Rationale for the 1st TSS Investor Day

The Security Network looks for innovative, dual/multi usage COTS (commercial off-the-shelf) or MOTS (modifiable off-the-shelf) security technologies from around the world to help them get into usage as quickly as possible. ***The Security Network*** has organized its first Investor Day on Thursday, March 11 to follow immediately after the 7th annual **The Security Summit** on March 9-10, 2010. **The Security Summit** is a networking forum that acts, in effect, like a technology "due diligence" forum bringing together providers of innovative security technologies with informed government/military decision makers and "trusted channel partners" (i.e. defense contractors, distributors and systems integrators). Therefore, the participants in the Investor Day can benefit from the interaction and results at **The Security Summit**. This day is designed to be an affordable, follow-on event for 1) U.S. companies looking for growth capital; and 2) foreign companies (and their home country investors) to meet financial sources that could help finance expansion in the U.S.

Background

The U.S. represents approximately 50% of worldwide expenditures in defense, homeland security and law enforcement, but over 50% of the world's expenditures on security related science & technology is made outside the U.S. And "bad guys" don't put out RFPs or care about buying from any specific country – they buy commercially available technologies and use them in innovative ways. Therefore, we need to be actively identifying great technologies from the U.S. and around the world and helping promote commercial usage as quickly as possible, which is one of the key goals of **The Security Summit** and the new Investor Day.

What companies should present?

Up to **30 companies** from the U.S. and from around the world with innovative security related technologies that are interested in accessing growth capital in the U.S. markets **(NOTE: this event is NOT focused on start up capital).** Companies will be taken on a first-signed up and paid basis, however, 1) companies that exhibit at **The Security Summit** (we expect about 45 exhibiting companies) will be given priority over other interested company presenters; and 2) half of the slots will be reserved for international companies. Companies are expected to range from modest revenue (but innovative products already being sold) up to medium sized companies with over $10 MM in revenue.

What investors will attend?

We expect **20 investors** representing corporate investors, financial investors (investor groups and VCs) and government/military funding sources covering a wide array of interests ranging from cybersecurity to infrastructure protection to interoperability software to robotics (including all the competition categories from **The Security Summit**). We are very interested in having investors from home countries of the participating companies represented and will reserve spots, if appropriate, for them. This will be a by-invitation Investor conference. If you are interested, please contact Bill Riedy (contact details below). Additional attendees may be allowed depending on their ability to help companies access capital and introduce channel/strategic partners.

Cost for the Investor Day

1) **Companies** will pay $400 for the day ($350 with Early Bird payment by December 31, 2009).
2) **Investors** will be invited guests for the day (however, we strongly encourage investors to attend at least the second day of **The Security Summit** ($195 for one day and $350 for both days) to benefit from the conference panels, see the companies exhibit and hear the Winners and Runners-Up for each of the Competition categories (which are announced at the end of Day 2).
3) **Other attendees** will pay $195.

Structure of Investor Day

Investors Day has been set up so a total of 30 companies will be able to present. After the keynote speaker, 20 investor organizations will have up to 3 minutes to explain their respective areas of interest so the companies will know early in the day which investors are most likely to be interested in their respective companies *(**NOTE**: one hour has been allocated for this - if more than 20 investor groups participate, we reserve the right for the presentation time to be reduced so more can participate or decide that late signups may not be able to make presentations)*. After the morning break, the first set of companies will present for 5 minutes each. Over lunch, each investor organization will be located at a different marked table so companies can sit with the investors that seem most relevant to them. After lunch the second group of companies will present. After the company presentations, three hours have been set aside for one-on-one meetings for companies with investors that are interested in the company. Signup for one-on-one meetings will be in the course of Investor Day.

Thursday, March 11, 2010 – Investors Day
Location: Courtyard by Marriott, Liberty Station

7:30 – 8:30 am	Registration & continental breakfast
8:15 – 8:30 am	Welcome & Introduction Michael B Jones – ***The Security Network***
8:30 – 9:00 am	**Keynote Address** Topic: *"Financing Innovative Security Companies"* **Speaker**: TBD
9:00 am – 10:00 am	**Investor Introductions** – 2-3 minutes each • Corporate Investors *(e.g. Cubic Corporation & L-3)* • Institutional Investors *(Investment groups & VCs)* • Government / Military funding sources *(e.g. CRTI [part of Defence R&D Canada], DARPA, and SBA)*
10:00 – 10:30 am	Refreshment break
10:30 – 12:00 noon	**Company Presentations – 5 minutes each** 18 presentations of 5 minutes each
12:00 – 1:00 pm	Buffet lunch – investor tables set up for companies to meet investors
1:00 – 2:00 pm	**Company Presentations – 5 minutes each** 12 presentations of 5 minutes each
2:00 – 5:00 pm	Individual meetings in company suites
5:00 – 6:00 pm	**Cash bar reception**

Interested?

Interested companies can sign up on-line via the website www.thesecuritynetwork.org.

Interested investor groups should contact Bill Riedy, Program Manager of ***The Security Network*** at briedy@thesecuritynetwork.org or at (619) 450-4600 x182.

WE LOOK FORWARD TO YOUR PARTICIPATION IN THIS NEW ANNUAL INVESTOR DAY.