Build the future, together.

Join NS2 Labs, a virtual and physical community where great minds connect to advance technology.
At NS2 Labs, innovation comes first.

We created a place where innovating to solve our nation's most pressing problems comes first — no matter what industry you're from.

Commercial industry, government, and academia have worked separately, in large silos, for many years. We started NS2 Labs to overcome these silos — and to focus on sharing ideas, collaborating, partnering, and accelerating the advancement of technology.

By working together, we can all do an even better job to protect our country and the people who live here. Let’s combine teamwork and innovation to build the future, together.

At NS2 Labs, we offer a place — and an opportunity — where top minds can work together on the most pressing business and government challenges that customers face in the digital era.

Here, customers and partners benefit from co-innovation. For customers, NS2 Labs means solving problems faster and increasing agility. For partners, NS2 Labs creates new capabilities, fosters growth, drives brand visibility, and helps build alliances.

Collaboration through co-innovation creates an opportunity to combine resources. NS2 Labs has done this by engaging in innovation with others to reach new industries and markets.

With our collaborators, we:

- Extend technology for government agencies and tech companies
- Incubate promising new technology startups
- Invest in solutions that give our nation a strategic technological advantage
- Build the future for national security, regulated industries, and commercial entities for the U.S. and allied nations

We invite you to join us.
It started at a workshop with people from NS2, partners, academia and government.

On the first day, we each shared the biggest problems we were facing. There happened to be a huge amount of overlap, and similar issues we were solving in different ways. It was a big moment of enlightenment.

After the meeting, we felt energized by our progress. But we were left wondering: why were we going back to work separately? Wasn’t there a way to stay connected and work through future challenges together?

The answer is yes. And the solution is NS2 Labs — a place where more of us can work together, any day.

- Mark Testoni, CEO, SAP National Security Services (SAP NS2)
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>WELCOME TO NS2 LABS</strong></td>
<td>5</td>
</tr>
<tr>
<td>Why We Started</td>
<td></td>
</tr>
<tr>
<td>Is NS2 Labs For You?</td>
<td></td>
</tr>
<tr>
<td><strong>MEMBER BENEFITS</strong></td>
<td>8</td>
</tr>
<tr>
<td>What to Expect: Types of Collaborations</td>
<td></td>
</tr>
<tr>
<td>About SAP NS2</td>
<td></td>
</tr>
<tr>
<td><strong>JOIN US</strong></td>
<td>15</td>
</tr>
</tbody>
</table>
Welcome to NS2 Labs

BUILD THE FUTURE, TOGETHER.
WHY WE STARTED

To ensure the security and progress of our nation, we must continually innovate.

There are gaps within many of today’s government solutions.

Commercial, academic, and research organizations have long provided solutions that have been adapted for government, and then used to advance critical national security missions and society as a whole.

However, the needs of government, which serves the needs of an all-inclusive, diverse society; are vastly different from those of a customer in the private sector. As a result, finding an off-the-shelf solution doesn’t always work.

To move our society forward, our government needs a better connection to the private sector’s innovation ecosystem. At the same time, the private sector and academic research organizations should have an organized method in which to work with government.

NS2 Labs is here to help bring great minds together to bridge this gap and creatively solve problems. By bringing together the private and public sectors’ expertise, more intelligent solutions can be created. And working together will build a deeper understanding — resulting in powerful, lasting solutions.

That mission is at the heart of NS2 Labs.
IS NS2 LABS FOR YOU?

When the right people are connected, discoveries can be made faster, and more readily applied across multiple industries or organizations.

We recognize that collaborating works best when there is expertise from every category of tech.

NS2 Labs is open for:

• Government leaders who want to explore commercial innovation
• Partners who want to team with NS2 to bring a product to market

• Thought leaders, from government and industry, who want to drive the future
• Upstarts or partners who need an innovation space to work from

• Customers facing a technology challenge – who want to leverage outside support
• Project-oriented innovators

When you combine forces with NS2 Labs the journey is up to you.

“Being selected to be part of NS2 Labs has been nothing short of extraordinary. NS2 Labs is pure opportunity across all elements of business growth for technology companies looking to make the world a safer and more secure place for everyone.”

- Ronald Huff, SafePass Global

14 CO-INNOVATION PARTNERS 94 CROWD-SOURCED SUBMISSIONS COMPLETED 13 PROJECTS IN PROGRESS
Building the ideal environment for innovation

NS2 Labs is unlike any collaboration environment I’ve ever experienced. From the technology and incubation environment to the vast and diverse network of industry experts and partners, NS2 Labs has every angle covered. At NS2 Labs, it’s possible for companies of all sizes to solve complex problems and to succeed in bringing their ideas to life.”

- Steven Briceno, Gray Analytics
**Member Benefits:** At Labs, you’ll have access to powerful tools and resources on-site. So you can turn your ideas into reality with everything from project management support, to virtual and physical workspaces:

The **Immersive Room** has full-motion video and interactive display meeting spaces, video conference and remote presentation capabilities, advanced touch and display tech, and gives a 360-degree view of content.

The **Innovation Garage** provides the latest equipment and tools for makers and engineers alike (e.g. 3D printers, RF test equipment, electronics).

**Training and Meeting Spaces** follow an open floor concept — complete with an executive briefing room with a live edge table, integrated sound and video systems, and staging and PA systems for large events.

A **Virtual Environment** provides a flexible option for remote innovators. Get a development environment with the full Atlassian stack, exclusive online data repository, and the Idea Studio: our exclusive crowd-sourcing platform.

**Project Management** and knowledge brokering support is provided, including: defining a project’s scope, objectives, and processes for organized collaboration. Managerial resources help facilitate the project’s execution, and on top of this, consulting and business development activities are available showcasing the result to a wide audience.
EXPAND YOUR INVESTOR & CUSTOMER NETWORK

Soon after NS2 Labs opened its doors, nine co-innovation partners joined the team, 56 crowd-sourced projects were submitted, and 16 new projects launched — all using the same, secure development environment.

The Labs network continues to expand through referrals, coordinated product launches, events such as hackathon challenges and innovation tours, and collaborations with academic partners and product development experts.

Labs provides both classified and unclassified work environments. The main facility is unclassified, to encourage the maximum amount of collaboration with partners who do not normally work with government agencies. Labs is also adjacent to a 40,000 square foot SCIF with all the necessary network capability to interact with various government agencies and process data appropriately.

Members see short- and long-term benefits through networking, partnerships, educational opportunities, and product advancements.

Success stories range from receiving funding from SAP, closing direct sales with customers in the Labs network, and further developing products into commercial offerings — including projects like CloudMIXR and ChainShield.
GET ACCESS TO SPECIAL INDUSTRY EVENTS

Technology Demos on blockchain, intelligence, supply chain security, geospatial solutions, intelligence platforms, endpoint security, network monitoring, space situational awareness, vehicle telematics, and predictive analytics.

Design Thinking Workshops where experts across multiple industries sit down and design solutions with you and your customers’ ideal experiences and preferences in mind.
At SAP NS2, security is never an afterthought. **It’s in everything we do.**

We build tailored solutions that leverage some of industry’s best software tools and the most-talented humans.

We are a wholly-owned subsidiary of SAP, founded with the mission of security in mind.

SAP spends $3.5 billion annually in Research and Development (R&D), which allows SAP NS2 to bring tremendous technology and innovation to our customers across government and industry.

SAP NS2 is 100% U.S. based and U.S. staffed, with expert personnel working around the clock to keep data safe and solutions running.

At SAP NS2, we bring leading analytical insights and data fusion technologies from SAP and apply them to mission-critical workloads. We believe that innovation and security should go hand in hand.

Through the incorporation of the Intelligent Enterprise, we leverage emerging technologies to enable customers to focus on high-value outcomes.
We deliver cloud and software solutions built on the fundamental principles of security, privacy, control, compliance and transparency. In addition, we offer secure consulting and support services from credentialed experts in the national security space.

Our goal is to create an avenue for our customers to revolutionize their overall business models while remaining compliant and protected.

SAP NS2 HONORED WITH COGSWELL AWARD FOR OUTSTANDING INDUSTRIAL SECURITY

The Cogswell Award is the most prestigious honor the Defense Security Service may bestow on cleared industry. Of the more than 13,000 cleared contractors, less than one percent are annually selected to receive this award. The award recognizes the partnership between industry and government to protect classified information – which ensures the greatest protection for the U.S. warfighter and our nation's classified information.

"SAP NS2 not only learns about the businesses in their program, they also help grow the most important part of a business: people. I personally have grown to be a much better person through the direct and indirect influence of Kyle Rice and his team. If you are looking for success, NS2 Labs is where you find it."

- Ronald Huff, SafePass Global
Grow your network of government innovators.

NS2 Labs is open for collaboration — virtually and in-person.

If you’re a technology company, a research or academic organization, or a government agency seeking innovation; we invite you to collaborate with us at NS2 Labs.

Join today.