



ACG[®] NEXT

Disruptive Growth in the National Capital Region

February 6, 2025



Conference Program

Capital One Headquarters, C1 Building

7th Floor, Center 1-600A/B

1600 Capital One Drive

McLean, VA22102

Welcome

Welcome

Welcome to the 2025 Association for Corporate Growth (“ACG”) National Capital Next Conference. This year's conference explores the findings from the congressionally-appointed Commission on the National Defense Strategy, an independent body charged with assessing the 2022 National Defense Strategy. The topics for today focus on how the U.S. embraces an “all elements of national power” approach to national security. As our nation navigates an increasingly complex and volatile global security landscape, emerging new technologies are critical tools to enhance national defense capabilities. From addressing vulnerabilities in defense manufacturing to ensuring the resupply of critical equipment, maintaining a robust deterrence posture is more vital than ever to counter growing challenges.

This informative conference includes keynote addresses and panel discussions highlighting these ideas and themes, while delivering unique insights on technologies that will lead the way for the foreseeable future.

The ACG Next Conference is packed with opportunities to network and engage with some of the most influential individuals in the government contracting, investment, and private equity communities. We thank each of you for your participation in our conference and look forward to the opportunity to interact.

ACG Next Committee Chairs



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Agenda (1 of 2)

Time	Event
12:00 PM	Opening Keynote Hon. David Norquist, CEO, National Defense Industrial Association; Former Deputy Secretary of Defense, Department of Defense
12:45 PM	Maintaining U.S. Readiness and Deterrence Panelists: <ul style="list-style-type: none"> • Chris Devine, CEO, BlackSea Technologies • Joseph Koo, Co-Founder & President, Core One Solutions • Wahid Nawabi, Chair, President & CEO, AeroVironment • Willy Hilarides, Retired Vice Admiral, U.S. Navy Moderator: Andy McEnroe, Managing Director, Raymond James
1:25 PM	Industry Update Pop Up – Leverage Snapshot: A Quick Summary of the Current Senior Debt Leverage Market Carolyne Pelton, Regional President, Pinnacle Financial Partners
1:35 PM	Break
1:50 PM	The Next Paradigm: Emerging Digital Battlefield Disruptions Panelists: <ul style="list-style-type: none"> • Brian Denny, Founder & CEO, Veros Technologies • Jim Miller, Founder & CEO, Quantum Leap • Khalid Syed, Senior Vice President, Booz Allen Hamilton • Rojan Robotham, Retired Colonel, U.S. Air Force; Director of Strategy, BlackVe Moderator: Doug Wolfe, Founder & CTO, Mighty Waves Energy; Chief Solutions Architect, BlackVe
2:30 PM	Fireside Chat Jennifer Swanson, Deputy Assistant Secretary, U.S. Army Moderator: Josh Wilson, President, Markets, Growth & Technology, LMI

Agenda (2 of 2)

Time	Event
3:15 PM	<p>Doing More with Less: Leveraging Technology</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Amy Dalton, CPO, Two Six Technologies • Hon. Harry Coker, Former National Cyber Director, Office of the President • Jay Moorman, CEO, Chesapeake Technology International • Rick Tossavainen, CEO, Dark Wolf Solutions <p>Moderator: Jennifer Ewbank, Founder, Andaman Strategic Advisors; Former Deputy Director, CIA for Digital Innovation</p>
3:55 PM	Break
4:10 PM	<p>Closing Keynote</p> <p>General (Ret.) Frank McKenzie, Executive Director, USF Global & National Security Institute; Retired General, U.S. Marine Corps</p>
4:55 PM	<p>Industry Update Pop Up – Small Business Regulation Change</p> <p>David Fletcher, Partner, Cooley LLP</p>
5:05 PM	<p>Private Equity: Investment in U.S. National Security Strategy</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Brandon Levitan, Managing Director, Madison Dearborn Partners • Jack Kerrigan, Co-Founder & Managing Partner, Razor's Edge • Jason Rigoli, Partner, Enlightenment Capital • Kevin Robbins, Co-Founder & General Partner, Blue Delta Capital Partners <p>Moderator: Aaron Binstock, Partner, Cooley LLP</p>

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Keynote Presentations



Opening Keynote: Hon. David Norquist

12:00 PM – 12:45 PM

Hon. David Norquist Biography



CEO, National Defense Industrial Association



Former Deputy Secretary of Defense, Department of Defense

David L. Norquist is the CEO of the National Defense Industrial Association (“NDIA”). He joined NDIA on May 1, 2022, bringing with him more than 30 years of public and private sector experience in national security and federal financial management.

Mr. Norquist previously served as the 34th Deputy Secretary of Defense from 2019 to 2021 and was responsible for the day-to-day operations of the Department of Defense (“DoD”), including managing the Pentagon’s budget and personnel. He led reforms in DoD business processes and realigned investments toward the challenges of multi-domain warfare. At the request of the Biden Administration, Mr. Norquist served as Acting Secretary of Defense and continued as Deputy Secretary until the Senate confirmed Secretary Lloyd Austin and Deputy Secretary Kathleen Hicks.

From 2017 until 2019, as the Under Secretary of Defense and CFO, he supported the National Defense Strategy through the development and execution of the DoD’s annual budget of more than \$680 billion. Mr. Norquist strengthened accountability to the taxpayer by implementing DoD’s first department-wide financial statement audit. Mr. Norquist began his career in 1989 as a Presidential Management Fellow, supporting Army intelligence as a program and budget analyst.

Mr. Norquist was born in Concord, MA. He is a 1989 graduate of the University of Michigan, where he received a Master’s in Public Policy and B.A. in Political Science. He also holds an M.A. in National Security Studies from Georgetown University.

Closing Keynote: General (Ret.) Frank McKenzie

4:10 PM – 4:55 PM

General (Ret.) Frank McKenzie Biography



Executive Director, USF Global & National Security Institute



Retired General, U.S. Marine Corps

Frank McKenzie is a retired general of the U.S. Marine Corps. Currently, he serves as the Executive Director of the University of South Florida's Global and National Security Institute. In July 2022, he also became the Executive Director of the Florida Center for Cybersecurity, also known as Cyber Florida.

He has commanded at the platoon, company, battalion, Marine Expeditionary Unit ("MEU"), and component levels. As a lieutenant colonel, he commanded First Battalion, Sixth Marines. As the Commanding Officer of the 22nd MEU, he led combat deployments to Afghanistan in 2004 and Iraq in 2005 – 2006. In 2006 – 2007, he served as the Military Secretary to the 33rd and 34th Commandants of the Marine Corps.

Upon promotion to Brigadier General in July 2007, he served on the Joint Staff as a Deputy Director of Operations within the National Military Command Center. In June 2008, he was selected by the Chairman of the Joint Chiefs of Staff to be the Director of the Chairman's New Administration Transition Team.

He is currently the President of the Board of Directors of the Institute of Applied Engineering at the University of South Florida, a distinguished senior fellow on National Security at the Middle East Institute, a member of the International Advisory Committee of the National Council on U.S. Arab relations, and a member of the National Security Advisory Council, U.S. Global Leadership Coalition. In March 2024, he was named the Hertog Distinguished Fellow for the Jewish Institute for National Security of America. He is a member of the Florida Council of 100.

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Panelists



Maintaining U.S. Readiness and Deterrence

12:45 PM – 1:25 PM

Chris Devine



Chris Devine

CEO
BlackSea Technologies



Chris Devine is the CEO of BlackSea Technologies. Previously, Mr. Devine was a Director of Maritime Solutions at Boeing, where he worked directly with emerging defense companies. Mr. Devine earned an M.S. and a B.S. in Electrical Engineering from George Washington University and the University of Maryland, respectively.

Joseph Koo



Joseph Koo

Co-Founder & President
Core One Solutions



Joseph Koo is the Co-Founder and President of Core One Solutions. Previously, Mr. Koo was a Director at Insight Venture Partners and a consultant at BAE Systems. Mr. Koo earned an M.P.A. from Harvard University and a B.B.A. in Finance from the University of Michigan.

Wahid Nawabi



Wahid Nawabi

Chair, President & CEO
AeroVironment



Wahid Nawabi is Chair, President, and CEO of AeroVironment. Previously, Mr. Nawabi was a Vice President at Alteryx, C&D Technologies, and American Power Conversion Corporation. Mr. Nawabi earned a B.S.E.E in Electrical Engineering from the University of Maryland.

Willy Hilarides



Willy Hilarides

Retired Vice Admiral
U.S. Navy



Willy Hilarides is a retired vice admiral of the U.S. Navy, who served as the 43rd commander of Naval Sea Systems Command. Mr. Hilarides served in the Navy for over 35 years in various roles. Mr. Hilarides earned an M.S. in Engineering Management from the Catholic University of America and a B.S. in Physics from the U.S. Naval Academy.



Moderated by:

Andy McEnroe, Managing Director, Raymond James

RAYMOND JAMES

The Next Paradigm: Emerging Digital Battlefield Disruptions

1:50 PM – 2:30 PM

Brian Denny



Brian Denny

Founder & CEO
Veros Technologies



Brian Denny is the Founder and CEO of Veros Technologies, a trusted partner to the U.S. Intelligence Community (“IC”) and DoD in areas of cyber operations & mission solutions. Previously, Mr. Denny served the national security community as a government employee for over 20 years.

Jim Miller



Jim Miller

Founder & CEO
Quantum Leap



Jim Miller is the Founder and CEO of Quantum Leap, a next generation provider of mission-critical technology-enabled solutions to the DoD and broader national security community. Mr. Miller is a successful entrepreneur who has built and sold multiple companies in the national security sector.

Khalid Syed



Khalid Syed

Senior Vice President
Booz Allen Hamilton

Booz | Allen | Hamilton

Khalid Syed is a Senior Vice President at Booz Allen Hamilton. He has 25 years of experience in system engineering and technology consulting on mission and business systems for U.S. government and global commercial clients. Mr. Syed earned an M.B.A. from Georgetown University and a B.S. in Engineering from George Washington University.

Rojan Robotham



Rojan Robotham

Retired Colonel, U.S. Air Force
Director of Strategy, BlackVe



BLACK Ve

Rojan Robotham is a recently retired colonel of the Air Force Rapid Capabilities Office and is now the Director of Strategy at BlackVe. She has served as an Air Force Acquisition Officer in a number of key positions, including Deputy Chief and SIGINT Ground Material Leader.



Moderated by:

Doug Wolfe, Founder & CTO, Mighty Waves Energy; Chief Solutions Architect, BlackVe



Fireside Chat: Jennifer Swanson

2:30 PM – 3:15 PM

Jennifer Swanson Biography



Deputy Assistant Secretary,
U.S. Army

Jennifer Swanson is the Deputy Assistant Secretary of the U.S. Army. She works within the Office of the Assistant Secretary of the Army for Acquisition, Logistics, and Technology (“ASA(ALT)”). In this position, Ms. Swanson leads implementation of modern software practices, including agile software development & DevSecOps, data centricity, and digital engineering. She has established a Unified Data Reference Architecture, which will enable digital transformation by giving program managers and industry partners guidance on how to produce, share, and consume data. At the direction of the Vice Chief of Staff, she co-led a capability portfolio review, securing senior leader endorsement to drive agile development and DevSecOps throughout the Army. Under her leadership, the request for proposal process is changing to require the industry to incorporate modern software practices.

Prior to joining ASA(ALT), Ms. Swanson served as the Director of the U.S. Army Communications Electronics Command Software Engineering Center, which is headquartered in Aberdeen Proving Ground, MD. As Director, she oversaw a global mission, running an organization of approximately 3,000 military, civilian, and industry employees, with an annual budget of \$700+ million. She provided state-of-the-art software engineering products and services throughout the Army.



Moderated by:
Josh Wilson, President, Markets, Growth & Technology, LMI

Doing More with Less: Leveraging Technology

3:15 PM – 3:55 PM

Amy Dalton



Amy Dalton

CPO
Two Six Technologies



Amy Dalton is the Chief People Officer of Two Six Technologies. Prior to joining, she was leading operations at IST Research Corporation, Sierra Nevada Corporation, and ITT Excelis. Previously, she served as a military intelligence officer in the U.S. Army. Ms. Dalton earned a B.A. in Public Relations from Lehigh University.

Hon. Harry Coker



Hon. Harry Coker

Former National Cyber Director
Office of the President



Harry Coker is a former national cyber director of the Office of the President. Previously, Mr. Coker served as the President of the CIRA. Mr. Coker earned a J.D. in Law from Georgetown University. Additionally, he earned an M.S. in Computer Science and a Bachelor's in Military & Strategic Leadership from the U.S. Naval Academy.

Jay Moorman



Jay Moorman

CEO
Chesapeake Technology International



Jay Moorman is the CEO of Chesapeake Technology International. Previously, he supported the U.S. defense and intelligence communities with Bell Labs, Alcatel-Lucent, and LGS Innovations. Mr. Moorman earned a Doctorate in Electrical Engineering with a specialization in Wireless Networks from the University of Illinois.

Rick Tossavainen



Rick Tossavainen

CEO
Dark Wolf Solutions



Rick Tossavainen is the CEO of Dark Wolf Solutions. Prior to becoming CEO, Mr. Tossavainen worked onsite in the IC where he developed next generation cyber capabilities. Previously, he served as a vice president at Wolf Den Associates. Mr. Tossavainen earned an M.B.A. and a B.S. in Computer Science from Rensselaer Polytechnic Institute.



Moderated by:

Jennifer Ewbank, Founder, Andaman Strategic Advisors; Former Deputy Director, CIA for Digital Innovation



Private Equity: Investment in U.S. National Security Strategy

5:05 PM – 5:45 PM

Brandon Levitan



Brandon Levitan

Managing Director
Madison Dearborn Partners

Brandon Levitan is a Managing Director with MDP's Technology & Government team. Prior to MDP, he was an investment banker in the M&A Group at Citi. Mr. Levitan earned an M.B.A. from the Graduate School of Business at Stanford University and a B.S. in Applied Economics and Management from Cornell University.

Jack Kerrigan



Jack Kerrigan

Co-Founder & Managing Partner
Razor's Edge



Jack Kerrigan is a Co-Founder & Managing Partner at Razor's Edge, where he focuses on investments in technology-enabled national security companies. Previously, Mr. Kerrigan was COO and General Counsel at Blackbird Technologies and Principal Advisor to its CEO. Mr. Kerrigan earned a J.D. and B.S. from the University of Virginia.

Jason Rigoli



Jason Rigoli

Partner
Enlightenment Capital



Jason Rigoli is a Partner at Enlightenment Capital. Previously, Mr. Rigoli served as a Principal at LLR Partners. Prior, Jason was a Managing Director at Monument Capital and Principal with The White Oak Group. Mr. Rigoli earned an M.B.A. from London Business School, an M.B.A. from Columbia Business School, and a B.A. from Radford University.

Kevin Robbins



Kevin Robbins

Co-Founder & General Partner
Blue Delta Capital Partners



Kevin Robbins is a Co-Founder and General Partner at Blue Delta Capital Partners. Prior to Blue Delta, Mr. Robbins co-founded Wolf Den Associates, a leading government consulting firm that was acquired by Deep Water Point. Previously, Mr. Robbins earned an A.B. in Economics from Dartmouth College.



Moderated by:

Aaron Binstock, Partner, Cooley LLP

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Participants



Maintaining U.S. Readiness and Deterrence

12:45 PM – 1:25 PM

BlackSea Technologies



BlackSea Technologies, a portfolio company of Razor's Edge, is a premier naval technology solutions platform enabling new asymmetric strategies for U.S. military forces. The company has expertise in innovative naval platforms and autonomous systems from ocean surface to the seabed.

Panelist: Chris Devine, CEO

Core One Solutions



Core One Solutions, a portfolio company of Blue Delta Capital Partners, provides support for the U.S. national security community in countering advanced and evolving threats. The company's services include mission support, training & logistics, and technical tools aimed at addressing complex national security challenges, enabling national security professionals to devise analytical, operational, and technical tools.

Panelist: Joseph Koo, Co-Founder & President

AeroVironment



AeroVironment, Inc. (NASDAQ: AVAV) is a leading technology firm specializing in unmanned aerial vehicles and electric transportation solutions. Renowned for its innovative drone technology, it primarily serves defense, government, and commercial markets. With a focus on enhancing reliability and efficiency, AeroVironment's products play a crucial role in modern aerial operations and EV infrastructure.

Panelist: Wahid Nawabi, Chair, President & CEO

U.S. Navy



The U.S. Navy is the maritime service branch of the U.S. Armed Forces, responsible for naval operations and maintaining maritime security. It was established on October 13, 1775, by the Continental Congress to disrupt British supply lines during the American Revolutionary War.

Panelist: Willy Hilarides, Retired Vice Admiral

The Next Paradigm: Emerging Digital Battlefield Disruptions

1:50 PM – 2:30 PM

Veros Technologies



Veros Technologies, a portfolio company of Razor's Edge, operates as a multi-domain cybersecurity services and solutions platform, delivering advanced operational capabilities to the national security market. The company's principal offerings encompass the domains of cybersecurity, systems, network engineering, and technical operations consulting.

Panelist: Brian Denny, Founder & CEO

Quantum Leap



Quantum Leap is a next-generation provider of commercial solutions to the U.S. national security community. The firm specializes in delivering end-to-end capabilities to its clients in the DoD, IC, and commercial markets that solve critical mission needs.

Panelist: Jim Miller, Founder & CEO

Booz Allen Hamilton

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Booz Allen Hamilton, Inc. (NYSE: BAH) is an international management and technology consulting firm. The company provides services in strategy, systems, operations, and technology. The company's clients include most of the largest industrial & service corporations in the world, the departments & agencies of the US federal government, and major institutions & government bodies across the globe.

Panelist: Khalid Syed, Senior Vice President

U.S. Air Force



The U.S. Air Force is the aerial and space warfare service branch of the U.S. Armed Forces, responsible for air & space operations, cyber warfare, and missile defense. It was established on September 18, 1947, following the National Security Act of 1947, which reorganized the military after World War II.

Panelist: Rojan Robotham, Retired Colonel; Director of Strategy, BlackVe

Doing More with Less: Leveraging Technology

3:15 PM – 3:55 PM

Two Six Technologies



Two Six Technologies, a portfolio company of Carlyle, utilizes expertise and proprietary platforms to provide R&D and rapid prototyping for U.S. defense, intelligence, and federal-civilian agencies. The company specializes in cyber & space operations, information operations, data science, microelectronics, next-generation communications, and intelligence & decision support systems.

Panelist: Amy Dalton, CPO

Office of the President



The Office of the President of the U.S. is the executive branch of the U.S. government, responsible for enforcing laws and overseeing the federal administration. It was established on April 30, 1789, when George Washington was inaugurated as the first President of the U.S.

Panelist: Hon. Harry Coker, Former National Cyber Director

Chesapeake Technology International



Chesapeake Technologies International (“CTI”), a portfolio company of Bluestone Investment Partners, is a leading technology provider in the defense industry. CTI specializes in software solutions & multi-domain integration, government open platforms for situational awareness, data visualization & analytics, and advanced electromagnetic capabilities for invisible battlespaces.

Panelist: Jay Moorman, CEO

Dark Wolf Solutions



Dark Wolf Solutions is a leading provider of cybersecurity, DevOps, and digital transformation for commercial, civilian, defense, and IC clients. The company combines innovative emerging technologies with deep federal domain expertise through cutting-edge intelligence services, agile software development, information operations, penetration testing, and applied research & prototyping.

Panelist: Rick Tossavainen, CEO

Private Equity: Investment in U.S. National Security Strategy

5:05 PM – 5:45 PM

Madison Dearborn Partners



Madison Dearborn Partners (“MDP”) is a middle market private equity fund that has four dedicated industry verticals: basic industries, financial & transaction services, healthcare, and technology & government. MDP targets companies that are led by exceptional management teams and yield strong recurring revenue growth, high margins, and strong free cash flow generation.

Panelist: Brandon Levitan, Managing Director

Razor’s Edge



Razor’s Edge is a venture capital firm that seeks to find, fund, and foster technology companies that solve significant challenges in national security and high-growth commercial markets. They are interested in global enterprise technology sectors such as cybersecurity, data science & infrastructure, emerging device & sensor technologies, and new space technologies.

Panelist: Jack Kerrigan, Co-Founder & Managing Partner

Enlightenment Capital



Enlightenment Capital is a middle market private equity firm that invests in companies in the aerospace, defense, government, and technology sector. The firm partners with businesses that provide vital services, protect critical infrastructure, innovate cyber & data solutions, enhance decision-making capabilities, and safeguard national security.

Panelist: Jason Rigoli, Partner

Blue Delta Capital Partners



Blue Delta Capital Partners is a growth equity firm focused on the U.S. government services market. The firm seeks to invest in middle market companies aiming for high growth with customers in the defense, intelligence, and national security communities. Leveraging deep industry relationships and expertise, the firm fully empowers entrepreneurs to scale their businesses.

Panelist: Kevin Robbins, Co-Founder & General Partner



Industry Update Pop Ups



Industry Update Pop Ups

Leverage Snapshot: A Quick Summary of the Current Senior Debt Leverage Market 1:25 PM – 1:35 PM



Carolyn Pelton
Regional President
Pinnacle Financial Partners



Small Business Regulation Change 4:55 PM – 5:05 PM



David Fletcher
Partner
Cooley LLP



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ACG Information



What is ACG?

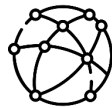
The Power of ACG

Founded in 1954, ACG has grown to 14,500 members worldwide. ACG serves over 90,000 investors, executives, lenders, and advisers to growing middle market companies. ACG's mission is to drive middle market growth.

75% of ACG members report that they have done business with fellow members.

This return on investment has made ACG the most trusted and respected resource for middle market dealmakers and business leaders who invest in growth and build companies.

Why Join ACG?



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ACG National Capital

Established in 1988, ACG National Capital is the chapter of ACG located in Washington, DC, Northern Virginia, and Southern Maryland.

ACG National Capital proudly serves nearly 400 members who are directly involved in building corporate growth and value.

Our chapter has become the leading authority on corporate growth in the region by providing unparalleled opportunities for networking, deal making, and professional development for individuals involved in building corporate value.

Thank you to the ACG Next Committee

ACG Next Committee



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Partner
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Andy McEnroe
Managing Director
RAYMOND JAMES



Billy Marrin
Associate
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Carolyn Pelton
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