



F FORGING
THE FUTURE

15 OCTOBER 2024

BE-US JOINT EFFORT
IN SCIENCE FOR A
SAFER WORLD

ROYAL MILITARY ACADEMY
BRUSSELS

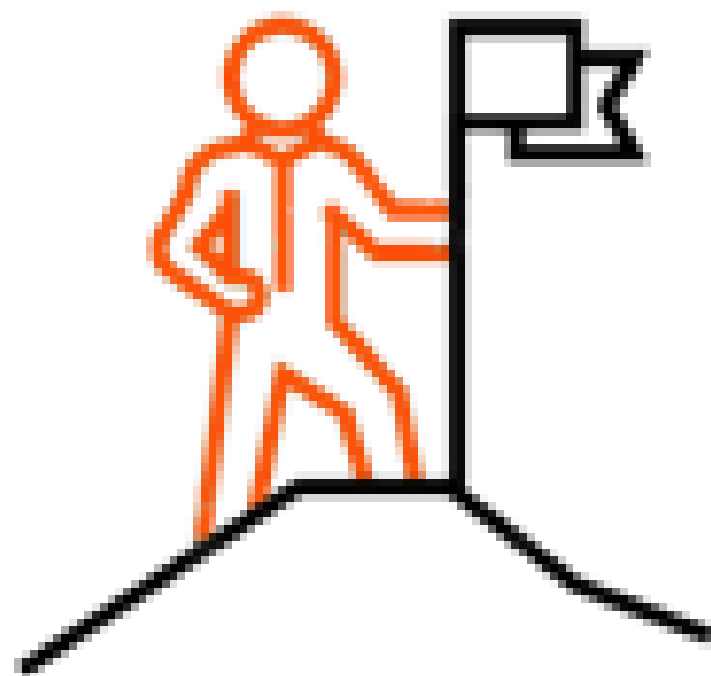


WISL For techno
entrepreneurs

**Start-up Accelerators: Catalysts for
Defence Technology Evolution**



WSL is...

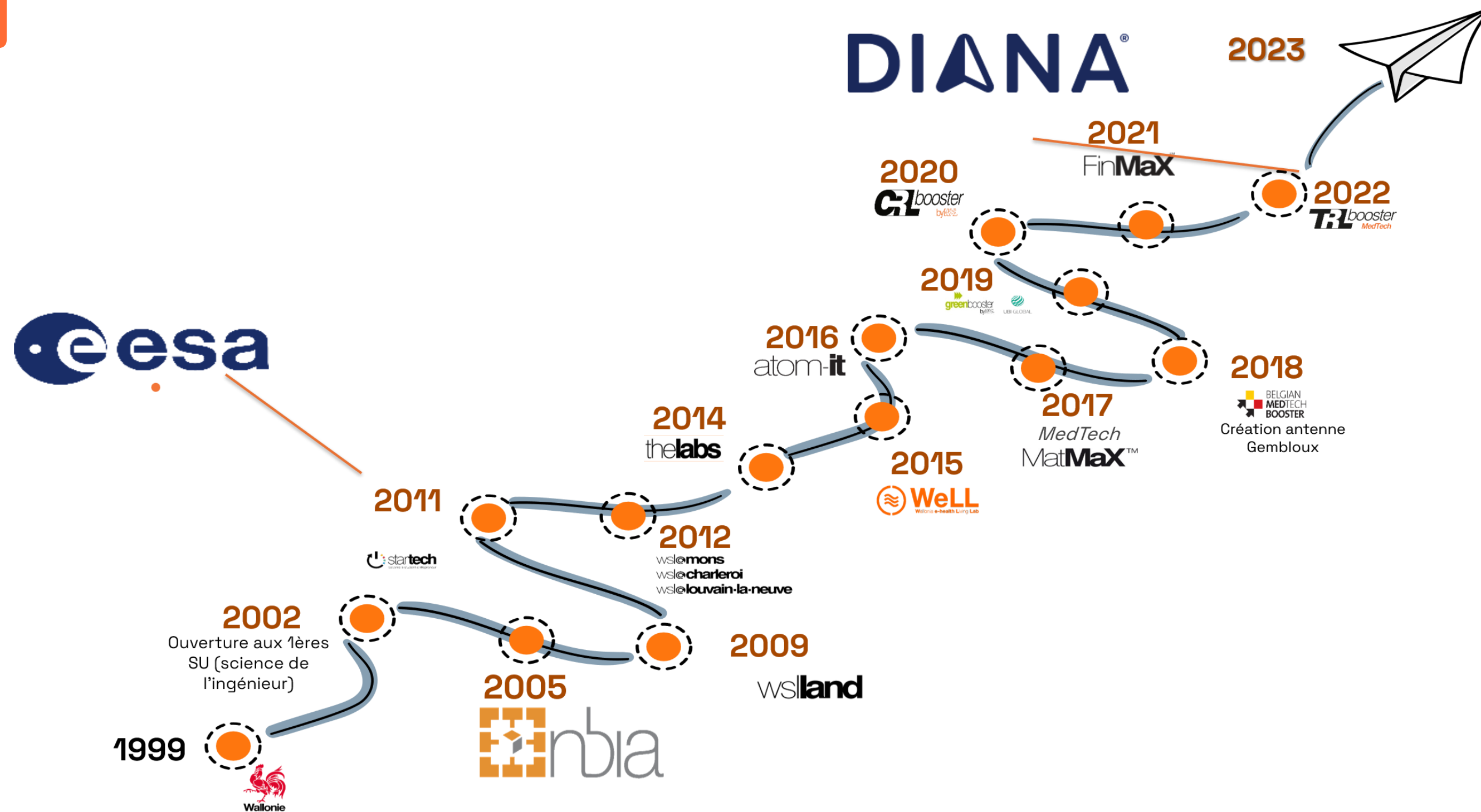


**TO CONTRIBUTE TO THE DEVELOPMENT OF A NEW
INDUSTRIAL FABRIC IN WALLONIA WITH STRONG RETENTION
OF TALENTS AND TECHNOLOGIES.**

BY HELPING DEEP TECH START-UPS TO LAUNCH AND GROW



WSL is... A story



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WSL long last history with US



1. France	23,4%	20,8%
2. Pays-Bas	10,0%	14,5%
2. Allemagne	15,7%	14,5%
4. États-Unis	10,4%	7,0%
5. Italie	5,0%	5,4%
6. Espagne	4,5%	4,7%
7. Luxembourg	4,0%	3,7%
8. Royaume-Uni	3,4%	3,6%
9. Pologne	2,4%	2,7%
10. Chine	1,2%	1,8%
11. Suède	1,3%	1,3%
12. Autriche	1,0%	1,1%
13. République tchèque	1,0%	1,1%
14. Suisse	1,0%	1,0%
15. Roumanie	0,7%	0,9%

Wallonia trade agency
report 2023



Wallonia Tech Texas 2024

October 7 - 11, 2024

Austin, Houston, San Antonio



insilicare

ODIX



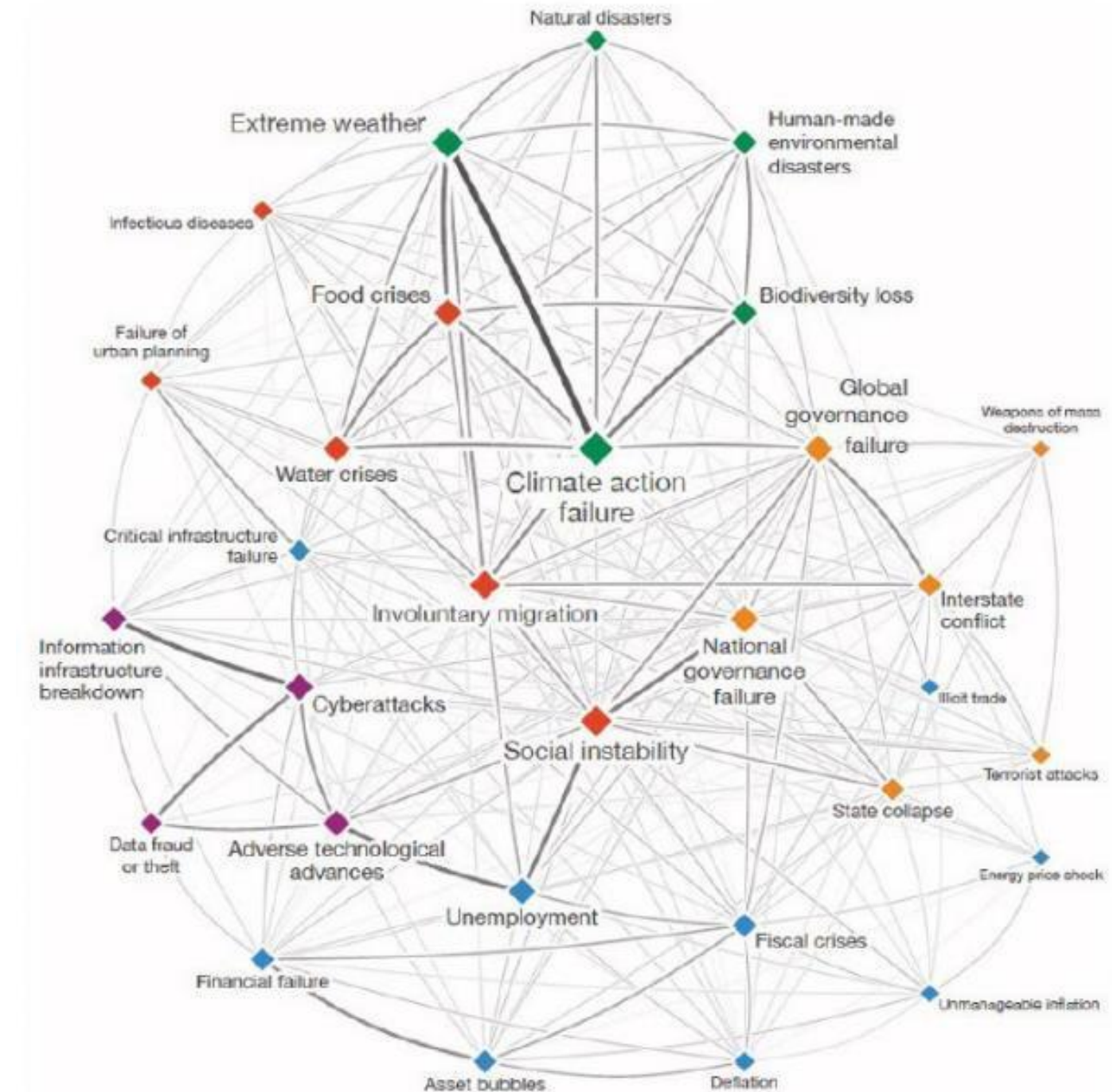
The context

- **Historical Context:** Wars have historically driven major technological innovations, which later found civilian applications (e.g., GPS from the U.S. military).
- **Shift in Innovation Drivers:** Military research programs are no longer the primary drivers of technological innovation.
- **Emerging and Disruptive Technologies (EDT):** These are dual-use technologies, including AI, autonomous systems, quantum technology, and biotechnology, which are reshaping military innovation.
- **Private Sector Leadership:** Big Tech, startups, and SMEs now lead the development of EDTs, reversing the traditional roles where military institutions were the main innovators.
- **Implications for the Military:** Armed forces must adapt and leverage the opportunities offered by EDTs to remain competitive and effective in future warfare.
- **Recent worldwide Crisis:** Covid-19, Ukraine War, Energy crisis



* The need

- Insecurity is driven by complex, inter-related global challenges, e.g. environmental changes, scarcity of resources, economic instability, hostile threats from state and non-state actors
- Understanding and tackling these challenges requires world-leading science and technology



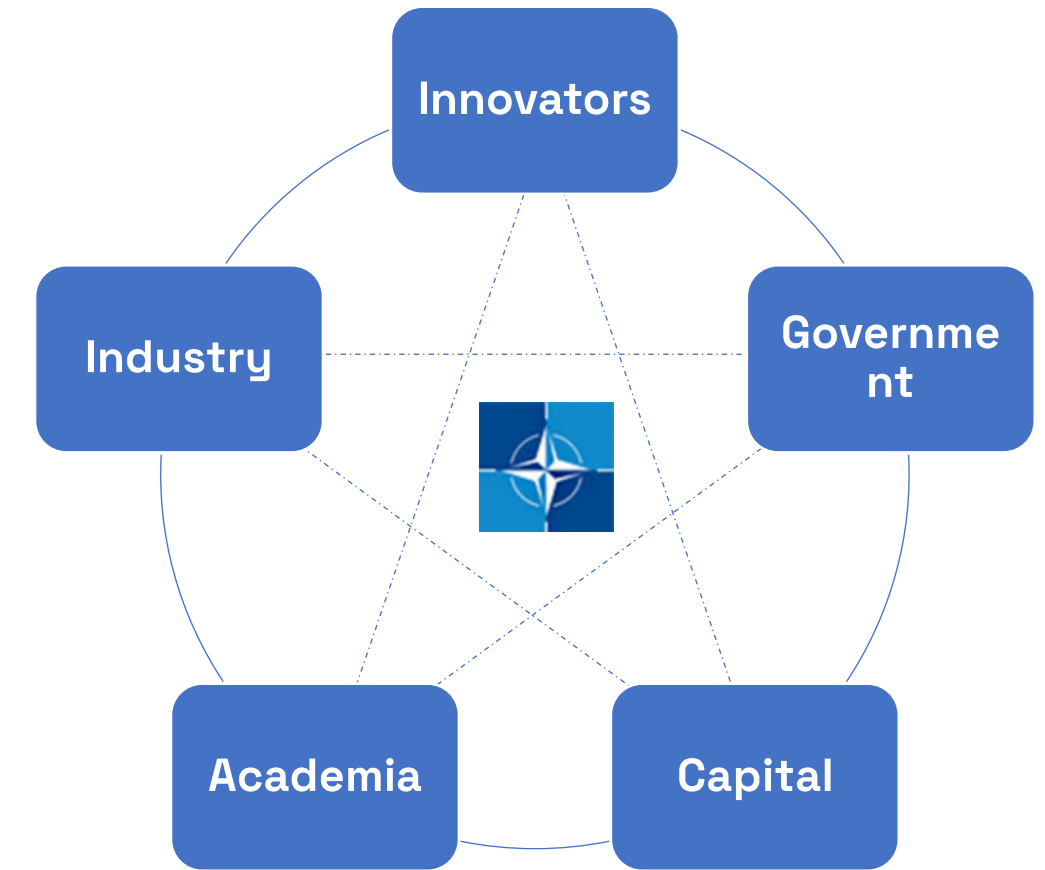
* The response

To address the complex inter-related challenges → create an

Allied innovation ecosystem that:

- Develops and adopts new technologies at the pace of relevance
- Fosters stronger innovation partnerships between government, industry and academia (triple-helix)
- Grows the network of innovation centres Alliance-wide
- Reduces the barriers to financing to create a sustainable innovation base

Part of this respond/ecosystem → Innovators or Startup founders



Adapted from Dr Phil Budden & Prof Fiona Murray: MIT's Stakeholder Framework for Building & Accelerating Innovation Ecosystems



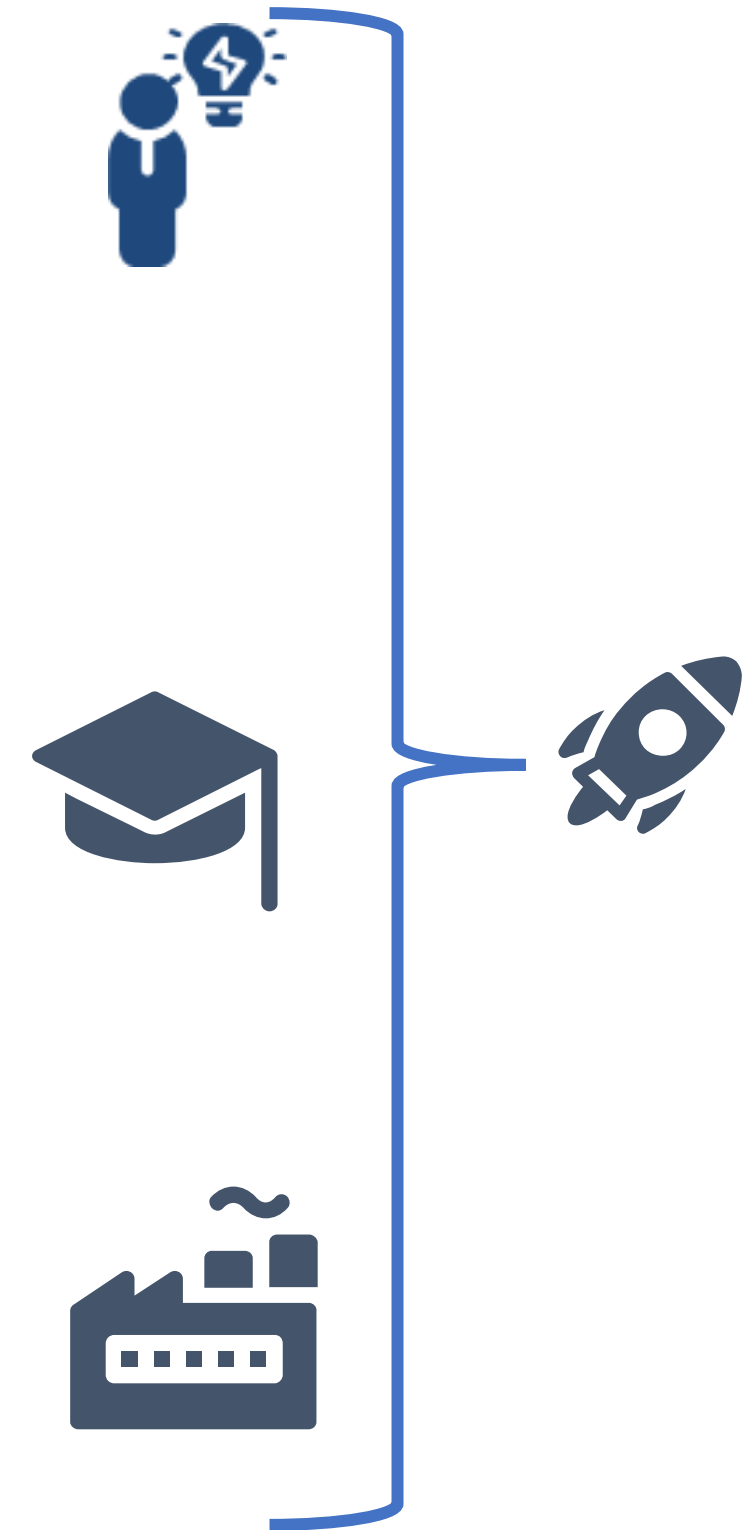
Paradigm shift in the Defence sector

- Shifting **Development and Acquisition** Models
- Recognizing **dual-use** potential
- Balancing **commercial success** with military applications
- Accepting **reasonable risk** in financing and acquisition



What is a Start-ups ?

- **Start up:** Newly created innovative company, aiming for rapid growth through 'scalability' levers. By extension, a young innovative company.
- **Spin off:** A start-up originating from a university or research center, which holds shares in it.
- **Spin out:** A start-up, not part of the core business, originating from an existing SME or company.



Why collaborate with a Start-ups in the Defence field ?

- Quickly respond to **new threats**
- Accelerate the **adoption of critical technologies**
- Address the **shortcomings of major players**
- Promote **industrial resilience** and **economic security**
- **Reduce costs** and **increase efficiency**



The startup founder dilemma

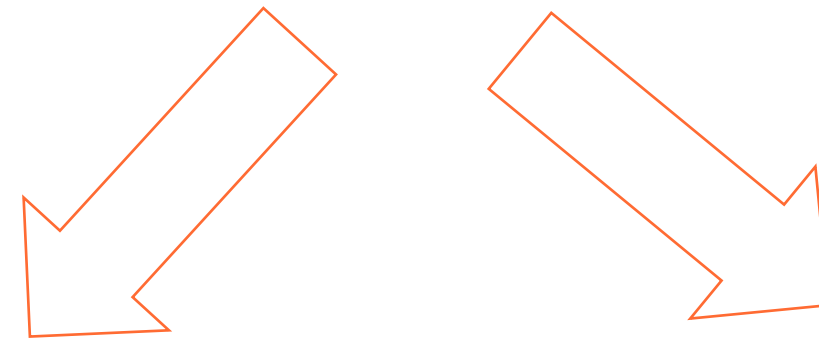
- Defence is viewed as **inaccessible** and **complex**
- Startup founders are unsure of **where to start** and who can help
- Government rules and **regulations** are viewed as cumbersome
- Difficulties in **accessing end-user** customers to better understand their problems and receive feedback



Result: Startups founders ignore or are frustrated by the defence and security market, losing interest as commercial revenue streams take off

The Startup Support to connect the dots in the Defence sector

Government support



Proximity Support structure

DIANA[®]



WSL For techno entrepreneurs



A **startup accelerator** is a structure designed to support the rapid development of emerging companies, particularly those operating in innovative fields such as deep tech. Here is a detailed definition and the specific characteristics of accelerators for deep tech startups.



Diana is challenged based



Sensing & Surveillance:

Sensing the Coastal Undersea Environment



Energy Resilience:

Harnessing Microgrid Technologies for Disaster and Conflict Recovery



Secure Information Sharing:

Truly Reliable and Unquestionably Secure Technology



Access to:



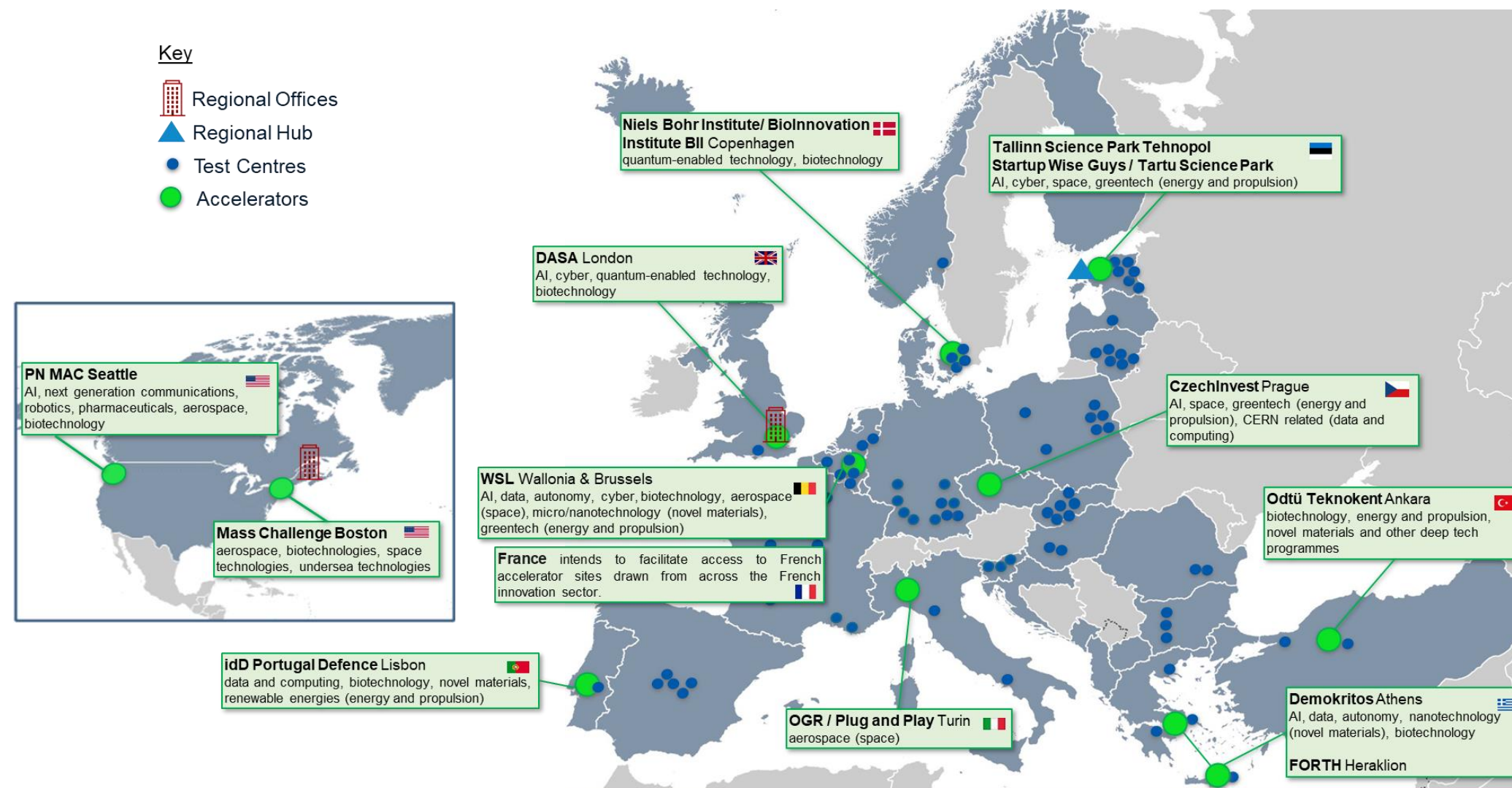
Startups activities in the program



DIANA[®] in practice with WSL



DIANA[®] in numbers



Source: Diana footprint June 2023

- **20 accelerator sites** : 13 activated for 2025
- **> 200 Test centers**
- **<1500 Mentors & experts**
- **3 challenges 2023 → 44 Startups**
- **5 in 2024 and growing**
- **1 HQ (United Kingdom)**
- **2 Régional offices (Estonia & Canada)**

Our Defence Program @WSL

DIANA®

MaJoR

2 approaches → 1 objective

Sponsor Public



Approach	Based on technological challenges	Based on industry technical specification
Grant	100k€ + 300k€	60k€
Added value	High global visibility	Direct access to market
Programme	Access to coaching and mentoring and research centers facilities	Access to coaching and mentoring and Defence industry facilities
Nombre de Start-ups	50 start-ups/year and growing	60 start-ups for 2 years

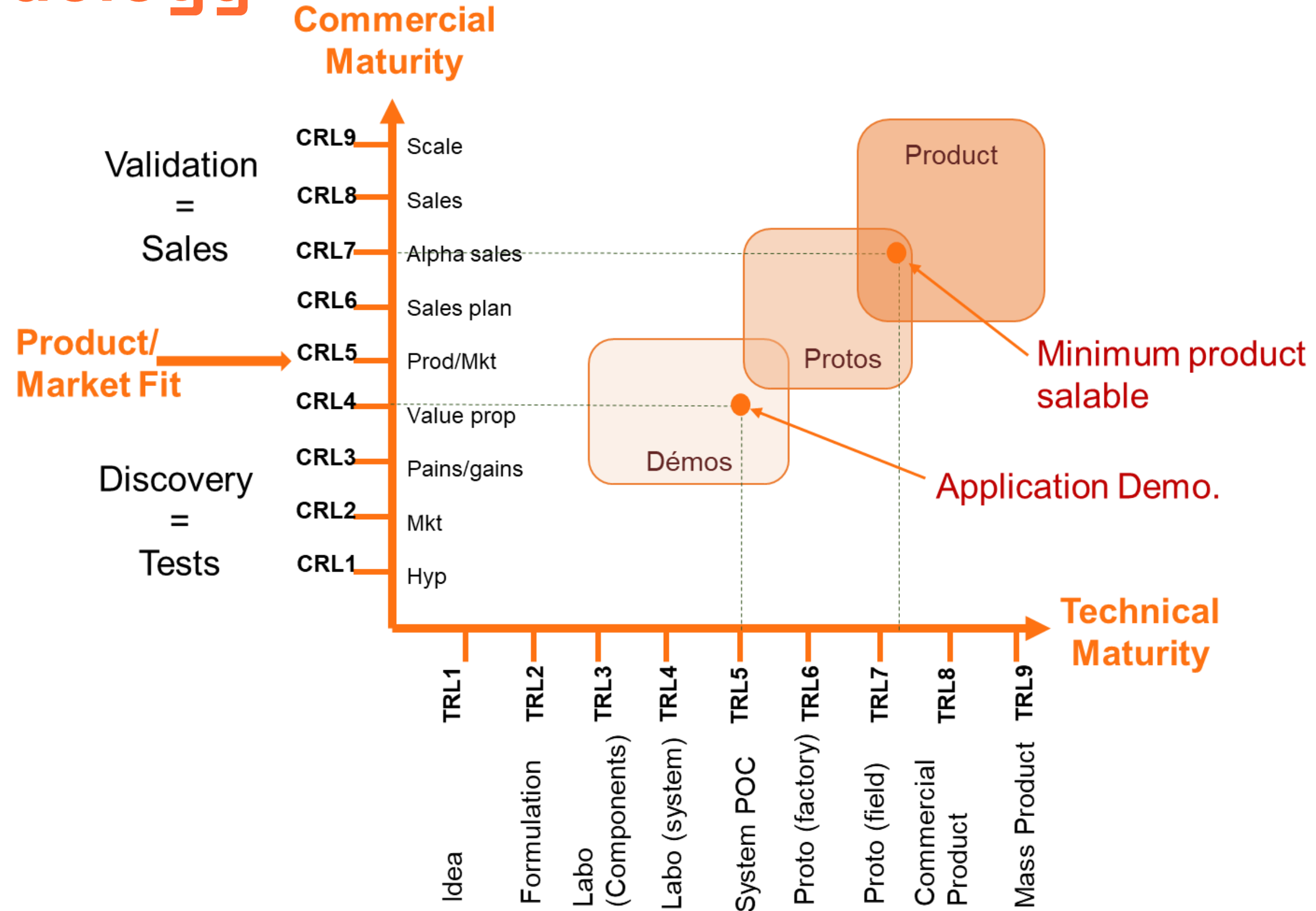


Significant technological reservoir (competitive advantage).



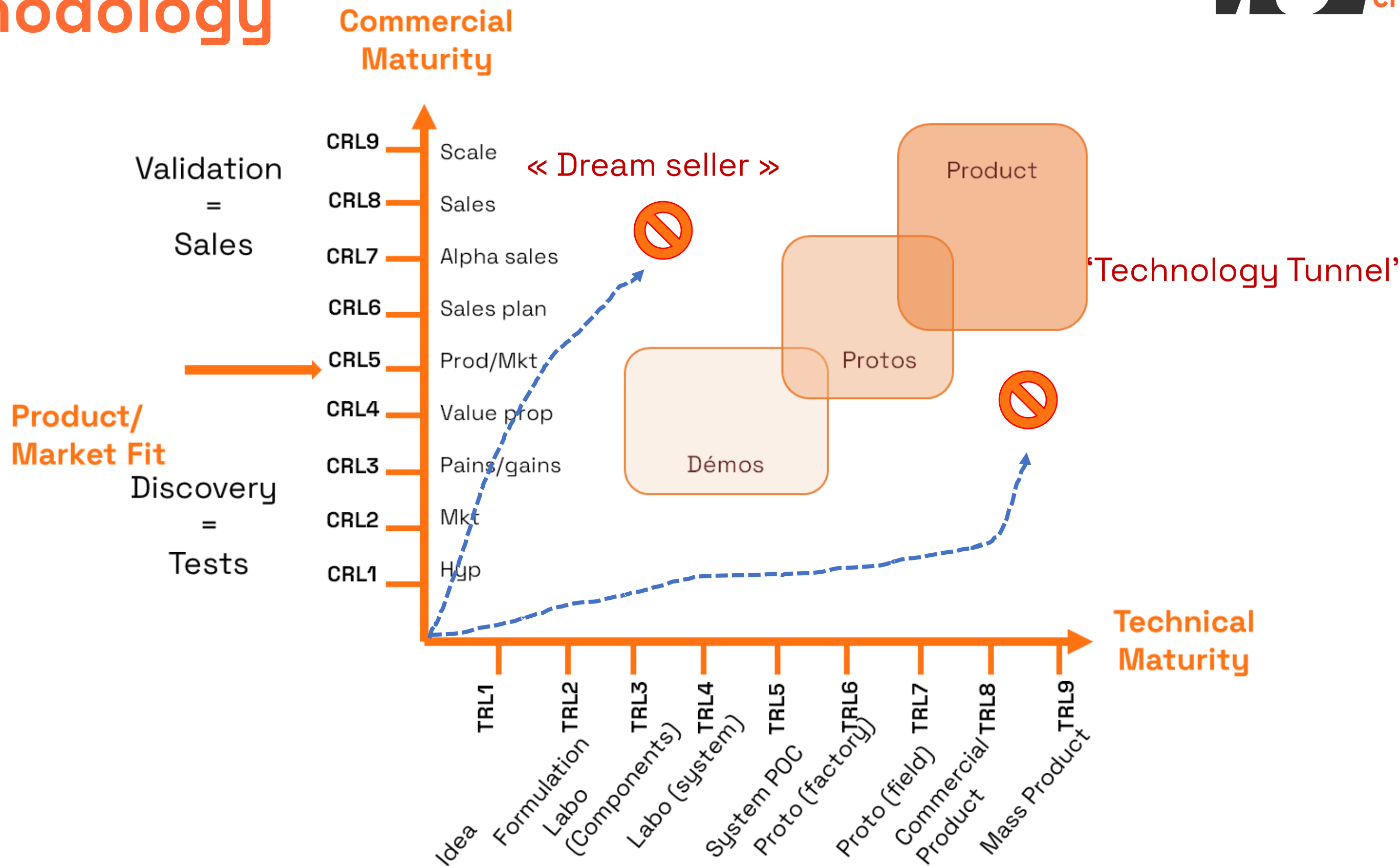
Our methodology

MatMaX™



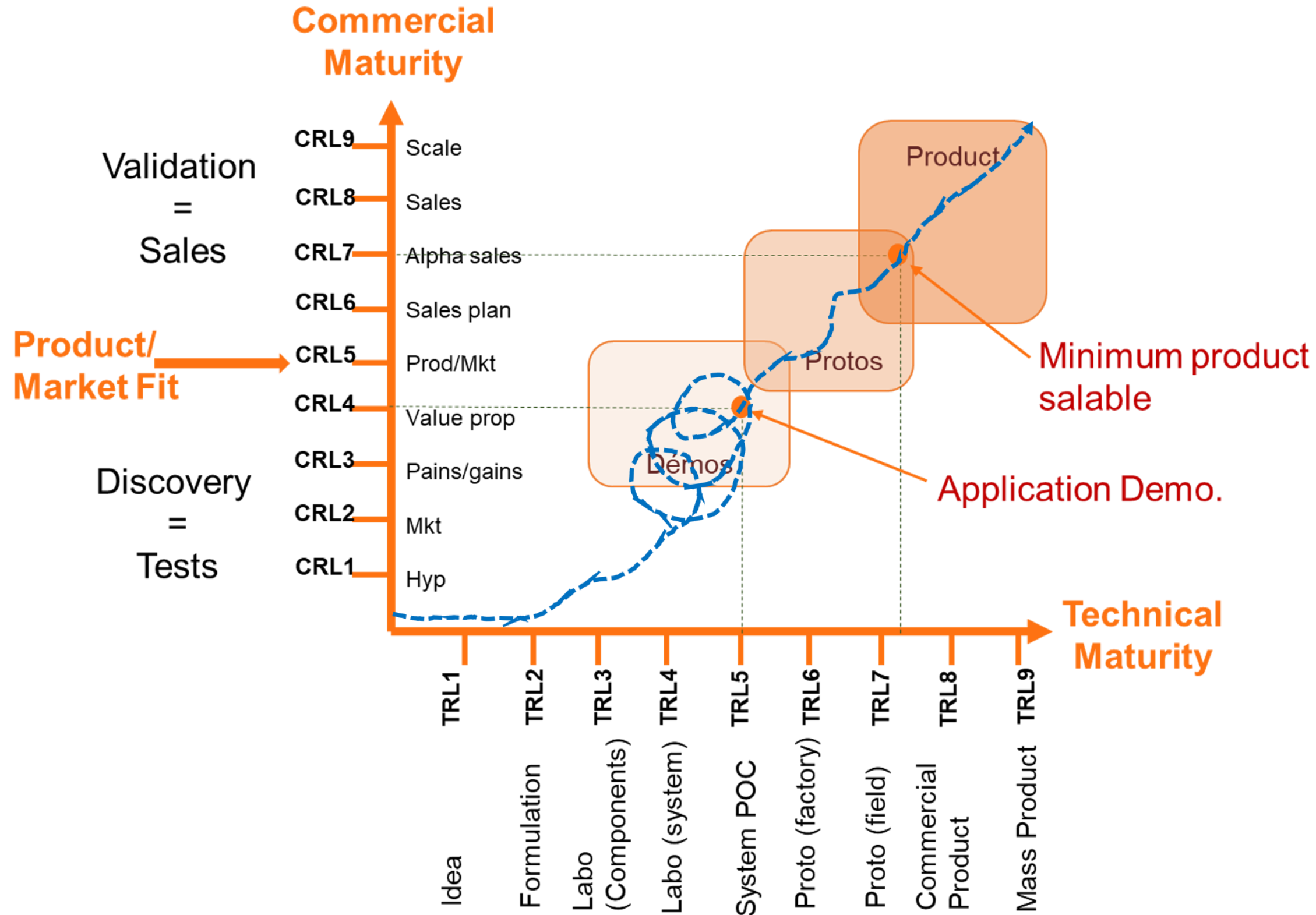
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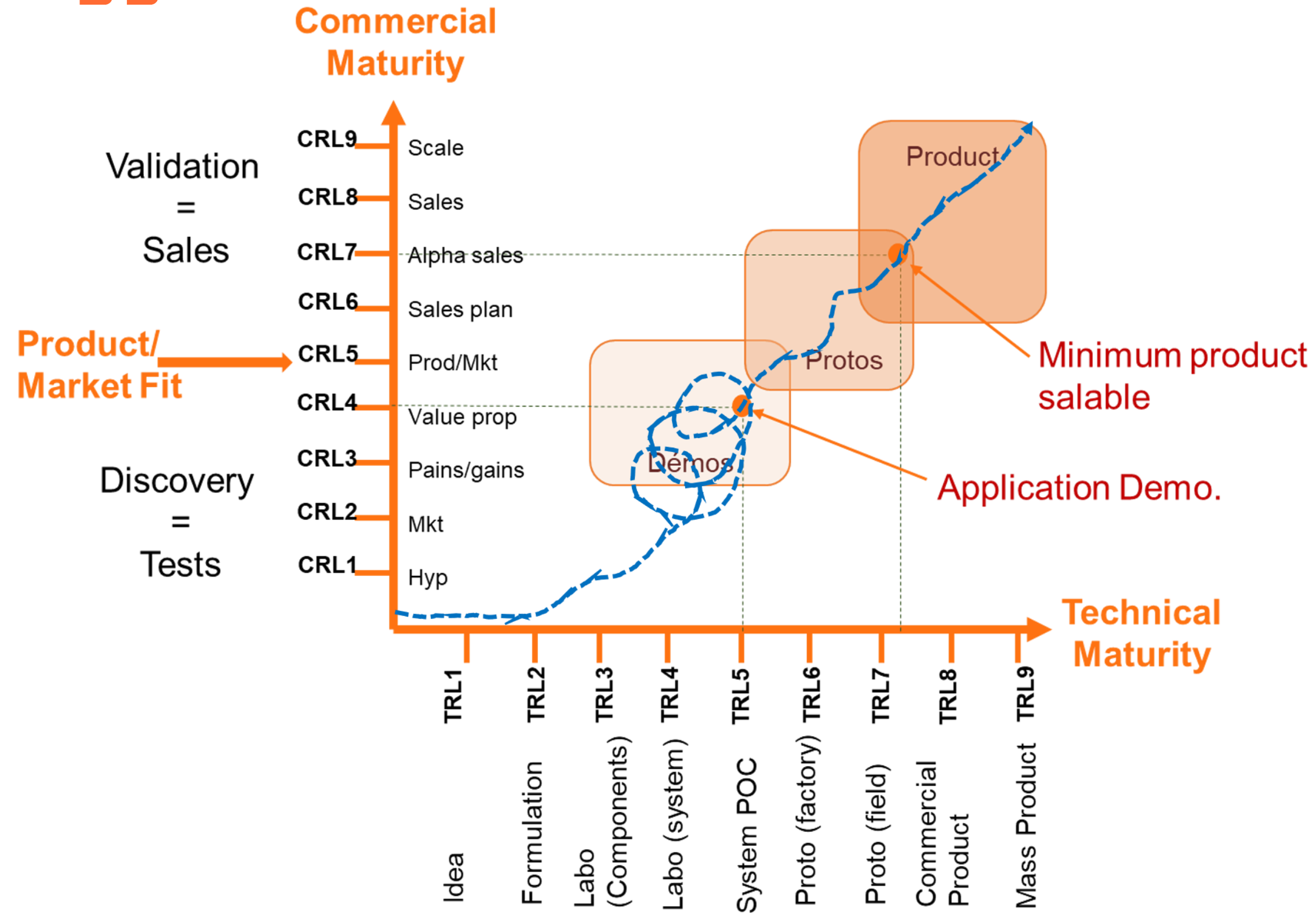
Our methodology

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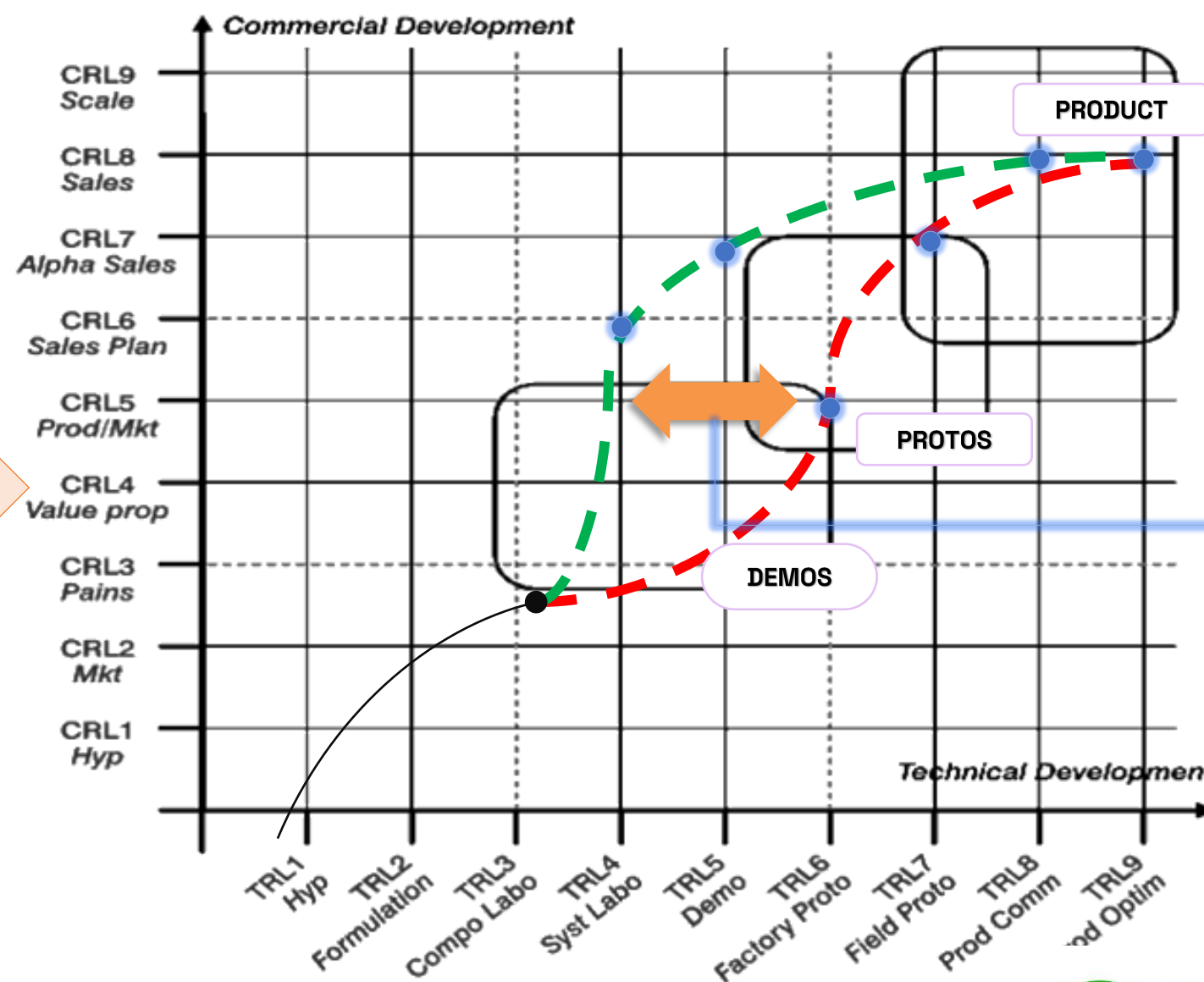
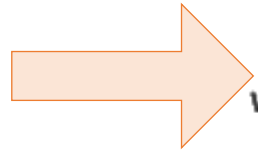
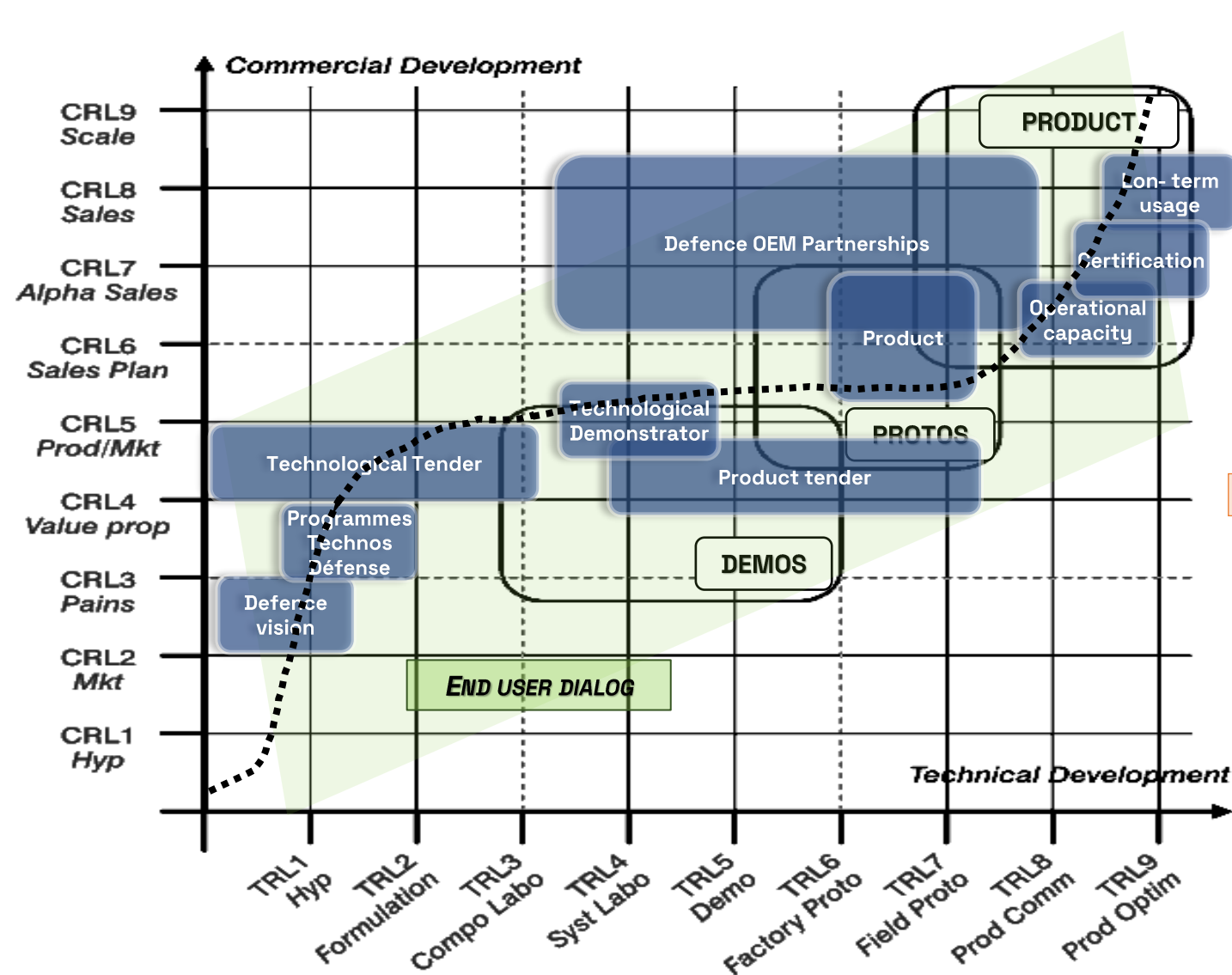
Our methodology

MatMaX™



The Dual-Use GAP

MatMaX™



Civilian market
Vs
Defence Market

Dual-use
GAP

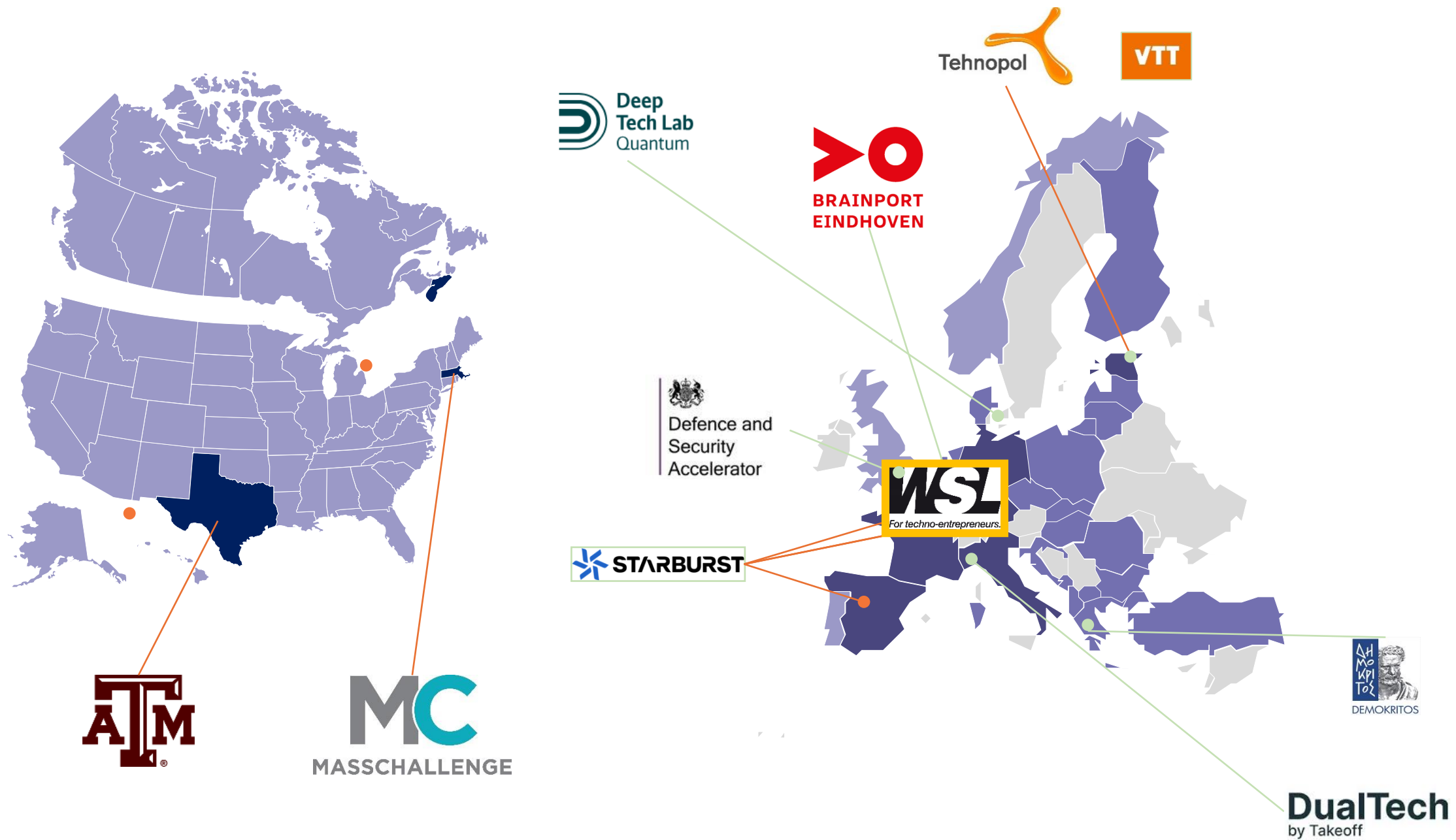


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Our international network



Entreprises

AIRBUS **THALES**
SAAB **John Cockerill**
RHEINMETALL **KONGSBERG**
LEONARDO **SAFRAN**

Centre de Recherche et Développement

cea **umec** **VTT**
 The von Karman Institute for Fluid Dynamics
MIT LINCOLN LABORATORY

Investisseurs

STARTUP WISE GUYS **ALPINE SPACE VENTURES** **European Investment Bank**
DEFENSE ANGELS **NIF** **fnx ventures for bold solutions**

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Conclusion

- Importance of **adapting Defence models**
- **Strengthening collaboration** across the alliance
- Fostering a **robust ecosystem** for technological advancement





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entrepreneurs

Contact @WSL

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