

DEFENSE TECHNOLOGY PROGRAM

3-DAY SEMINAR



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DATES & TUITION

In-person at UW Seattle Campus

OCTOBER 27-29, 2026

\$3,600 USD

Discounts may apply for groups, non-profits, and UW alumni.

NAVIGATING FEDERAL CONTRACTING, COMPLIANCE, AND GROWTH

As U.S. federal agencies accelerate the adoption of commercial technology to strengthen national security and enhance mission capabilities, the opportunities for technology companies have never been greater — or more complex to navigate. This program is designed to equip business professionals with the practical knowledge, frameworks, and relationships needed to successfully enter and scale within the defense technology market.

BENEFITS OF ATTENDING

- A working knowledge of how federal agencies identify, evaluate, and acquire technology solutions, including non-traditional contracting pathways
- Practical frameworks for sizing and pursuing defense market opportunities
- Insight into regulatory and cybersecurity compliance requirements (CMMC, ITAR, EAR) essential to doing business with federal customers
- Strategies for pitching technology solutions to mission-focused customers
- Direct exposure to experienced practitioners, defense technology CEOs, and government leaders through panels, case studies, and networking

PROGRAM PARTNERSHIP

This program is a collaboration between the University of Washington Foster School of Business and the Pacific Northwest Defense Coalition (PNDC), an organization with deep networks across the defense technology sector, government agencies, and Pacific Northwest industry.

foster.school/defense-tech

KEY TOPICS

- The Pacific Northwest defense technology ecosystem
- Government contracting and acquisitions
- Regulatory compliance fundamentals
- Cybersecurity and physical risk management
- Accounting fundamentals for government contracts
- Design considerations for dual-use technology products
- Market research, sizing, and intelligence
- Pitching solutions to government customers
- Negotiation strategies for government contracts
- Team leadership and organizational resilience
- Storytelling for government and investor audiences

WHO SHOULD ATTEND

Designed for both emerging ventures and established companies, the program addresses the unique requirements of doing business with federal customers: from understanding acquisition pathways and regulatory compliance to mastering the art of positioning a technology solution to meet a specific mission need.

For professionals responsible for strategy, growth, and execution in government-facing markets, including:

- Business development, capture, and strategic partnerships professionals
- Founders and executives of technology companies exploring defense market opportunities
- Program and product managers supporting government customers
- Corporate innovation and R&D leaders considering defense and dual-use applications
- Military veterans transitioning into private-sector roles in technology and national security

Industries: Technology, cybersecurity, advanced manufacturing, energy, healthcare, transportation, and logistics

See website for application eligibility and requirements.

LEARN MORE

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FACULTY & SPEAKERS

KELLY AESCHBACH

*Vice Admiral - U.S. Navy Ret.
Independent Advisor - Consulenda LLC*

MATT ARNY

*Former SVP of Growth and Business Development at a small aerospace manufacturer
Commercialization consultant for defense and technology companies
Retired U.S. Navy Captain*

PATRICK BYRNE

Founder, President - Warfighter Ready Chair - Software in Defense Coalition

PAUL CABELLON

*Sr. Director of External Communications - BlackSky
Principal - Industry Captain
AI & National Security Visiting Scholar - Stanford University*

CAITLIN HARDY

*Managing Director
Ness Sea Consulting*

MIKE JACKSON

*Senior Vice President, Global Solutions
AEVEX*

ERIN OLENJACK

*GovCon BDO
Bank of America*

ELIZABETH UMPHRESS

*Professor of Management
William D. Bradford Endowed Professor*

ELIJAH WEE

Associate Professor of Management

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