

USA PARTNERSHIP PAVILION

INDO PACIFIC 2023

MEDIA KIT

November 7-9, 2023
Sydney, Australia



ORGANIZER OF THE
USA PARTNERSHIP PAVILION



OFFICIAL DIGITAL DIRECTORY FOR
THE USA PARTNERSHIP PAVILION

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USA PARTNERSHIP PAVILION FAST FACTS

45+ U.S. Companies Exhibiting within the USA Partnership Pavilion

900+ sqm space in the USA Partnership Pavilion

17 exhibitors new to the market

23 exhibitors new to the show

14 U.S. states represented

2 State Pavilions
(Maryland and Virginia)

4 Custom Builds by Kallman Creative Services

[**VIEW DIGITAL DIRECTORY HERE**](#)

[**VIEW FLOORPLAN HERE**](#)

[**VIEW PROGRAM OF EVENTS HERE**](#)

FOR IMMEDIATE RELEASE

WITH LARGEST PRESENCE EVER AT INDO PACIFIC 2023, U.S. INDUSTRY LOOKS TO BUILD ON REGIONAL DEFENSE AND SECURITY PARTNERSHIPS

- *More than 45 U.S. companies participating, majority in the USA Partnership Pavilion*
- *Backdrop of geopolitical tension highlights industry's role in regional trade and security*

Sydney, AUS and Waldwick, NJ, USA / November 4, 2023 — The decades-strong bilateral partnership between the United States and Australia will be prominently on display at Indo Pacific 2023, the international maritime exhibition, with more than 45 American companies exhibiting and a high-level delegation of U.S. diplomatic, military, and industry leaders in attendance 7-9 November at the International Convention Centre in Sydney.

Against a backdrop of geopolitical tension and shifting alliances in Asia and the western Pacific region, the strong U.S. showing, underscores the allies' shared democratic values, resilience, and commitment to regional peace and stability. The U.S. has over \$27 billion in active government-to-government sales cases with Australia under the Foreign Military Sales (FMS) system, according to the U.S. State Department. FY 2020 FMS sales totaled \$1.71 billion, including support for multiple Royal Australian Navy systems and weapons programs, including Long Range Anti-Ship Missiles (LRASMs), the Australian Surface Combatant Program, and AEGIS Combat System equipment.

The centerpiece of the U.S. national presence at the show is the USA Partnership Pavilion, organized for the 9th consecutive edition by Kallman Worldwide, Inc., in coordination with government agencies including the U.S. departments of Commerce, Defense and State. The Pavilion is America's headquarters on-site, a high-profile showcase for U.S. exhibitors to maximize their exposure and impact at the event, and a forum for all to share ideas and insights.

The roster of participating U.S. companies and organizations includes 17 exhibitors that are new to the market and 23 participating at the show for the first time. A total of 14 states are represented, including two stand-alone state pavilions — Maryland and Virginia — within the larger Pavilion space, all looking to generate new business and create more jobs back home by growing exports, expanding their in-region footprint, and/or recruiting overseas partners to establish or participate in stateside operations.

Kallman Worldwide President and CEO Tom Kallman said the strongest-ever American participation in the USA Partnership Pavilion at Indo Pacific 2023 reflects a global trend.

“Now more than ever, success in international trade comes from partnership and teamwork. The USA Partnership Pavilion sharpens our focus on advancing America’s national security and global trade interests by building stronger relationships with our international customers,” Kallman said. “From publicly traded OEMs to small-and-medium sized enterprises, many of our exhibitors already have significant partnerships and operations in Australia. In the years to come, many more will.”

Notable among the U.S. manufacturers, technology innovators, and supply-chain leaders participating in this year’s show are multi-national OEMs with significant in-country operations, including Lockheed Martin Australia (Booth 2A1), General Atomics Aeronautical Systems (Booth 1H1), and Northrop Grumman (Booth 1N6).

The collective national presence is a strong indication of how important Australia is to the United States, and that buyers and influencers there are looking to industry for innovative solutions and partners to help strengthen regional defense and economic security.

“Our alliances and partnerships are gaining even more momentum and are critical to a secure a prosperous Indo-Pacific,” said U.S. Pacific Fleet Commander, Adm. Samuel Paparo in remarks on naval, joint, and combined partner operations at the WEST 2023 Conference in San Diego this past February. “It is our duty to provide a clear set of problem statements up front and for industry to bring solutions.”

MEDIA EVENTS

Kallman Worldwide will host the opening ceremony for the USA Partnership Pavilion on Tuesday, 7 November from 9:45am to 10:30am at the Meeting Point, Booth #1D1. Invited guests include the Honorable Caroline Kennedy, Ambassador of the United States of America to Australia, and Admiral Samuel J. Paparo, Commander of the U.S. Pacific Fleet.

On Wednesday, 8 November from 4:00pm to 4:30pm in The Aurecon Theatre, Exhibition Hall 1, the Kallman Foundation and its in-country partner, the AMDA Foundation, will introduce the second Australian team of four students and one educator to be awarded the Astronaut Al Worden Endeavour Scholarship. The program, which awards winners an all-expenses paid week-long, hands-on astronaut training experience at the U.S. Space and Rocket Center’s renowned Space Camp in Huntsville, AL, honors its namesake Worden, pilot of the Apollo 15 Command Module

“Endeavour,” for his lifelong commitment to science, technology, engineering, and math (STEM) education.

For more information about U.S. exhibitors and activities at Indo Pacific 2023, search the USA Partnership Pavilion Directory at [Sourcehere.com](https://sourcehere.com).

ABOUT KALLMAN WORLDWIDE, INC.

Since 1963, Kallman Worldwide has worked with individuals and organizations in more than 50 nations to advance global trade in STEM-driven industries. The company’s portfolio of international trade shows, event management services, custom stand building and design, global supply chain networking tools, and workforce advocacy programs connects thousands of buyers and suppliers to more opportunities around the world every year. As an international U.S. representative, Kallman is a strategic partner of the U.S. Department of Commerce and a proud recipient of the President’s “E” and “E Star” Awards for its active role in aiding U.S. exporters and in recognition of its export promotion efforts. The company is headquartered in Waldwick, NJ, with U.S. satellite offices in Washington, DC and Houston, TX, a Latin America office in Santiago, Chile, and a bureau in London, UK. For more information, visit www.kallman.com.

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U.S. OPENING CEREMONY AND RIBBON CUTTING AT INDO PACIFIC 2023

Over 45 U.S. companies are exhibiting in the USA Partnership Pavilion at Indo Pacific 2023 – constituting the largest-ever Pavilion at the show to date – including 23 first-time exhibitors and 17 that are new to the market, with representation from 14 states across 900+ square meters of exhibition space.

On Tuesday, 7 November at 9:45AM, U.S. exhibitors, distinguished guests, and visitors will gather for remarks and a ceremonial ribbon cutting to officially open the USA Partnership Pavilion for business. The ceremony will feature brief remarks and a photo opportunity with principals.

HOST:

Tom Kallman, President & CEO, Kallman Worldwide

INVITED GUESTS OF HONOR:

The Honorable Caroline Kennedy, Ambassador of the United States of America to Australia
Admiral Samuel J. Paparo, Commander, U.S. Pacific Fleet

WHAT:

Official Opening Ceremony of the USA Partnership Pavilion at Indo Pacific 2023

WHEN:

Tuesday, 7 November at 9:45AM

WHERE:

USA Partnership Pavilion
The Meeting Point
Booth #1D1
Indo Pacific 2023

ABOUT KALLMAN WORLDWIDE:

Since 1963, Kallman Worldwide has worked with individuals and organizations in more than 50 nations to advance global trade in STEM-driven industries. The company's portfolio of international trade shows, event management services, custom stand building and design, global supply chain networking tools, and workforce advocacy programs connects thousands of buyers and suppliers to more opportunities around the world every year. As an international U.S. representative, Kallman is a strategic partner of the U.S. Department of Commerce and a proud recipient of the President's "E" and "E Star" Awards for its active role in aiding U.S. exporters and in recognition of its export promotion efforts. The company is headquartered in Waldwick, NJ, with U.S. satellite offices in Washington, DC and Houston, TX, a Latin America office in Santiago, Chile, and a bureau in London, UK. For more information, visit www.kallman.com.

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FOR IMMEDIATE RELEASE

ENDEAVOUR SCHOLARSHIP AWARDS CEREMONY AT INDO PACIFIC 2023

The Endeavour Scholarship, named for the Apollo 15 Command Module Pilot and global advocate for science, technology, engineering, and math (STEM) education, is an international education program aiming to reward aspiring young space explorers and teachers with a hands-on astronaut training experience at the U.S. Space and Rocket Center's renowned Space Camp in Huntsville, AL.

On Wednesday, 8 November at 4:00PM, "Mission Team #13: Australia," consisting of four exceptionally talented students and one STEM educator, will be awarded flight jackets and scholarship certificates. The ceremony will feature brief remarks and a photo opportunity with recipients and principals.

HOST:

Tom Kallman, President and CEO, Kallman Worldwide

INVITED GUESTS OF HONOR:

Justin Giddings, CEO, AMDA Foundation Limited

Vice Admiral Mark Hammond, Chief of Navy, Royal Australian Navy

April Pamerlee, CEO, American Chamber of Commerce, Australia

WHAT:

Mission Team #13: Australia

Endeavour Scholarship Awards Ceremony at Indo Pacific 2023

WHEN:

Wednesday, 8 November at 4:00PM

WHERE:

Aurecon Theatre

Exhibition Hall 1

ABOUT THE ENDEAVOUR SCHOLARSHIP FOUNDATION

Apollo 15 Command Module Pilot Colonel Al Worden and global advocate for science, technology, engineering, art, and math (STEAM) education, inspired the Endeavour Scholarship program in 2019. Managed by the nonprofit Kallman Foundation, a 501(c)(3), the program awards scholarship grants that enable teams of carefully selected secondary school age students, and their teacher chaperones, to participate in the world-renowned International Space Camp in Huntsville, Alabama. The entire roster of 'Endeavour Scholars' include students and teachers from the United Arab Emirates, the United Kingdom, Chile, France, Singapore, Australia, Bahrain, and the United States. The program is funded through the generosity of private-sector corporations and individuals who share Al Worden's passion for inspiring future generations to work across national boundaries and keep reaching for new horizons. For more information visit www.endeavourscholarship.org.

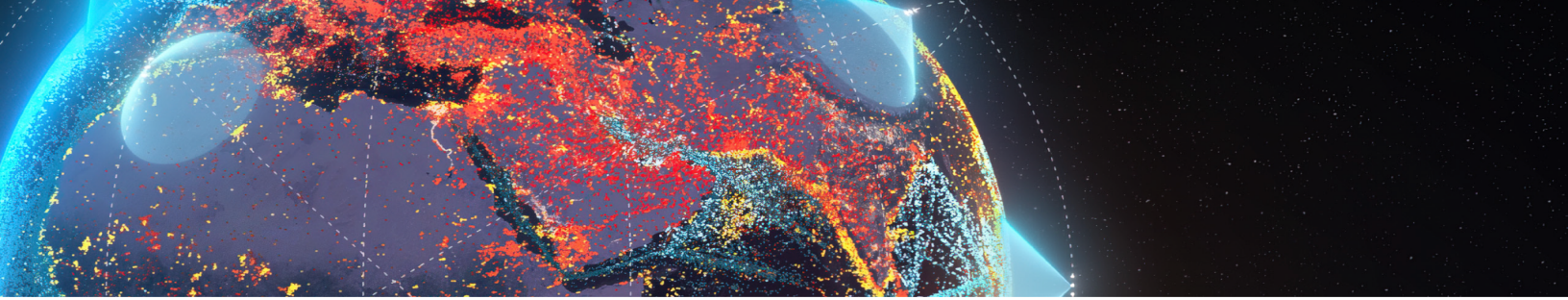
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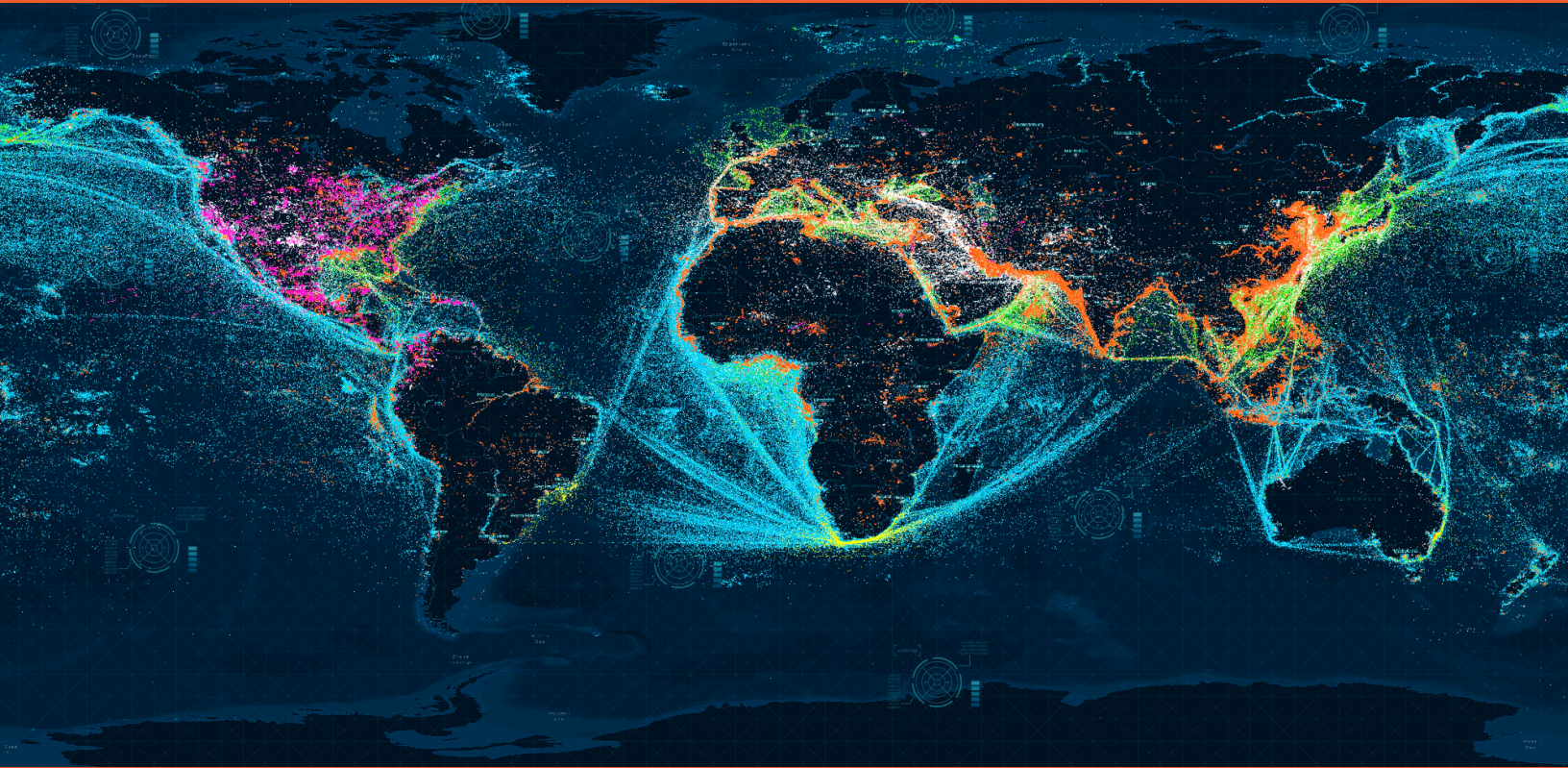
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HawkEye³⁶⁰

Indo Pacific Expo 2023

HawkEye 360 Press Packet



Indo Pacific Expo 2023

Contract with the Commonwealth of Australia

Page 3

- In July 2023, HawkEye 360 announced its partnership with the Commonwealth of Australia to provide maritime domain awareness in support of the Pacific Islands Forum Fisheries Agency (FFA).
- The contract, awarded by Australia's Department of Foreign Affairs and Trade (DFAT), is part of the FFA's effort to detect and prevent Illegal, Unreported, and Unregulated (IUU) fishing.
- The partnership also demonstrates HawkEye 360's support of the Indo-Pacific Partnership for Maritime Domain Awareness (IPMDA), an initiative focused on providing shared technology, training, and insight into activity in three critical regions: the Pacific Islands, Southeast Asia, and the Indian Ocean.

\$12.25 Million Phase II Contract to Support the IPMDA

Page 4

- In October 2023, HawkEye 360 announced a \$12.25 million Phase II contract by the United States Government to share RF data, analytics and training to improve maritime domain awareness.
- This contract reflects HawkEye 360's continued work with the Indo-Pacific Partnership for Maritime Domain Awareness (IPMDA).

Supporting Fisheries and Oceans Canada (DFO) with MDA

Page 5

- In November 2023, HawkEye 360 announced in a LinkedIn post its work supporting Fisheries and Oceans Canada (DFO) in partnership with MDA to help combat Illegal, Unregulated, and Unreported (IUU) fishing through Canada's Dark Vessel Detection program.

Cluster 7 Satellites Begin Operation

Page 6

- In June 2023, HawkEye 360 Cluster 7 satellites became operational, bringing the total count of operational satellites to 21.
- With the introduction of Cluster 7, HawkEye 360 can collect data up to 24 times per day – as often as once every hour – over a region of interest. With these satellites in operation, the company has improved its data collection in the 30 MHz – 18 GHz frequency range.
- Cluster 6, which launched in January 2023 and became operational in March 2023, was the first cluster to enter an inclined orbit, allowing HawkEye 360 to collect more data in high-demand mid-latitude regions, including the Indo-Pacific region.

RFIQ Product Launch

Page 7

- In September 2023, HawkEye 360 introduced a new product to the market, RFIQ.
- RFIQ introduces flexible spectrum collection options for customers and allows them to analyze signal characteristics and survey RF activity over large regions of Earth.

Funding from Lockheed Martin Ventures

Page 8

- In October 2023, HawkEye 360 announced the closing of an additional \$10 million in funding for their Series D-1 round by Lockheed Martin Ventures, bringing the total Series D-1 to \$68 million.
- As part of the investment deal, the two companies signed strategic cooperative agreements to further the development of remote sensing solutions for government and commercial customers.

HawkEye 360 Working with the Pacific Islands Forum Fisheries Agency for Greater Maritime Visibility in the Pacific Islands

Australian Government-supported program to provide space-based Radio Frequency (RF) data and analytics to help monitor and prevent IUU fishing across the region

Herndon, Virginia (July 6, 2023) – HawkEye 360 Inc., the world’s leading defense technology company for space-based radio frequency (RF) data and analytics, announced today it has been awarded a contract by the Commonwealth of Australia for a pilot program to provide [greater maritime domain awareness](#) in support of [Pacific Islands Forum Fisheries Agency \(FFA\)](#) efforts to detect and prevent Illegal, Unreported, and Unregulated (IUU) fishing. The contract was awarded by Australia’s [Department of Foreign Affairs and Trade \(DFAT\)](#) for the provision of HawkEye 360’s satellite RF maritime analytics and training through 2023.

“The Pacific Islands encompass a vast and highly trafficked region with rich fisheries resources that present complex challenges for maritime domain awareness,” said Alex Fox, Chief Growth Officer for HawkEye 360. “We are proud to partner with the Forum Fisheries Agency (FFA), through support from the Australian Government, to deliver a clearer picture of maritime activity that benefits all Pacific Island countries in their efforts to combat IUU fishing and respond to climate and humanitarian events.”

HawkEye 360 will work in collaboration with the FFA and its members to provide RF data, analytics, and training to identify illicit maritime activity within their waters and help secure the ongoing sustainability of the region’s tuna resources. This includes potential IUU fishing and the detection of maritime activity not detectable by Automatic Identification Systems (AIS). The FFA, which was founded in 1979 and is headquartered in the Solomon Islands, assists its 17 member countries in the region with sustainably managing their tuna fisheries.

This award reflects Australia’s continued commitment and regional leadership for combating IUU fishing as part of the Indo-Pacific Partnership for Maritime Domain Awareness (IPMDA), an initiative focused on providing shared technology, training, and insight into activity in three critical regions: the Pacific Islands, Southeast Asia, and the Indian Ocean. The leaders of the Quad nations—Australia, India, Japan, and the United States—announced the initiative in 2022. The Quad is a diplomatic network between nations dedicated to supporting an open, stable, and prosperous Indo-Pacific.

HawkEye 360 is proud to support Australia and the IPMDA in their efforts to promote stability and prosperity in the region through shared maritime domain awareness.

HawkEye 360 operates a growing constellation of 21 satellites that detect, characterize and geolocate radio frequency signals from a broad range of emitters used for communication, navigation, and security. HawkEye 360 will continue expanding the constellation to address clients’ increasing demands for RF Intelligence, aiming for a total of 60 satellites (20 clusters of three satellites) in 2025. HawkEye 360 anticipates the launch of two additional clusters in 2023 in a mid-latitude orbit to address the growing demand in the Indo-Pacific region.



HawkEye 360 Awarded \$12.25 Million Phase II Contract by the United States Government

Contract Will Support the Indo-Pacific Partnership for Maritime Domain Awareness (IPMDA)

Herndon, Virginia (October 31, 2023) — HawkEye 360 Inc., the world’s leading defense technology company for space-based radio frequency (RF) data and analytics, announced today it has been awarded a \$12.25 million contract by the United States Government to share satellite RF data, analytics, and training to improve maritime domain awareness.

This phase II contract reflects HawkEye 360’s continued work with the Indo-Pacific Partnership for Maritime Domain Awareness (IPMDA), which was endorsed by leaders of the Quad nations—Australia, India, Japan, and the United States. HawkEye 360 has served as a commercial partner to the IPMDA program since late 2022. The program focuses on providing shared technology, training, and insight into maritime activity across the Indo-Pacific region to support an open, stable, and prosperous Indo-Pacific.

“The Indo-Pacific represents one of the most highly trafficked regions of the world, an epicenter of global trade with waters rich in resources. The sheer size of these waters, coupled with endless vessel activity, demands vigilant maritime observation,” said Alex Fox, Chief Growth Officer for HawkEye 360. “HawkEye 360 is proud to support the IPMDA program and partner nations in their efforts to ensure stability and prosperity through shared maritime domain awareness.”

HawkEye 360 operates a growing constellation of 21 satellites that detect, characterize and geolocate radio frequency signals from a broad range of emitters used for communication, navigation, and security. HawkEye 360 will continue expanding the constellation to address clients’ increasing demands for RF Intelligence, aiming for a total of 60 satellites (20 clusters of three satellites). HawkEye 360 is planning an upcoming launch of two additional clusters in a mid-latitude orbit to address growing demand in the Indo-Pacific region.

HawkEye 360 Supports Fisheries and Oceans Canada (DFO) with MDA

[LinkedIn Post](#) from November 1, 2023:

We are pleased to support [Fisheries and Oceans Canada](#) (DFO) in partnership with [MDA](#) in combatting Illegal, Unregulated, and Unreported (IUU) fishing through Canada's Dark Vessel Detection program. Our advanced space-based radio frequency (RF) data played an important role in supporting Operation North Pacific Guard, a key multi-national enforcement mission in the North Pacific. Our first-of-its-kind commercial satellite constellation, which detects and geolocates [#RF](#) signals over areas of interest, delivered vital data into the hands of Canada's fishery officers, supporting their patrols of an unprecedented 12,000 nautical miles of high seas this year, uncovering activities such as illegal shark fin harvesting and marine pollution, which threaten our fragile marine ecosystems.

Our technology improves the Dark Vessel Detection (DVD) program's effectiveness. It helps identify ships that have turned off their Automatic Identification Systems (AIS) to evade law enforcement. This is a big step in the fight against IUU fishing. The program not only protects Canadian waters but also international marine ecosystems, including sensitive areas like the Galapagos Islands.

For a detailed understanding of these initiatives, we invite you to view the recently released wrap-up video of "Operation North Pacific Guard" by Fisheries and Oceans Canada. The video gives a full picture of the positive impact that DFO is having on maritime safety and sustainability, with the assistance of [HawkEye 360](#). We're excited to keep working with [#DFO](#) and [#MDA](#) on this crucial mission.

Watch now for more details => https://lnkd.in/g_dfHvTg



HawkEye 360's Seventh Satellite Cluster Begins Operation in Record Time

The expanding constellation of 21 satellites will address the growing demand for HawkEye 360's RF analytics

Herndon, Virginia (June 8, 2023) – HawkEye 360 Inc., the world's leading defense technology company for space-based radio frequency (RF) data and analytics, announced today its Cluster 7 satellites have begun operation. This latest satellite trio achieved initial operating capability in record time after successfully launching into orbit on April 15, 2023. The rapidly growing constellation can collect data up to 24 times per day – as often as once every hour – over a region of interest, allowing HawkEye 360 to offer the most timely, actionable, and broadest commercial RF data and coverage on the market.

“With the introduction of our seventh satellite cluster, HawkEye 360 showcases the profound impact that commercial space can have on national defense and global security while enabling us to uncover unprecedented insights into human activities and behavior,” said HawkEye 360 Chief Operating Officer, Rob Rainhart. “Our invaluable collaborations with the U.S. government and allied nations across the globe play a pivotal role in cultivating a safer planet, including safeguarding the Middle East and Indo-Pacific regions.”

HawkEye 360 operates a growing constellation of 21 satellites that detect, characterize and geolocate radio frequency signals from a broad range of emitters used for communication, navigation and security. HawkEye 360 has geolocated more than 200 million RF signals, providing situational awareness to an array of activities, including early-warning radar activity, military activities, illegal fishing, illegal mining, and indicators of GPS interference.

“As geopolitical tensions continue to increase around the world, Cluster 7 is extending and improving data collection in the 30 MHz – 18 GHz frequency range to meet growing demand,” said HawkEye 360 Chief Growth Officer, Alex Fox. “With this latest satellite cluster operating in a polar orbit, HawkEye 360 will further enhance the global RF situational awareness we provide to our clients.”

HawkEye 360 will continue expanding the constellation to address clients' increasing demands for RF Intelligence, aiming for a total of 60 satellites (20 clusters of three) in 2025. HawkEye 360 anticipates the launch of two additional clusters in Q4 2023.

HawkEye 360 Announces RFIQ Product for a Deeper Look at RF Activity Using an Industry-Leading Range of Radio Spectrum

New flexible collection options unlock valuable insight into the RF spectrum for a wide range of mission applications

Herndon, Virginia (September 21, 2023) – HawkEye 360 Inc., the world’s leading defense technology company for space-based radio frequency (RF) data and analytics, announced today its [RFIQ™ product](#) which introduces flexible spectrum collection options. Customers can use RFIQ unprocessed in-phase and quadrature (I/Q) data to analyze signal characteristics or survey RF activity over large regions of the Earth. HawkEye 360 collects the broadest range of RF frequencies among commercial RF sensing satellite operators, with coverage as low as 70 MHz and as high as 18 GHz.

“Our RFIQ product, combined with new collection modes and commercially available analytics tools, unlocks valuable insights into the RF spectrum across a country-wide footprint, giving our customers the ability to analyze a wide range of [signals important to their mission](#),” said Alex Fox, Chief Growth Officer for HawkEye 360. “RFIQ provides the ultimate flexibility and insight into RF activities that our customers around the world require.”

With RFIQ, customers gain access to a detailed spectral data set that supplements other collection approaches and improves their understanding of spectrum activity in regions of interest. Customers can optimize collections for specific needs, such as detecting and geolocating known emitters or discovering new signals within a wider spectral bandwidth. HawkEye 360 can collect signals across the VHF, UHF, L, S, C, X, and Ku-Band frequencies.

RFIQ data is derived from HawkEye 360’s RF sensing constellation of satellites, which fly synchronously in clusters of three, enabling broad regional coverage and high geolocation accuracy. HawkEye 360 currently operates 21 satellites and is continuing to expand the constellation to address clients’ increasing demands for RF intelligence, with two more clusters expected to launch this Fall 2023 into a mid-latitude orbit.



HawkEye 360 Closes Additional \$10 Million in Series D-1 Funding from Lockheed Martin Ventures and Company Insiders

HawkEye 360 and Lockheed Martin Corporation sign Strategic Cooperative Agreement

Herndon, Virginia (October 18, 2023) – HawkEye 360 Inc., the world’s leading defense technology company for space-based radio frequency (RF) data and analytics, announced today the second and final close of the company’s Series D-1 funding round with an additional \$10 million, bringing the total Series D-1 to \$68 million. Investors for the second close included Lockheed Martin Ventures, the venture arm of Lockheed Martin Corporation (NYSE: LMT), and company insiders. As part of this investment, HawkEye 360 and Lockheed Martin Corporation have signed a strategic cooperative agreement to further the development of end-to-end remote sensing solutions for government and commercial customers, with a particular focus on delivering sophisticated RF intelligence systems globally.

“We are thrilled to join forces with Lockheed Martin, a company with an unparalleled legacy in aerospace and defense,” said HawkEye 360 CEO John Serafini. “As the premier commercial provider of RF geospatial intelligence, HawkEye 360 continues to innovate in response to the increasing global demand for our cutting-edge technologies. Lockheed Martin’s leadership as a system integrator and their signal processing capability will expand what HawkEye 360 can accomplish as we work together to make the world a safer and more secure place.”

“At Lockheed Martin, we see synergies between our programmatic analytical expertise and HawkEye 360’s commercial RF data generating constellation,” said Chris Moran, vice president and general manager at Lockheed Martin Ventures. “HawkEye 360 has the potential to apply highly tailored RF solutions to fit our customers’ mission.”

The funding will be used to develop new space systems and expand analytics that support high-value defense missions. HawkEye 360 currently has 21 satellites in orbit and plans to move to a new Block 3 satellite architecture starting with Cluster 14. The company is also investing further in artificial intelligence, data fusion, and multi-intelligence orchestration to better extract value from the large amount of RF data being collected. The goal is to address the increasing demand for tactically relevant RF intelligence.

The initial \$58 million in Series D-1 funding, which was announced in July 2023, was led by funds and accounts managed by BlackRock with additional funding provided by Manhattan Venture Partners and existing investors including Insight Partners, NightDragon, Strategic Development Fund (SDF), Razor’s Edge, Alumni Ventures, and Adage Capital.



Marine Machinery Association NEWS

BOOTH #1K6 IN THE USA PARTNERSHIP PAVILION AT INDO PACIFIC 2023

Marine Machinery Association to Visit Indo Pacific 2023 in Sydney, Australia

Manassas, Virginia – The Marine Machinery Association is pleased to announce its participation in the prestigious Indo Pacific 2023, one of the largest maritime exhibitions in the Asia-Pacific region. The event is scheduled to take place in Sydney, Australia, showcasing cutting-edge technologies, products, and services related to the marine industry.

The Indo Pacific 2023 exhibition serves as a platform for industry leaders, professionals, and experts to exchange knowledge, collaborate on innovations, and explore business opportunities. With a focus on Naval Shipbuilding, defense, and the latest advancements in marine machinery, the event promises to bring together key stakeholders from around the world.

The Marine Machinery Association, recognized for its expertise in hull, mechanical and electrical equipment, is excited to be a part of this significant event. Representatives from the association will be present at the exhibition to showcase the latest developments in equipment currently supplied to the US Navy.

During the exhibition, the Marine Machinery Association will host a booth where attendees can interact with experts, learn about the association's initiatives, and explore the showcased technologies. Firms manning the booth include the following:

- ASKEW; Military Fasteners
- AT&F; Large Precision Fabrications
- Cla-Val; Seawater and Fire main Valves
- Cogitic; Advanced Manufacturing of shipboard parts
- Dante Valve; Pressure Relief Valves
- Graham Corporation; Main Condensers, Air Ejectors, and Heat Exchangers
- HI-TEST Labs; MIL-SPEC Environmental Testing & Evaluation
- Jo-Kell; Electrical Distribution
- NA Metal Services; Military Grade Castings
- Tri-Tec Manufacturing-Navy Valves and Actuators

"We are thrilled to participate in Indo Pacific 2023, a premier event that brings together the best minds and innovations from the maritime sector," said John Rhatigan PE, Chairman of the Marine Machinery Association. "This exhibition provides a fantastic opportunity to engage with industry peers, showcase our advancements, and contribute to the dialogue about the future of marine machinery and technology."

The Marine Machinery Association encourages attendees, industry partners, and media representatives to visit their booth 1K6 at Indo Pacific 2023 to explore the latest advancements in hull, mechanical and electrical equipment for Naval Vessels.

For more information about the Marine Machinery Association, please visit www.marmarch.org.

ABOUT MARINE MACHINERY ASSOCIATION

The Marine Machinery Association (MMA) is a non-profit trade association that is dedicated to the support, promotion, and growth of the Hull, Mechanical and Electrical suppliers to the Maritime Industry. The MMA is made up of a diverse US manufactured supplier base which supplies the US Navy and Coast Guard.

TARGET SECTORS

Mairtime

PRODUCTS/SERVICES

Maritime

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Follow Marine Machinery Association on [LinkedIn!](#)



Maryland Department of Commerce NEWS

BOOTH #1L6 IN THE USA PARTNERSHIP PAVILION AT INDO PACIFIC 2023

Maryland's Global Gateway Program

MD Commerce has placed more than two dozen international companies in incubators across the state

The Maryland Global Gateway program helps to ease an international company's transition into the U.S. by connecting them with 18 partnering incubators and accelerators in Maryland. The goal of the program is to attract early-stage companies with hopes that they will establish a full-time presence in the state after the soft landing trial ends, bringing additional job creation and investment to Maryland. More than 60 businesses applied to participate, successfully capturing a diverse array of companies from six different continents while boosting the state's attractiveness and competitiveness in the global market.

By soft landing in Maryland, international companies are able to test the U.S. market and receive additional assistance from the program, including the potential for rent assistance for six months; training, mentoring, matchmaking, and networking opportunities; and assistance with business registration costs.

Companies that are interested in participating in the Maryland Global Gateway can apply when the program reopens from October 16 through November 30.

For additional information, please click here:

<https://governor.maryland.gov/news/press/pages/governor-moore-announces-two-dozen-international-companies-to-participate-in-maryland-global-gateway-program.aspx>

TARGET SECTORS

Cyber
Defense
Maritime

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Teledyne FLIR Defense Showcases Advanced Maritime Surveillance Technology for First Time at Indo Pacific 2023 in Sydney

- *SeaFLIR 240-EP imaging sensor makes its debut in Australia*
- *High impact surveillance for sea-based ISR, search & rescue, and SOF missions*
- *Advanced optics and image processing deliver best-in-class range performance for object detection, recognition and identification*

SYDNEY, November 7, 2023 — Teledyne FLIR Defense is showcasing its advanced maritime surveillance system, the SeaFLIR® 240-EP, for the first time in Australia at this week's Indo Pacific 2023 conference at the International Convention Centre in Sydney.

With its lightweight stabilized turret, HD payload options, and inertial navigation capabilities, [SeaFLIR 240 and 240-EP](#) can support a wide range of at-sea missions, including Intelligence, Surveillance and Reconnaissance (ISR), search and rescue, and special operations. The system's advanced image-processing technology, coupled with a small form factor, make it ideally suited for naval combatant craft, small boats, and unmanned surface vessels.

The SeaFLIR 240-EP was chosen as the surveillance sensor to be integrated on tactical boats built by Sydney-based The Whiskey Project Group, which recently won a contract to deliver boats for U.S. Marines in the Pacific.

"Our SeaFLIR 240 is a powerful solution in a smaller package," said Robert Moss, Sr. Director of Business Development for Asia-Pacific at Teledyne FLIR. "Leveraging a number of technology enhancements, such as the ability to support Aided Target Recognition (AiTR) via FLIR's neural network target classifier, the SF240 lineup can help users dramatically boost operational surveillance, threat detection, and overall situational awareness."

"This is the newest in a proven line of SeaFLIR and TacFLIR multi-spectral imaging products, featuring a lightweight turret in a smaller gimbal, with performance that challenges other bigger options," Moss added.

Teledyne FLIR also is demonstrating its advanced line of unmanned aerial systems, including the SkyRanger® R70 UAS which has been successfully tested deploying both from land vehicles and sea vessels to provide continuous operational surveillance and reconnaissance.

Visit Teledyne FLIR at Indo Pacific 2023 from Nov. 7-9 at booth # 1F4 to see the SeaFLIR 240 and more of its latest defense technology solutions.

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About Teledyne FLIR

Teledyne FLIR, a Teledyne Technologies company, is a world leader in intelligent sensing, unmanned systems, and integrated solutions for defense and industrial markets, with roughly 4,000 employees worldwide. Founded in 1978, the company develops a wide range of advanced technologies to help

professionals make better, faster decisions that save lives and livelihoods. To learn more, visit teledyneflir.com or follow @flir. #AnyThreatAnywhere

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ThayerMahan NEWS

BOOTH #1J4 IN THE USA PARTNERSHIP PAVILION AT INDO PACIFIC 2023

ThayerMahan Wins \$19M Federal Contract

Funding to support continued work on autonomous maritime sensing technology

GROTON, Conn. , Nov. 2, 2023 -- ThayerMahan, a world leader in providing autonomous maritime surveillance solutions for the defense, research, and offshore wind energy sectors, has been awarded a \$19.3 million contract by the federal Department of Defense to continue its work developing specialized autonomous maritime sensing technology to sustain the U.S. Navy's and U.S. Marine Corps' undersea and maritime advantage.

The contract allows ThayerMahan, which holds several maritime technology patents, to support its cutting-edge work in the area of specialized long-endurance autonomous platforms, sensors, autonomous behaviors, signal processors, artificial intelligence and machine learning techniques, and improved endurance capacity.

In announcing the contract, U.S. Rep. Joe Courtney, D-CT, Ranking Member of the House Seapower and Projection Forces Subcommittee, highlighted ThayerMahan's role at the forefront of this vital defense technology.

"This federal contract will help strengthen the Navy's and Marine Corps's eyes and ears undersea through advanced and innovative autonomous maritime systems, which will be a critical capability in the 21st century," Courtney said. "There's no question that ThayerMahan is a leader in this work, which is why my office and I have long advocated for this Groton-based company to receive federal contracts like this. Congratulations to ThayerMahan and your skilled employees who are leading the design, engineering, and operation of this critical technology."

The three-year contract will be overseen by the Office of Naval Research.

"We appreciate the continued support and confidence of the Office of Naval Research as we help generate much-needed undersea sensing capacity to sustain our undersea advantage," said ThayerMahan Chairman and CEO Mike Connor. "We are also thankful for the critical role played by Congressman Joe Courtney and his staff. They are a big reason why Southeastern Connecticut is the epicenter of undersea innovation."

TARGET SECTORS

Defense

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