisons.
Ohh CONUS, we've already made our initial recommendations, which I can share with this team would be good, good to have General Brian, your thoughts on whether those garrisons are right or not, but you know not surprisingly one of them is San Antonio joint base, San Antonio and big reason for that is because that's where IMCOM is located.
It's also where the 5th Army is located as well, so the ohh the 5th Army is our N.
That's the army segment of of, of NORTHCOM, the geographic combatant command who has the disk emission defense support to civil authorities mission for for NORTHCOM and in support of FEMA and the states.
Velco have $1,000,000 deal BP that's in flight.
As you know, we've been working with them, just came back from Houston last week.
I was there for two days.
We we right sized the the remaining remainder work for the end of this year.
That's going to be, uh, in part with an exercise that's happening at the end of October.
We're not using our our software to manage the exercise, although we offered that really what they want us to do is to run a gap analysis.
So.
So TRG was mentioned, TRG will be there.
So we kind of have to, you know, politically, you know, avoid landmines if you will, which is why they they did not want to include the the TRG written injects to use our software to manage manage the exercise which makes sense.
Umm, but Doug?
Doug Fears was kind enough to introduce us to Meredith Austin.
Mary Austin, who's an another retired Coast Guard.

 **Speaker 5** 1:11:27
Offer.

 **Speaker 1** 1:11:31
Admiral, she was the deputy incident commander for Deep water Horizon 13 years ago, and when I referenced her name at the BP meeting, a lot of eyes lit up and she's well known.
So so I think you know going down there to to do this assessment of their technology readiness, if you will.
And then make recommendations and so the intent is that what these recommendations?
This will define the scope of work for 2024 and 2025 with disaster tech, so the intent being that you know there's still struggling internally.
We're not the bottleneck in this case, but but they're still struggling internally to figure out like what exactly they want us to do and where they want us to do it.
You know, they they have discussed things like, OK, let's phase out first in English countries like the Gulf of Mexico, Canada, the North Sea, Scotland and Perth, Australia.
And now they're thinking about just scoping this for Gulf of Mexico and Canada and then America's.
'S.
So then we would expand to Trinidad and and Brazil and so forth.
So they're still trying to figure that out?
Umm.
But the intent is go down the exercise, see them perform, you know, 500 people, plus be able to make that assessment.
Help them define the scope of work.
Then for 2024-2025, we get paid through INE, which is their yeah innovation engineering group.
Essentially, their CIO's office, who?
Who?
Who will purchase both the software licenses for for the product as well as the services, meaning the custom development, the integration with things like Microsoft Teams deploying inside of their Azure tenant and so forth.

 **Speaker 5** 1:13:29
Sean, could I interrupt for a second?
It seemed to me that this is a pretty big disappointment that we had originally scheduled $3.6 billion of licenses and a million two to a million five of of just reimbursement and now we're getting $400,000.
What on earth happened?

 **Speaker 1** 1:13:45
Why do you're reading it wrong, Jim?
So, so the the $400,000 and if you're skipping ahead?
Uh, it is.
Yeah.
So the $400,000 is basically just bridging the gap between them, getting their act together.
So yes, you're correct that we expect it to go live with them with licenses $3.2 million globally in quarter four, but it was their own internal, you know back and forth getting their house together that that's delayed.
So.
So essentially, they're they're paying us an additional 240,000 to to, you know, pay us for our time to to work with them and and do this assessment and so forth.
And yes, it is disappointing of what of course I would have liked to have done, been on schedule and on time with what?
What they what?
They communicated to us, but we're we're now shifting that to the right to start in the first quarter of of next year, assuming that what we discussed last week is true, that we go to, huh.

 **Speaker 5** 1:14:55
But didn't you?
Didn't you?
We're not.
They're not going to use our software at this demonstration.
I thought that was the key thing is to show off what we can do to these other companies.

 **Speaker 1** 1:15:07
So so we will be using the software in a limited capacity, but they're not.
Their concern is the regulator is there, right?
The Coast Guard and Bessie will be there.
They do not want to show off to the regulator a new product and how they manage an incident.
They don't.
They don't want to do that.
So, and we're gonna respect their wishes, right?
However, what we are doing is we're going to have our software inside of this executive leadership room with their, you know, EVP, Senior Vice President and so forth and down, so forth down to uh uh to utilize our platform for what they call this critical processes list.
So this critical processes list is a function of business continuity, so they have what's called a business support team and the and so they're they're going to.
We're making modifications to the software to support this endeavor, where the executive leadership team will be able to be able to track the task of these critical processes for the purpose of business continuity.
I agree it's not what we want to do, but it's what we are doing.
We're we're getting paid for that work.
That's what the additional $240,000 is, is to support running this critical task list or critical processes lists for business continuity, and then also to conduct this assessment.
Uh at the exercise, you know, basically, you know, doing a gap analysis, you know what?
What's going well, what's not going well with the technology then?
We we we come out of that exercise, we send them the proposal, they then approve it, then that lights the fuse for the, you know, 3 to $5 million which will include licenses, the custom development and so forth.

 **Speaker 5** 1:17:00
Well, they have to run that through the Coast Guard at that time.

 **Speaker 1** 1:17:05
So they, so they they conduct this exercise annually.
Sometimes it's unknown or known.
Ace, meaning the Coast Guard, could just show up and uh, you know, at a moment's notice.
Knock on the door and say you know you're doing the exercise so they wanna be fully ready.
Meaning, before they show this to the Coast Guard, they wanna be fully baked.
Everybody trained internally to be BP.
They're using the software, and then once, once they feel comfortable with the software where you know where they wanna be with it, just for the Gulf of Mexico and and Canada, then they'll run the exercise with the Coast Guard and others to to to manage the incident.
And at that point in time, that's when they'll be essentially replacing TRG's software with our software.
And because there's some politics involved, you know, TRG's gonna be at the exercise.
They don't wanna show their hand because Tier G will create a, you know, a create waves in the industry and and make life hard for everybody. So.

 **Speaker 5** 1:18:14
I would have to bet the TRG knows about this.
However, I'm well these other what we offer.

 **Speaker 1** 1:18:18
Of course they do.

 **Speaker 4** 1:18:21
You have a gym, dear.
Your earlier question, Jim, do yearly question about you know BP and their forty other a colleagues in the Emergency Management space, Exxon Mobil, Shell, Oxy and so on that meeting will go on but it won't won't go on with the with with the Coast Guard in the room that'll be a private discussion with British Petroleum leadership at Disaster Tack and those emergency managers for representing other oil industry companies where we explain to them what exactly we're doing from a technological point of view for British Petroleum and have this could be applicable to them.

 **Speaker 5** 1:19:06
So that will take place.

 **Speaker 4** 1:19:06
So that meaning that that will take place, Jim, yes.

 **Speaker 5** 1:19:07
That's great.

 **Speaker 7** 1:19:09
And then.

 **Speaker 1** 1:19:10
Yeah, right.

 **Speaker 5** 1:19:10
But.

 **Speaker 1** 1:19:11
So that that uh So what this is what we're saying the IT just executive leadership prompt so they will have you know the main floor and the exercise you know TRG's there they're gonna have you know their SIM cell and so forth but then they they'll they'll have this leadership room you know our software will be displayed on the screen the purpose of that is to run this critical processes list for business continuity their business support team and then that's where they'll we'll be able to bring in these other companies which will be there you know the exons and so forth the Chevron so a Sean Plankey and so Angela Barlow she'll be there if I'm I'm not mistaken her name so she'll be there for example and others umm but there's still there's still concern you know that A they don't wanna they don't wanna show this to the regulator that that it will be on the record as this is how they manage an incident you know as part of the IMT uh they're going to leverage it for this business support team so Nicole you had your hand up.

 **Speaker 5** 1:20:22
O surprised of competitive tries to get into that meeting with the 40 companies because they've gotta have an ally somewhere with one of those companies.

 **Speaker 7** 1:20:23
Yeah.

 **Speaker 4** 1:20:34
Well, I, Jim, I mean, you know we're not, we're not going to cower to TRG.

 **Speaker 1** 1:20:35
Going, Nicole.

 **Speaker 7** 1:20:35
Yeah.

 **Speaker 4** 1:20:39
We're just going to do what we know what what we're being asked to do and that's being present our technology to the 40 gonna colleagues of of that British Petroleum invites to this meeting and and we're also going to be you know having Microsoft Bill errand who runs energy from Microsoft Access meeting so you know.

 **Speaker 5** 1:21:03
Ohh good.
I'm not basically.
I just think there's a competition will be active.

 **Speaker 4** 1:21:07
No, I think you I think it there is competition that's a good thing.
We, we we they tier G and the Nicole can Nicole Franks can confirm this, but TRG basically hasn't really changed what they've been doing for 1415 years.

 **Speaker 7** 1:21:15
Yeah.
Yeah.
So let me just add a couple of things on this answer.
Some questions, certainly TRG is a very, very fierce competitor and tipping them off is, you know, not ideal but but it's in it is it's better for for this year based on where DT disaster tech is at more BP is at with disaster tech.
This is not a bad approach in my opinion, because the exercise itself, the IMT incident management team exercise is very, very, very highly regulated.
BP cannot afford to fail that or have any failures of significance in that event.
It's very, very regulated and not only is it about, you know, do they need to be able to use the to or to have the software or show it to the agencies, what it's really about is you have a BP has to demonstrate proficiency in utilizing it.
That's going to require full develop, you know, make sure that obviously making sure that the the software is 100%, but also making sure everyone is trained to use it before they're in front of regulators, they can't be fumbling with the software while they're in front of regulators.
However, the business continuity and the BST, which is the business support team, that aspect of the exercise is not regulated.
So it is a good opportunity for disaster tech to get well utilized with the leader leadership folks who are who will be involved in that aspect of it and but without it being in front of the regulators or having to demonstrate any particular capability to regulators right now.

 **Speaker 5** 1:23:11
Thank you.
That's very, very good explanation that I can now appreciate what the problem is.
Thank you.

 **Speaker 4** 1:23:18
Great job, Nicole.
Thank you.

 **Speaker 1** 1:23:20
Yeah.

 **Speaker 7** 1:23:20
Umm.

 **Speaker 1** 1:23:20
Thanks, Nicole.
Do you have?
Do you have anything else to to add to that and you're in, you're 100% right and that's why, you know, they thought through this deliberately, right.
You know, they they want this relationship with disaster tech to work.
They really do.
Right.
And they got skin in the game.
Granted, it's not the the total nut right now, but you know they're they're trying and and they want and they want to put more money in, they want to and they have money.
They said, look, we, you guys, you know, money is not the issue.
It's we want you guys to succeed and if you don't succeed, we can't.
We can't justify the paycheck.
I mean, really and certainly we we we don't wanna like you said fumble in front of the regulator when they have to show competence.
You know they can lose their ability to operate, which is not good.

 **Speaker 5** 1:24:12
OK.
Well, that's what that's much more serious problem than I understood before, OK.

 **Speaker 7** 1:24:13
Exactly.

 **Speaker 1** 1:24:17
Yeah.
I'm sorry, Nicole.
You had something else?

 **Speaker 7** 1:24:22
Nope.
Just saying that's exactly right.

 **Speaker 1** 1:24:24
Yeah.
So just an interesting time, because I think we're running out of time.
Umm, it's to go quickly through these here so so this is just numbers on the the the work that we had before.
So the Navy seed we've already invoiced to date this 253 and we expect for this next contract action.

 **Speaker 6** left the meeting

 **Speaker 1** 1:24:48
For for the winter in in spring of next year to be 800,000 to 1.5 million trade wins.
Again, this is locked and loaded O we have and a guarantee of 2.5 million coming out of this next contract action, which will go up to 3.3 million with this additional investment from the TRMC and then the Air Force sitter or something else that we're exploring is Strat fine TACFI leveraging matching funds through Air Force Ventures.
And I'll reach out to Stephen Clark, who has particular experience in this world and events Rienzi, who has been working with us, you know, behind the scenes and on these deals is also experienced in successful in getting access to these types of matching funds.
So Air Mobility Command would be the ultimate benefactor of this sitter work, and so the thinking is, at least preliminarily, to be able to present a mobility command and the key leaders there to be able to shape this to hopefully you can get unlock some of this matching funding for for that.
Umm.
Here's our total pipeline, so you could see it's about $100 million in volume.
So this is everything we have in the hopper, right?
So so if we closed every single deal as written on the books, we're looking at $100 million in revenue.
Some of that's annually recurring.
Some of that's one time, etcetera.
It varies from deal to deal, but but as you can see, you know we've we've closed 4.2 million of that so far and that's being INVOICED against actively so which is good.
So we got we get that money coming in and that's that's helping this company move forward.
What we want to achieve for current customer revenue year to date, we've invoiced this much.

 **Speaker 4** 1:26:45
Yeah.

 **Speaker 1** 1:26:49
So this is just what we've been able to invoice money at the bank and then for projected revenues.
This is includes guarantees, say again.

 **Speaker 4** 1:27:00
4324 Chris fiscally you're 2324 PROJECTED.

 **Speaker 1** 1:27:05
Correct.
Right for PROJECTED for the the next two fiscal years.
So we still, yeah.

 **Speaker 5** 1:27:10
What's the what's the total fiscal year, Sean?

 **Speaker 1** 1:27:15
The total.
So if I go to the next slide, it's 9.9 million about 10 million.

 **Speaker 4** 1:27:19
Weren't you?

 **Speaker 5** 1:27:21
That's the next year.
What about for this?
This year we're closing.

 **Speaker 1** 1:27:26
Well, well, some of that's gonna close this year.
I mean, all of it should close this year.
However, what we're able to invoice may not happen until next year, right?
So we.

 **Speaker 4** 1:27:39
They're Jim.
The total revenue is for the select opportunities equals about 22 1/2 million bucks for the on the PROJECTED side here.

 **Speaker 5** 1:27:50
Yep.

 **Speaker 4** 1:27:51
And if you go to the next slide, John?
Yeah, so here's here's basically you know what we project with respect to our pending deals with WSP Disney, the Flyway Kit, which is wildly under under, I mean Conservative 250 is a is lab.

 **Speaker 5** 1:28:10
This this is calendar calendar 24 of fiscal 24.
What is supposed to represent?

 **Speaker 4** 1:28:15
This is this is this is fourth quarter 23 into fiscal year 24 gym.

 **Speaker 8** joined the meeting

 **Speaker 5** 1:28:21
This is working.
Good, good.

 **Speaker 1** 1:28:26
Yeah.

 **Speaker 4** 1:28:27
OK.

 **Speaker 1** 1:28:27
So this is through right?
So this is this would be money coming in through that that 2024 through the end of the year.

 **Speaker 5** left the meeting

 **Speaker 1** 1:28:38
So so that's.

 **Speaker 4** 1:28:38
And again, it's wildly conservative.
It doesn't include, it just includes 1 energy company for instance.
It doesn't include multiple DoD opportunities that you know, there are thousands.
We only have one listed here, but Warina, hyper, Hyper conservative and yes, I mean we would have liked BP to have been forwarded more more uh on schedule.
But you know there 1/4 behind.
They're not.
They're not two years behind.
They're they're they're tracking, they're core to behind.
So we're not concerned.
We've got plenty of cash.
Plenty of opportunities.
Plenty of revenue coming in, so it's it's it's basically playing our cards right and you know we'll be back there October 25th, 6th and 7th.

 **Speaker 16** left the meeting

 **Speaker 4** 1:29:27
Yeah, in part for the global meeting in part for the private executive meeting that includes their 40 clients in part for a private meeting with Microsoft, Head of Energy Bill or Ron, there's a lot in, in flight that I hope that our next board meeting that'll be reflected.
But right now we're being very conservative.
Jim and and others.
O you see this, you know the all cash is 13, almost 14 million and that that leftover would be 10.3.

 **Speaker 3** 1:29:58
Jim, I'm you.

 **Speaker 4** 1:30:06
And again we're being.

 **Speaker 8** 1:30:06
Roger, the diversification.
The diversifications allow you a lot of strength.
It's very well done.

 **Speaker 4** 1:30:12
Exactly, Jim.
That's OK.
That's that's key to the strategy and it's also we're not just think about the verticals within Microsoft.
I mean, they have 37,000 account reps we haven't even begun to tap that well when we go live with our our SAS offering in November and we light up the Microsoft account wraps and we will because we've got a lot of supporters at Microsoft and you know what being the only disaster management company baked into teams, right?
It's quite it's quite a feat.
It's 2 clicks and you're in, so for an account manager to have something relevant to sell.
Ohh my God.
I mean, you can't get anything more relevant than than than than what's going on.
Look at the world.
There's a disaster every freaking day and not being ghoulish.
It's just, it's just the reality.

 **Speaker 8** 1:31:05
Yep.

 **Speaker 4** 1:31:05
You've got, what, 9 hurricanes brewing off the off the off the Horn of Africa or, you know, in of the nine, maybe 3 already heading towards the Caribbean and God knows where.
My point is, you know, whether it's, you know, Juno, Alaska houses falling in the water, 8 feet of water, and Pennsylvania fires all over the freaking world.

 **Speaker 17** left the meeting

 **Speaker 4** 1:31:27
What just happened in Maui?
You name it.
It's horrible and you know, having the flyway kit will institutionalized that institutionalized disaster tech in the industry because we're at the they're not using anyone else but disaster tech.
Think about that, yeah.

 **Speaker 8** 1:31:45
Unfortunately, we're in a rapidly growing market with the weather, yeah.

 **Speaker 4** 1:31:49
Yeah, but, but, but we're with, we're with the fortune too.
That selected us for their their their, but arguably they're their biggest their biggest foray into the disaster space, and this flyway kit.
So thank.
Thankfully, it's not a pollentier in there.
It's disaster tech.

 **Speaker 8** 1:32:08
Yep.

 **Speaker 4** 1:32:14
Any questions or comments from the floor and the board?
You know we're giving our we're given 110% on this and we we can't.
Thank you.
You, you, you, gentlemen, ladies.
Enough for your your, your, your, your camaraderie, your, your, your insights, your wisdom.
We need it.
You know, we need you to help us.
We need you to help us succeed.
We we succeed, you succeed, right?
It's a win win and we really believe that we are the only practitioner LED team that can deliver on our promises.
You really believe it?
There's a lot of there's a lot of vaporware out there, and we're we're we're out to really, you know, take the market and we we picked a good partner in Microsoft.

 **Speaker 9** 1:33:11
Great work boys.

 **Speaker 4** 1:33:15
No, thank you.
Very one.
And you know, emails Sean and I with any comments and questions, we certainly will be reaching out to you all.

 **Speaker 18** left the meeting

 **Speaker 4** 1:33:23
And again, thank you.
You know everyone that's contributed.
You haven't in a while spoken.
Is Sean their?
I just sent us an email.
Let's get on.
Let's get on a call and let's chat.
We are so busy.
Just look at the the deck we just presented.
I mean it's it's, we are just so busy.
You're going about, you know, our normal lives with family in ourselves, and we just so busy with this company.
It's just it's all all consuming and that's a good thing.
We're not sitting here rolling our thumbs.
We are just, you know it's, you know, you almost go 24 hours, seven days a week with this, you know, and it's and that's a bad thing.
So you know, you do need some downtime.
That's directed at Sean Griffin.

 **Speaker 1** 1:34:10
Thanks.
Yeah, yeah, I know.
Traveling all over.
But no, it's good.

 **Speaker 4** 1:34:14
True.

 **Speaker 1** 1:34:16
I'm very grateful and thankful and blessed to have these people all you working with us together to accomplish our our shared vision, mission goals and and objectives, something that I I do want to note we we had put we had put OK Rs on ice.
We're bringing that back to the surface.
The OKR that we're going to start with and rallying around is actually on security, given its importance and significance to everything that we do, it will really help drive and help this company have the clarity, but also the focus and a measured, a measured approach on how we're achieving our security goals.
You know, we we have to achieve that and and then you know, you can start to link these other things around it coming out of security.
And then the the other three, OK, Rs which remain the same from the previous go around it leveraging, OK, Rs is people first, right?
That's our #1 core values of company.
So our people, OK, are second is our product and 3rd is our sales and marketing OKR right simplify.
So, you know, security being being a preeminent 1.
Umm.
We'll we'll focus on that and scrum as a team on that.
And then once we get successful with our wrapping our arms and fully executing against the security OKR, we'll start to bring back into the fold use these other three that I had mentioned.
So uh with that?

 **Speaker 4** 1:35:55
Yeah.
And I'd be remiss to say I've been I've be remiss to not reference that we have an incredible team at disaster deck and you know whether it's, you know, Conor who's our chief of staff on the phone or renessa or you know our development team or what have you without our core team that you and I have worked so hard.
And in developing selecting, you know working with and they've been phenomenal.
We wouldn't be here today, so you know again thanks to our internal team and we have a great external team in base.
You're in India, but our our core team is is nothing but sublime. Yeah.

 **Speaker 1** 1:36:39
Well, that's a great note to leave on.
So thank you again for spending a little more time beyond what was scheduled for those who were able to stay.
Thank you and enjoy the weekend and and if you're here in the mid Atlantic, enjoy the sweltering weather.
It's pretty hot.
So anyways.
Alright.
Well, take care everybody.
Thanks for your time.
Cheers bye.

 **Speaker 4** 1:37:02
Thank you everyone.

 **Speaker 10** 1:37:02
Thank you, Roger and Sean was excellent.
Thank you.

 **Speaker 2** left the meeting

 **Speaker 4** 1:37:05
Thank you now.

 **Speaker 1** left the meeting

 **Speaker 19** left the meeting

 **Speaker 12** left the meeting

 **Speaker 8** left the meeting

 **Speaker 10** left the meeting

 **Speaker 4** left the meeting

 **Speaker 11** stopped transcription