



California Advanced Defense Ecosystems & National Consortia Effort

**Student Internship/Faculty
Externships
Regional Employer Engagement**

Friday, July 23rd, 2021



CADENCE

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Updates

- Round Table Employer Engagement Updates
- [New employer outreach brochure](#)
- [Regional Employer Files](#)
 - Contact Salomón to schedule a time for your regional webinar
- [Review Companies](#)
- Contact via email and phone call
 - Introductory email
 - Take notes and [record requirements in registrar](#)
- No meeting in August



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What types of activities should be included in a scope of work?

- Helping SBIR firm implement basic cybersecurity hygiene
- Have students develop and conduct a briefing for SBIR management on CMMC requirements, new DoD Assessment Methodology, etc.
- Have students conduct a briefing to SBIR firms on CASCADE resources such as Contract Ed, ETP funding, apprenticeship opportunities, CMTC services
- Assist SBIR firm in completing and/or provide NIST's example template for a System Security Plan (SSP)
- Assist SBIR firm in completing and/or provide NIST's example template for a Plan of Actions & Milestones (POA&M)
- Develop strategy or plan to engage Cyber Service Providers
- Research Managed Security Service Providers (MSSPs)
 - Develop RFQ to send out to Cyber Service Providers (MSSPs)
- At least one activity or task around the assisting SBIR firm with commercialization of the SBIR's proposed innovation or technology
 - Creating 3D printed prototypes
 - Creating visualizations (videos, animations, infographics)
 - Market research
 - Assist with updating or maintaining websites

Business Engagement

- Business and Faculty Extern (coach)
 - Negotiating Scope of Internship Projects
 - Team Internships, project based, job based
 - Student progress and delivery of outcomes
- DoD Database
 - Outreach Campaign
 - Email / letter template soliciting partnership
 - Phonebanking
 - [Demo of Map / Search on Dashboard](#)
 - Hand-off of companies
 - Scope Negotiation



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New Leads

- [Ovio Technologies](#) (Newport Beach, CA)
 - ◆ Artificial intelligence, scanning
 - ◆ Technology, cloud integration
- Ultimara (Redwood City, CA)
 - ◆ Commercialization and R&D
 - ◆ LIDAR, OPTics, Manufacturing