

# A New Player

## Challenges and Opportunities

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# Challenges

## Startup versus Established Company

- Hitting the Ground Running (Grant Lag Time)
- Invoicing Schedule
- Continuing Resolution
- Conflicts of Interest
- Filling in the gaps

Short Term Loans  
Factoring Against an Invoice  
Deferred Compensation

# Opportunities

## Startup Kick-Start

- Innovating Our Way to a Healthy Economy
- The Biotechnology Incubator
- Firm Fixed Price Contract Flexibility
- NASA Technical Support and Guidance
- Mission Directive / Commercialization Overlap
- Making a Concrete Contribution

# Looking Ahead

## A New Model (Fostering Innovation)

- Seed Money
- Federal Incubator Facilities
- Mitigating Conflicts
- Finding Synergy Between Industry Opportunity with Government Expertise