

Hacking 4 Defense

Evolving Technology Entrepreneurship at UCF



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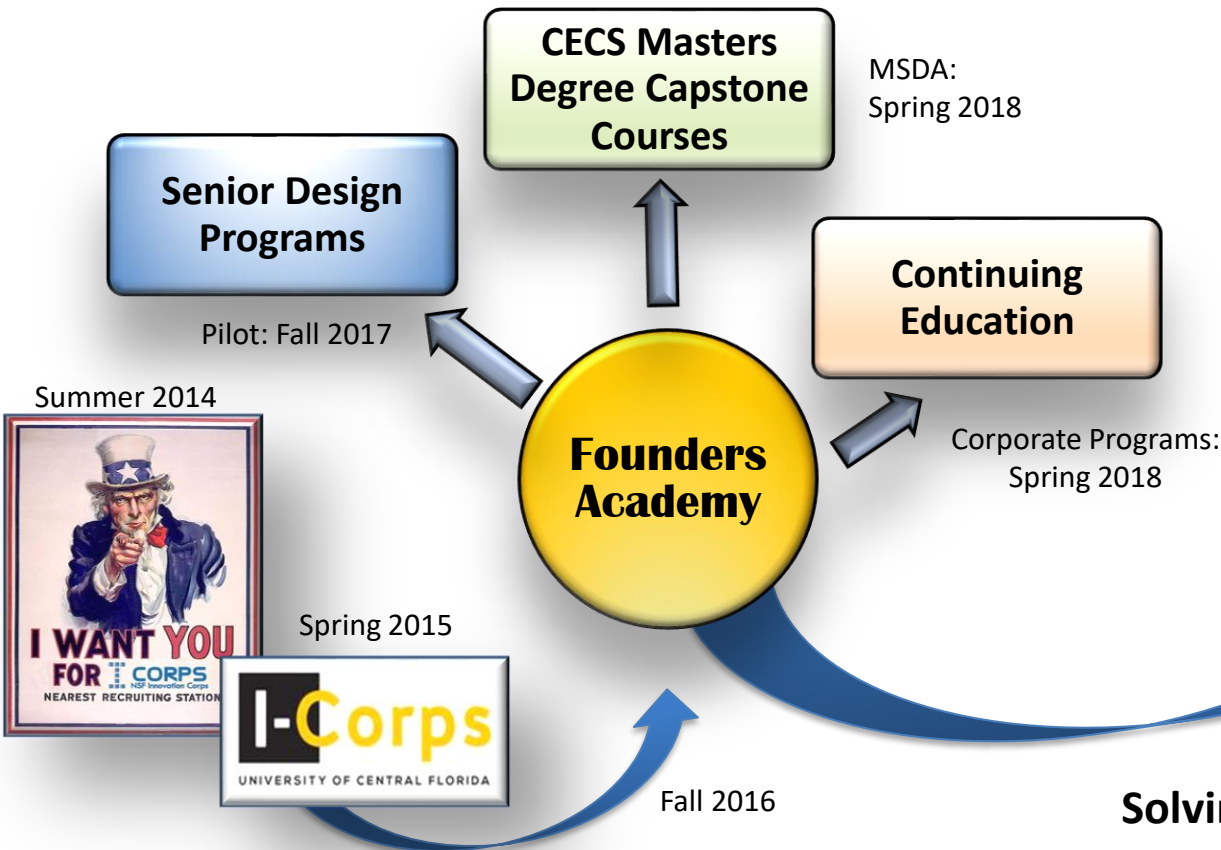
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The Growing Impact of Innovation & Technology Entrepreneurship at UCF

UCF/CECS Impact

- Applied Innovation
- Entrepreneurial Training
- National Economic Impact

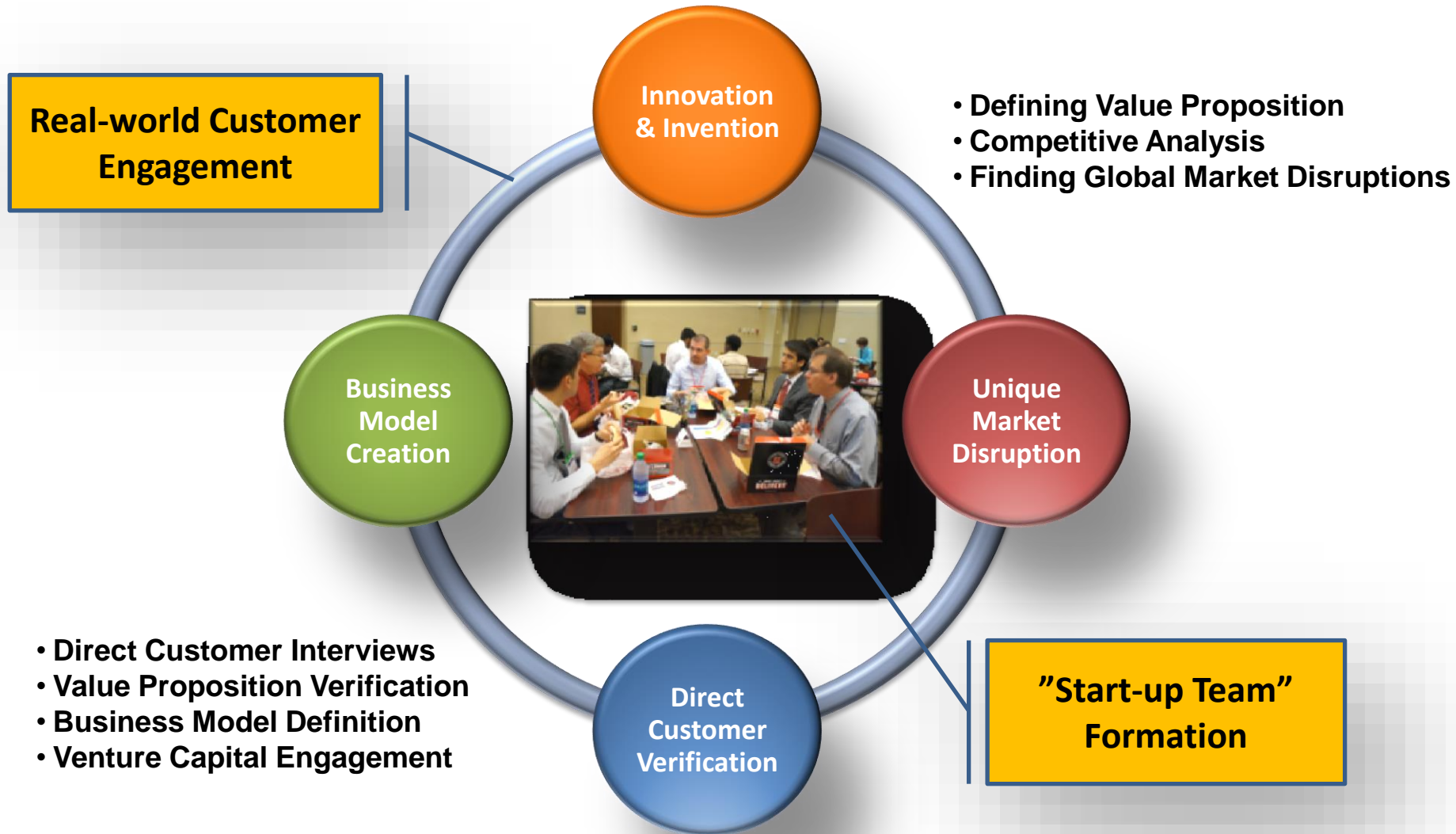


Debuted: Spring 2020

Solving Critical Defense Problems

- Student Experience
- DoD Connections
- Agile Problem Solving

HACKING 4 DEFENSE CURRICULUM

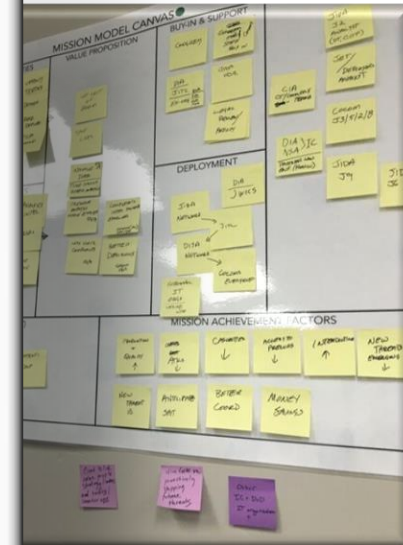


Applying the BMC to Mission Based Problems

Mission Model Canvas

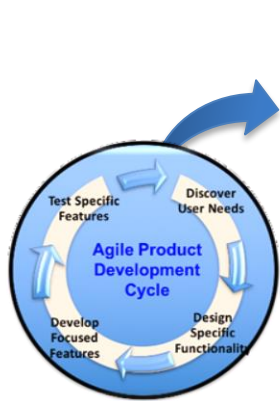
Mission (or "problem") Description goes here

<p>Key Partners</p> <p>Which of these activities can your company outsource to others?</p>	<p>Key Activities</p> <p>What are the <i>unique</i> activities your company needs to deliver the value proposition?</p>	<p>Value Proposition</p> <p>For each <i>beneficiary</i> what is <u>their</u> value proposition?</p>	<p>Buy-in & Support</p> <p>For each <i>beneficiary</i> how does the team get "Buy-In"</p>	<p>Beneficiaries/ Stakeholders</p> <ul style="list-style-type: none"> • By title/function who are the individuals we are creating value for?
	<p>Key Resources</p> <p>Which of these activities does your company need to own?</p>	<p>What problem pain/gain does this solve for them?</p>	<p>Deployment</p> <ul style="list-style-type: none"> • What will it take to deploy the MVP to widespread use? • " • What constitutes a successful deployment? 	<ul style="list-style-type: none"> • What is their archetype?
<p>Mission Budget (or cost)</p> <p>What are the costs to deliver the value proposition?</p>		<p>Mission Achievement/Success (or "fulfillment" or "impact") Factors</p> <p>For each <i>beneficiary</i> how does the team know they succeeded?</p>		



Leveraging Lean Startup and Design Thinking to Solve Critical Defense Problems

Giving Students Real-world Defense Start-up Experience



In-class Curriculum

- Solve a Critical High-Tech Defense Problem as a Focused Team
- Define the Business Strategy thru Customer Validation
- Get Comfortable Navigating the DoD Customer Base

Pitch to Venture Capital

- Communicate Ideas Succinctly
- Learn to Handle Investor Questions
- Learn to Compete for funding

Create a Start-up Firm

- Learn the Pace
- Live the Culture
- Experience the Strategy



Student Outcomes

- Learn They Can Be Defense Entrepreneurs
- Learn to Apply Innovation to Needs
- Learn to Lower the Risk of Starting up

- Create an MVP
- Validate Solution Fit



Students Walk Away with Life-long Skills

J. Oscar Rodriguez, 2016 ©

H4D@UCF Spring 2021

Who Said That?



XLR8

Alex Garner, Monica Bernard, Danish Siddiqui,
Jason Masri, Ritesh Chandrasekaran, Rizwan
Biswas

- 61 Applicants from across University
- 18 students chosen, 3 teams
- 6 graduates / 12 undergraduates
- 6 different majors
- All problems from US Navy NAWCTSD

MARU

Plan Coordinate AAR

METL

Schedule

Map



Network Modeling

Team Aquila



Total Interview Count: **62**

Total Email Count: **203**



- Taught as COP 4932/5937
- Special Topics course approved at College & University level at both UG/Grad level
- Will teach again as ST in Spring 22
- Plan on permanent course starting Spring 23



We Need DAB Help to Execute the Plan...



Corporate Sponsorship

- Advice on Important Defense Problems
- Access to Corporate Rolodexes for Team Interviews
- Team Mentors Who Can Provide Insight & Business Savvy
- Career Advice for Students Interested in Defense Roles

Thank You

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