



DISASTER**TECH**

# September 2023 Board Meeting

# Confidentiality Disclosure

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# Agenda

## PEOPLE

- Hiring & Personnel

## PRODUCT

- Pricing, Branding, Marketing
- PRATUS
- Security & Compliance

## PARTNERS

- Partner update highlights
- MSFT Flyaway Kits

## CUSTOMERS

- Clients/Prospects
- Defense
- Energy

## FINANCE

- Updates

# Hiring and Personnel

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## **RADM (ret) Doug Fears, Senior Advisor**

Doug served at the White House as the eighth Homeland Security and Counterterrorism Advisor to the President and Deputy Assistant to the President. He also served concurrently as the acting Deputy National Security Advisor for four months. Doug retired from the U.S. Coast Guard in 2022 as a Rear Admiral.



## **Michael Panciroli, Microsoft Cloud Architect**

Michael comes to DT with 15+ year's experience as a Microsoft cloud architecture professional with hands-on experience building solutions for Microsoft 365. Michael is leading our Microsoft Teams integration and enhancements.



## **Jim Wilt, Distinguished Architect, CTO**

Jim is a technology executive with decades of experience with top companies like Microsoft, T-Mobile, and Best Buy. He is recognized for innovations in Aerospace, Manufacturing, Cloud & Operating Systems, Data Analytics, Health, Fintech, and Retail to name a few. Today he focuses on Software & Platform Modernization and Digital Transformation through Engineering Empowerment + Autonomy on Cloud-Native Platforms leveraging Generative AI.

# Pricing, Branding, and Marketing

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## PricingWire

- PRATUS Platform Pricing
- Disney & Chick-fil-a
- bp phased contract
- SOCOM

## the branx™

- PRATUS Platform
  - Branding Book
- Website and Platform look & feel

## NEW BREED +

- Account Based Marketing Workshop
- HubSpot Configuration for streamlined marketing, CRM and sales

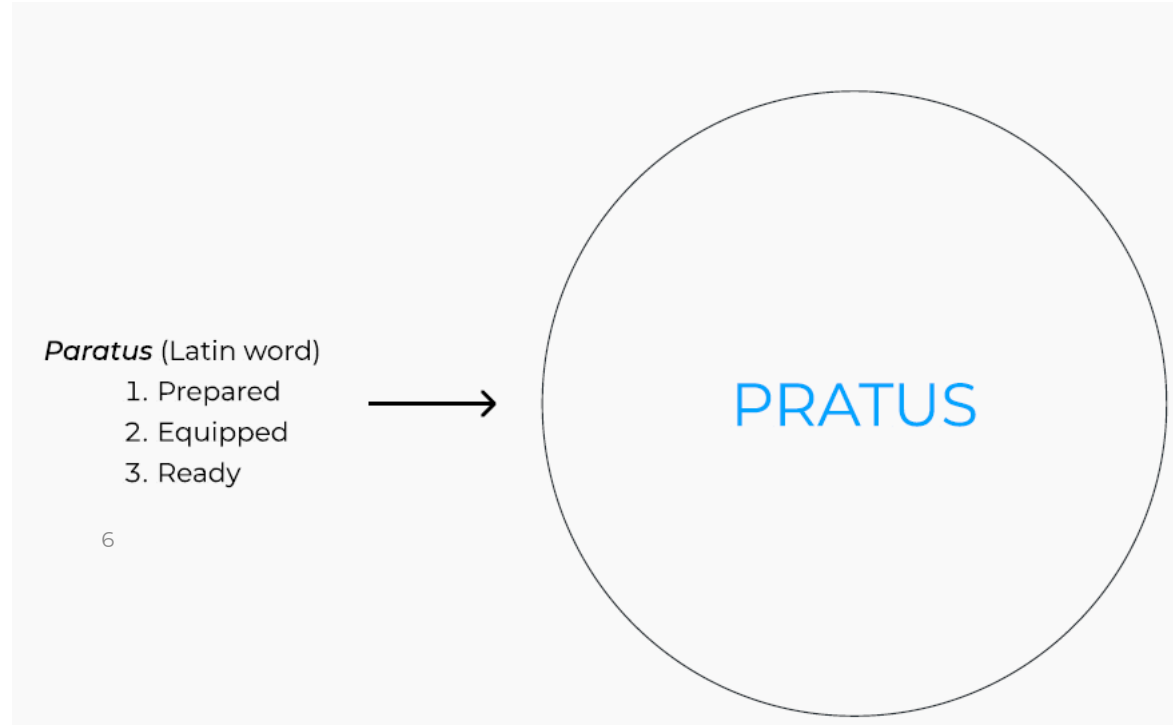
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# PRATUS

Pratus is derived from the Latin word “paratus,” which means “readiness” or “preparedness”. It encapsulates the core essence of the platform, emphasizing its focus on equipping businesses/ governments with the necessary tools and strategies to be ready for any crisis.

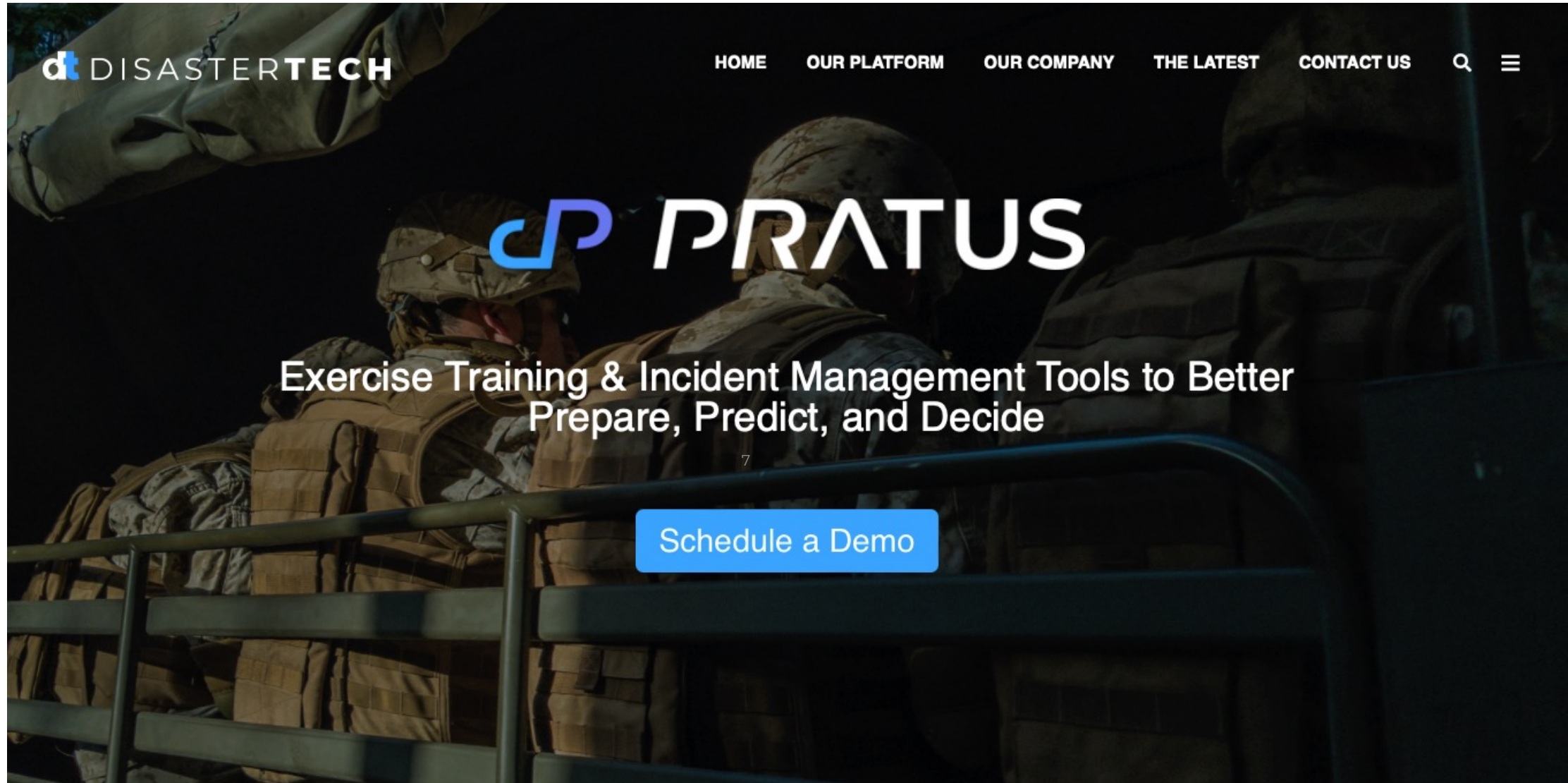
Pratus is concise and memorable, making it easy to recall and recognize. Its simplicity adds to its versatility, enabling it to resonate across different markets and industries.

With its modern and distinctive sound using strong consonants (p, r, t ) and a back-vowel ( u), Pratus conveys a sense of a reliable, established and trustworthy platform.





# PRATUS



# Gov & Commercial Security & Compliance



- IL-4: Current
- IL-5: Q4
- IL-6: 2024 Q2
- Authority to Operate (ATO)
  - GlideFast

IMPACT LEVEL	INFORMATION SENSITIVITY	SECURITY CONTROLS	LOCATION	OFF-PREMISES CONNECTIVITY	SEPARATION	PERSONNEL REQUIREMENTS
2	Public or non-critical Mission Information	FedRAMP Moderate	US / US outlying areas or DoD on-premises	Internet	Virtual / Logical PUBLIC COMMUNITY	National Agency Check and Inquiries (NACI)
4	CUI or Non-CUI Non-Critical Mission Information Non-National Security Systems	LEVEL 2 + CUI-SPECIFIC TAILORED SET	US / US outlying areas or DoD on-premises	NIPRNet via CAP	Virtual / Logical Limited "Public" Community Strong virtual separation between tenant systems & information	US Persons ADP-1 Single scope Background Investigation (SSBI)
5	Higher Sensitivity CUI Mission Critical Information National Security Systems  8	LEVEL 4 + NSS- SPECIFIC TAILORED SET	US / US outlying areas or DoD on-premises	NIPRNet via CAP	Virtual / Logical Federal Gov. Community Dedicated Multi-Tenant Infrastructure Physically Separate from Non-Federal Systems Strong virtual separation between tenant systems & information	ADP-2 National Agency Check with Law and Credit (NACLC) Non-Disclosure Agreement (NDA)
6	Classified SECRET National Security Systems	LEVEL 5 + CLASSIFIED OVERLAY	US / US outlying areas or DoD on-premises CLEARED / CLASSIFIED FACILITIES	SIPRNET DIRECT With DoD SIPRNET Enclave Connection approval	Virtual / Logical Federal Gov. Community Dedicated Multi-Tenant Infrastructure Physically Separate from Non-Federal and Unclassified Systems Strong virtual separation between tenant systems & information	US Citizens w/ Favorably adjudicated SSBI & SECRET Clearance NDA



# Partner Updates



- MSDR Re-engage OCT '23
- MSFT Fly Away Kit
- Energy
- DoD/Federal



- FEMA REPP Contract



- SOCOM Exercise Support Opportunity



- Navy CEAD Contract



- Air Force STTR



- NYC Urban Risk Tool

# Microsoft Partnership Update

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## Key milestones and deliverables

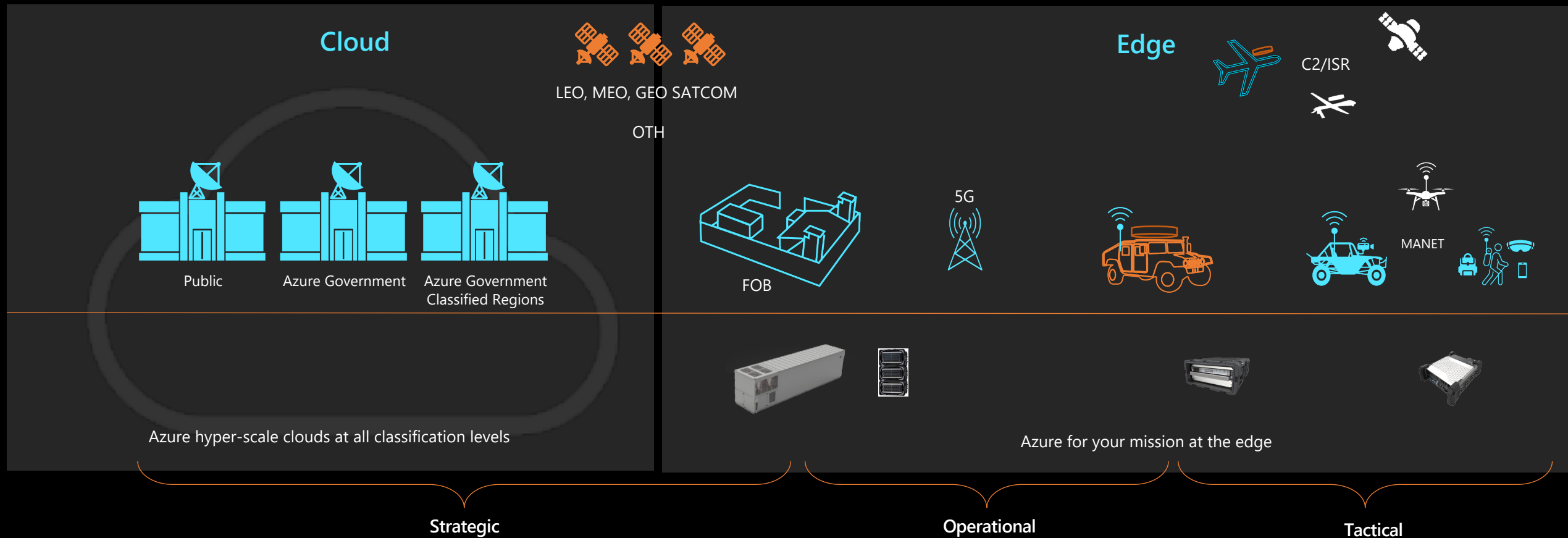
- Contractual deliverable at Microsoft Federal headquarters near Washington, DC to determine go-to-market on defense, intelligence, and civilian agencies.
  - Facilitated by BrigGen Sean Conroy, Chief of Staff, Microsoft National Security Group
  - Fly-Away-Kit
- Authority to Operate (ATO) - Working with GlideFast to expedite ATO certification within defense and federal systems, allowing our technology to easily be deployed to new DoD customers inside the customer's Azure tenant (this is how Microsoft makes money, incentive for MSFT to deploy our technology inside the DoD managed Azure tenant).
  - 1) Navy CEAD ATO by December 2023 in IL 5, 2) Army AI2FP ATO by Summer 2024, 3) Navy CEAD ATO IL 6 by June 2024
- Bolstering Partner Center Co-Sell opportunities for large contract wins to include U.S. Special Operations Command, the U.S. Army, the U.S. Navy, the U.S. Air Force, and the interagency like NSA/Cyber Command, CISA, FBI, and DHS/USCG.
- Identify "Road Show" opportunities such as AUSA tradeshow to showcase the combined Disaster Tech-Microsoft technologies and capabilities for dual use sales to include closed door sessions with senior military officers and civilian executives.



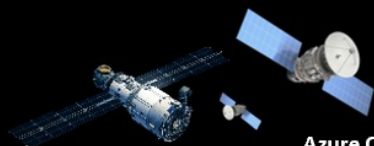
# Fly-Away-Kit

(Slide 1/2)

Cloud-connected (or disconnected) Azure systems for all echelons of operation.  
Bring the full-range of hyperscale cloud with you wherever you are.



# Supporting Every Mission Speed, Resilient, and Agile!!

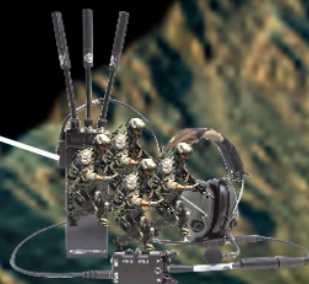


## Azure Orbital Cloud Access (AOCA)

Prioritizes traffic via highly secured low-latency (1-hop) access to the cloud, from anywhere on the planet to process satellite data at scale and directly downlink into USAF VNet. Geospatial processing at scale, to include ISR feed downlink.

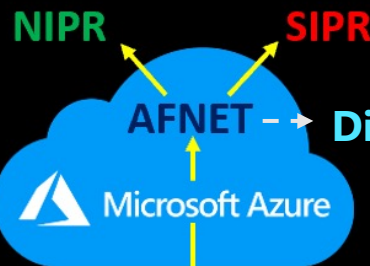
## Dismounted Connectivity

Operational personnel equipped with MPU-5 radio for continuous comms in a LOS environment



## Mobile ADHOC Network (MANET) at the Edge

Azure Stack Edge Mini-R integrated into mobile platform feeding edge compute capability across LOS network – intentional redundancy, becomes primary if backhaul site compromised.



**Beyond Line-Of-Sight (BLOS)**  
MANET continues BLOS via Cloud Relay included w/ MPU-5



**LOS**



## AFNET/Cloud

AFNET reached through IP SEC tunnel which will be virtualized on Edge devices

**Persistent Systems Sector Antennae**  
Broaden range of connectivity

## Dejero Gateway

4G/5G/LTE access, data aggregation, smart session routing

## PRC-117G

Encrypted GFE comms network device

## JUNIPER SSR

Session Smart Routing, seamless migratory push of strongest signal/throughput



## Mobile ADHOC Network (MANET) at the Edge

1x MPU-5 w/Dual PTT & ATAK  
4x Laptop  
1x TACLANE  
1x Generator  
1x 8-Port Switch  
\*1x ASE Mini-R (only in one vehicle)  
Gear integrated/secured via RAM style mounts



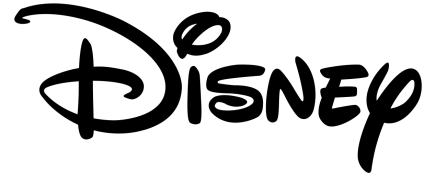
# Client Page

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FEMA

# Prospect slide



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WSP

Microsoft Energy

MAXIMUS



U.S. Customs and Border Protection



# Defense

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## US Navy CEAD

- BryceTech
- 2023 - \$253,831
- 2024 – est. \$800k - \$1.5MM

## US Army AI2FP

- Tradewind
- 2023 - \$850k
- 2024 - \$3.3MM

## USAF STTR

- Florida A&M University
- 2023 - \$361,011
- 2024 - \$637,848
- STRATFI(1:2) TACFI (1:1)
  - \$375K - \$1.8M
  - \$3M - \$15M
  - AFVENTURES



## Brig Gen Sean Conroy, MSFT Federal

Sean serves as Chief of Staff for Microsoft's National Security Group. His responsibilities encompass all Department of Defense accounts as well as the National Intelligence Directorate. He also serves as the Chief of Staff for the Louisiana National Guard

# Energy

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## British Petroleum

- PO 1: \$160k
- PO 2: \$240k
- 2024: Est. \$3.0 - \$5.0MM

## Vermont Electric Company (VELCO)

- \$1.0MM

## Energy Prospects












- Utilities
  - PG&E, Dominion, NextEra, EEI
- Oil & Gas
  - Chevron, Exxon
  - BP Exercise: Woodside, Shell, Occidental, Endbridge (Oct 24-26)
  - Clean Gulf (Nov 7 – 9)



## Bill Arend, Microsoft Regional Director

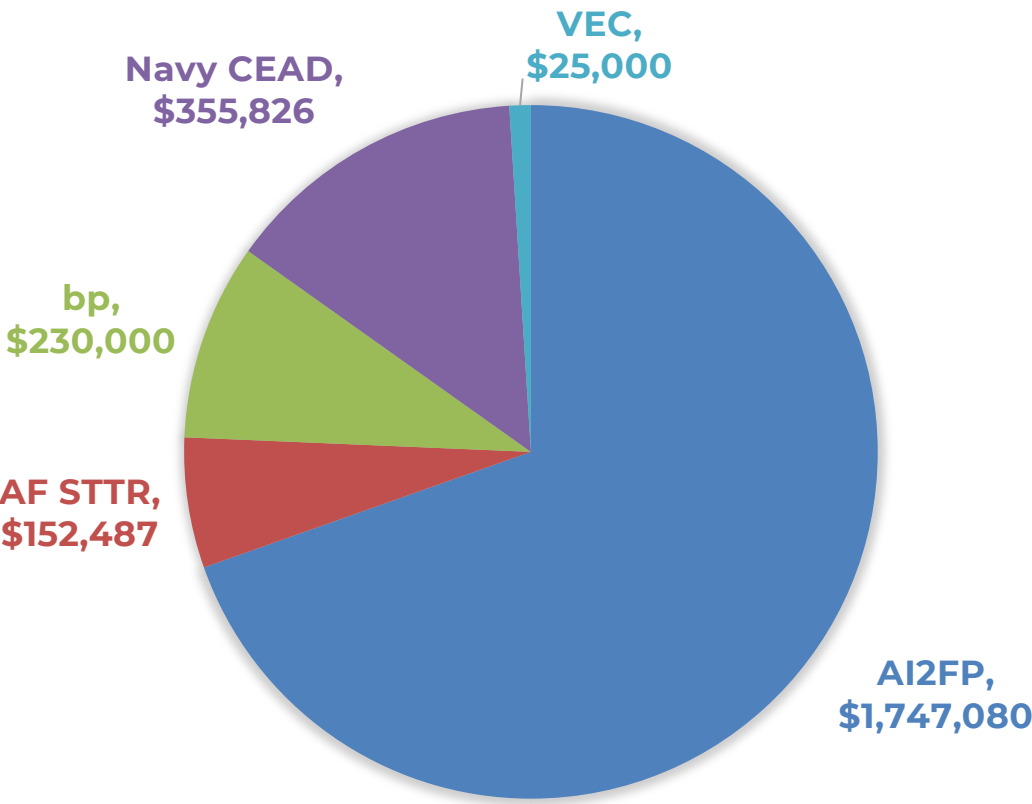
Bill is an entrepreneur and senior software executive with decades of experience at top companies like Workday, Oracle, and Microsoft. He leads Microsoft's efforts in energy, specifically oil and gas.

# Pipeline

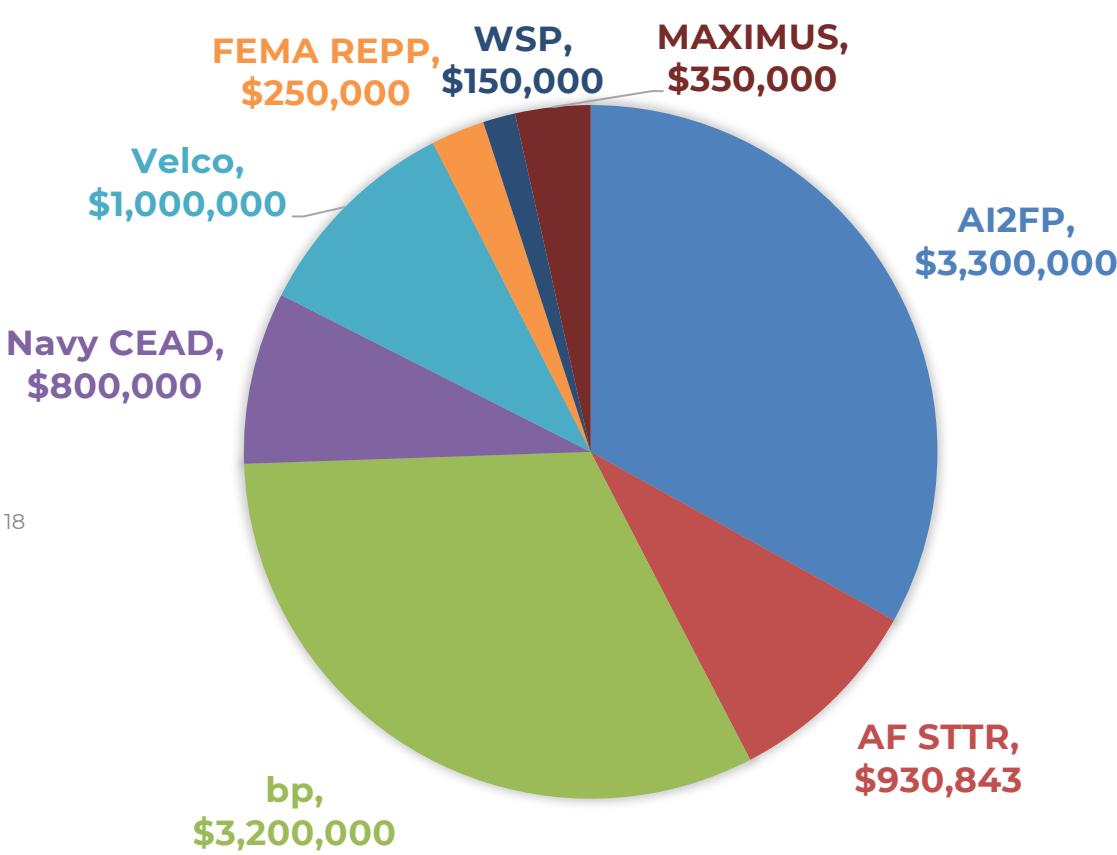
TOTAL DEAL AMOUNT ⓘ		WEIGHTED DEAL AMOUNT ⓘ		OPEN DEAL AMOUNT		CLOSED WON		NEW DEAL AMOUNT ⓘ		AVERAGE DEAL AGE ⓘ			
\$99.5M		\$36.5M		\$61M		\$4.2M		\$0		243 days			
Avg \$646,346 per deal		Avg \$599,115 per deal		Avg \$1,356,156 per deal		Avg \$263,325 per deal							
PROSPECTS		CAPTURE PLANNING AND ...		DEMO/PRESENTATION		PROPOSAL DEVELOPMENT		PROPOSAL SUBMITTED		CONTRACT NEGOTIATIONS		CLOSED WON	
16		27		3		6		16		5		16	
<div>Lemoine</div> <div>Close date: 08/31/2023</div> <div>No activity for a year</div> <div>! No activity scheduled</div>		<div>CISA Exercise Support - SSN</div> <div>Close date: 09/15/2023</div> <div>Task a day ago</div> <div>! No activity scheduled</div>		<div>Cfa - New Deal</div> <div>Close date: 01/31/2024</div> <div> Email 16 days ago</div> <div>! No activity scheduled</div>		<div>FEMA Stadium Playbook</div> <div>Close date: 10/05/2023</div> <div>Note 2 hours ago</div> <div>! No activity scheduled</div>		<div>PG&amp;E Innovation</div> <div>Close date: 08/31/2023</div> <div>Note 2 hours ago</div> <div>! No activity scheduled</div>		<div>US Army Test Resource Management Center (TRMC)</div> <div>Amount: \$500,000</div> <div>Close date: 06/30/2023</div> <div>Note 2 months ago</div> <div>! No activity scheduled</div> <div>High</div>		<div>Google Startups Cloud Program</div> <div>Amount: \$100,000</div> <div>Close date: 09/13/2022</div> <div></div>	
<div>Amentum</div> <div>Close date: 08/31/2022</div> <div>No activity for a year</div> <div>! No activity scheduled</div>		<div>U.S. Navy CEAD COA</div> <div>Close date: 09/08/2023</div> <div> No activity for 23 days</div> <div>! No activity scheduled</div>		<div>Disney - New Deal</div> <div>Close date: 12/31/2023</div> <div> Note 2 hours ago</div> <div>! No activity scheduled</div>		<div>ERDC-CERL</div> <div>Close date: 11/07/2023</div> <div>Task 2 months ago</div> <div>! No activity scheduled</div>		<div>ERCIP - Centralized Energy Resilience and...</div> <div>Amount: \$500,000</div> <div>Close date: 07/31/2023</div> <div>Note 3 months ago</div> <div>Task due in 8 days</div>		<div>VELCO - Vermont Utilities</div> <div>Amount: \$1M</div> <div>Close date: 07/21/2023</div> <div>No activity for 10 months</div> <div>! No activity scheduled</div>		<div>AI2FP - Phase 1B US Army AI for Installation Force...</div> <div>Amount: \$360,000</div> <div>Close date: 11/15/2022</div> <div> High</div>	
<div>AC Disaster Consulting</div> <div>Close date: 08/31/2023</div> <div>No activity for a year</div> <div>! No activity scheduled</div>		<div>Microsoft Flyaway Kit</div> <div>Close date: 10/31/2023</div> <div>No activity for 23 days</div> <div>! No activity scheduled</div>		<div>EEI Deal 1</div> <div>Amount: \$200,000</div> <div>Close date: 01/16/2023</div> <div> Note 3 months ago</div> <div>! No activity scheduled</div> <div>Low</div>		<div>NSF - Global Center for Artificial Intelligence for...</div> <div>Amount: \$0</div> <div>Close date: 07/31/2023</div> <div>No activity for 5 months</div> <div>! No activity scheduled</div> <div>Medium</div>		<div>Verizon Climate Resilience Competition</div> <div>Amount: \$125,000</div> <div>Close date: 07/31/2023</div> <div>Email 3 months ago</div> <div>! No activity scheduled</div>		<div>U.S. Navy CEAD Extension</div> <div>Amount: \$142,000</div> <div>Close date: 09/29/2023</div> <div> Email a month ago</div> <div>! No activity scheduled</div>		<div>Vermont Electric Coop: Outage Prediction and...</div> <div>Amount: \$16,000</div> <div>Close date: 11/15/2022</div> <div></div>	
<div>High Street Consulting</div> <div>Close date: 08/31/2022</div> <div>No activity for a year</div> <div>! No activity scheduled</div>		<div>DOE Grid Reliability and Resilience via Sensor Data</div> <div>Amount: \$600,000</div> <div>Close date: 11/30/2023</div> <div>Note 2 months ago</div> <div>! No activity scheduled</div>				<div>AI2FP Phase III</div> <div>Amount: \$2M</div> <div>Close date: 02/10/2023</div> <div>Email 7 months ago</div> <div>! No activity scheduled</div>		<div>USSOCOM/JMWC - BHS/Parsons (PREPARE)</div> <div>Amount: \$3M</div> <div>Close date: 10/07/2023</div> <div>Email 3 months ago</div> <div>! No activity scheduled</div>		<div>FEMA THD REPP - Cadmus</div> <div>Amount: \$300,000</div> <div>Close date: 01/31/2023</div> <div> Meeting 6 days ago</div> <div>! No activity scheduled</div> <div>Low</div>		<div>Green Mountain Power: Outage Prediction and Weather...</div> <div>Amount: \$75,000</div> <div>Close date: 11/15/2022</div> <div></div>	
<div>EMSI</div> <div>Close date: 08/31/2023</div> <div>No activity for a year</div> <div>! No activity scheduled</div>		<div>AI2MA - Sustainment Contract</div> <div>Amount: \$5M</div> <div>Close date: 06/30/2025</div> <div>Note 2 months ago</div> <div>! No activity scheduled</div> <div>High</div>				<div>ERDC BOTAA</div> <div>Close date: 12/29/2023</div> <div> Email a month ago</div>		<div>USACE ACI Temporary Power Agreement - WSP</div>				<div>VELCO: Icing Prediction-Northview</div> <div>Amount: \$16,000</div> <div>Close date: 07/01/2022</div>	
<div>EM Solutions</div> <div>Close date: 08/31/2022</div> <div>No activity for a year</div>													
Total: \$0		Total: \$11.4M		Total: \$200,000		Total: \$2M		Total: \$44.9M		Total: \$2.4M		Total: \$4.2M	
Weighted: \$0 (10%) ⓘ		Weighted: \$2.3M (20%) ⓘ		Weighted: \$80,000 (40%) ⓘ		Weighted: \$808,000 (40%) ⓘ		Weighted: \$27M (60%) ⓘ		Weighted: \$2.2M (90%) ⓘ		Won (100%) ⓘ	

# Current Customer Revenue

TOTAL INVOICED (YTD)



TOTAL PROJECTED FY23/24



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# Representative Customer Opportunities

## DOD

- 133 airlift Wing - Minnesota Testing
- Fly-Away-Kit
- SOCOM – ~\$3 million
  - Partner with Parsons / Blackhorse Solutions
  - Other Direct Costs (ODC) contract w/ Sept award

## Channel Partners

- Parsons ~ \$2 million

## Energy

- Microsoft Energy contacts - \$5-15 million

## Disney

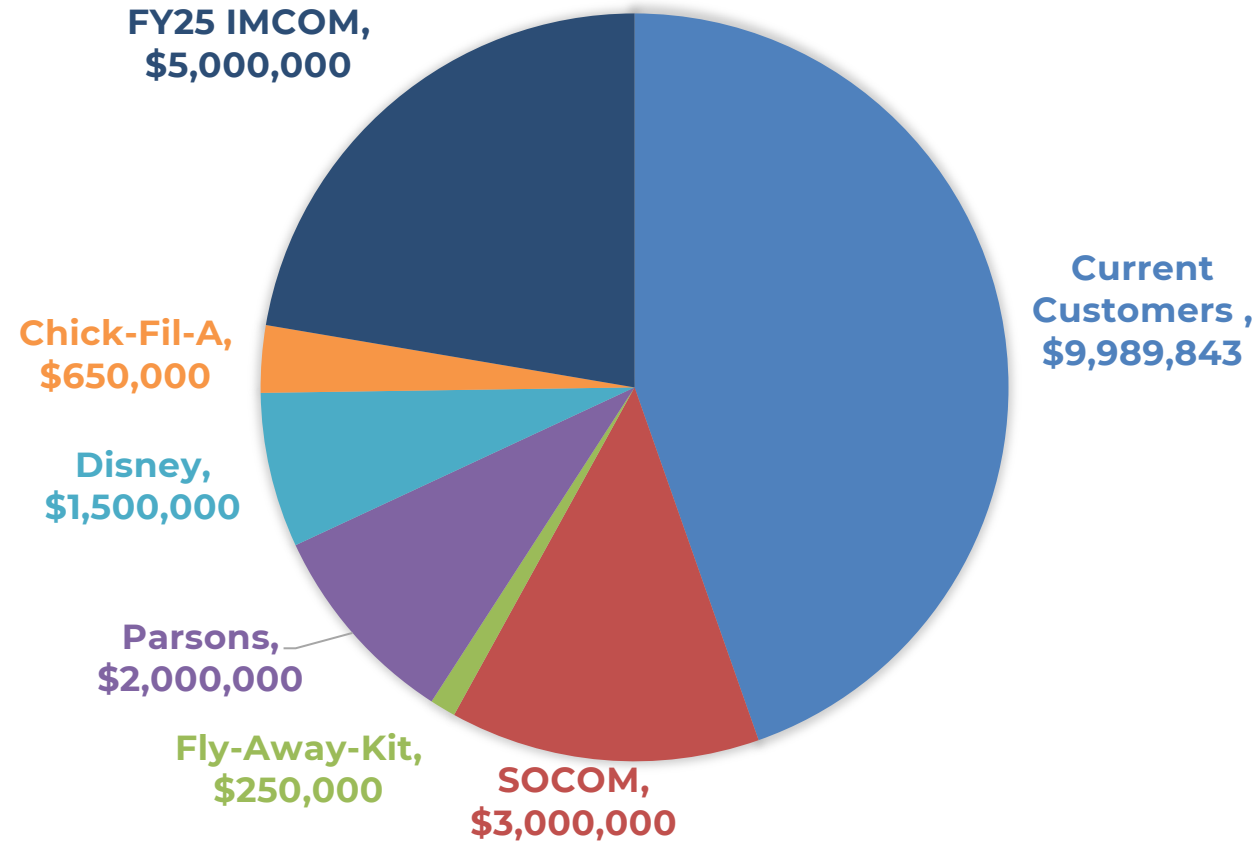
- \$1.5 million

## Chick-Fil-A

- \$650,000

Total revenues from the select opportunities - \$22.4 million

## PROJECTED REVENUE



# Financial Update

<b>Running Total of Funds Spent YTD</b>	\$ 2,737,210.00
<b>Cash in bank</b>	\$ 1,619,670.00
<b>Pending</b>	
WSP	\$ 150,000.00
Disney	\$ 500,000.00
Fly-Away-Kit	\$ 250,000.00
Maximus	\$ 350,000.00
SOCOM	\$ 3,000,000.00
CFA	\$ 250,000.00
Army SETA	\$ 600,000.00
<b>Closed/Won</b>	
FEMA REPP/Cadmus	\$ 250,000.00
TRMC	\$ 1,075,000.00
Navy	\$ 1,420,000.00
BP	\$ 300,000.00
Velco	\$ 1,000,000.00
AF STTR	\$ 379,673.00
Army Tradewinds	\$ 1,924,000.00
<b>All Cash</b>	<b>\$ 13,068,343.00</b>
<b>Left over</b>	<b>\$ 10,331,133.00</b>



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