

Re: Army Futures Command - Proposal Inputs

From: Matt Kramer <kramerm@[REDACTED]>
To: Charles Laingen <claingen@[REDACTED]>
Sent: April 30, 2018 11:01:07 AM CDT
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Chip,
Joel Akason (GreaterMSP) and Kevin McKinnon (DEED) are leading the effort.

We (the U) are submitting a very strong response for GreaterMSP to use in the proposal.

Happy Monday!
Matt

On Mon, Apr 30, 2018 at 10:55 AM, Charles Laingen <claingen@[REDACTED]> wrote:

All:

The LSI/Defense Alliance team spent time 'white-boarding' the Minnesota ecosystem that can support the **Army Futures Command (AFC)** solicitation. Please see the attached as a representative snapshot of the many entities that can collaboratively contribute to the Army's needs specifically and DoD more broadly.

Our goal is to help ensure that the initial package due next week is succinct and hard-hitting in its messaging, but also overwhelming in its depth. There are many entities herein (and likely many more we missed) for which we can provide significant evidence of technology commercialization outcomes through the type of linked ecosystem they are seeking – while illustrating a unique and powerful approach to innovation in ways the Army is not used to seeing. A critical example is Defense Alliance, which has developed a regional ecosystem that already *extensively* does what the Army is seeking.

The original letter – addressed to the Mayor of Minneapolis – is attached here also (note that the Army has since communicated they desire a jointly-written regional response). *We stand ready to assist in winning this opportunity that would have a significant return for Minnesota's economic future.*

Chip

CDR Chip Laingen, U.S. Navy (Ret.), MPA

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