

# What is Encountering Innovation?

Encountering Innovation Conference is a program brought to you by America's SBDC – Kansas; offering opportunities for innovators, government tech scouts and manufacturing & technology companies (from Federal Agency Prime Contractors to Small Businesses) to collaborate with each other for Commercialization and Contracting purposes via Private Tech Transfer Pitches and Matchmaking Sessions. The [Kansas Small Business Development Center](#) coordinates with region state SBDC programs to prepare clients for the conference by attracting, assessing and training small business innovators and advanced manufacturers. Then, hosting the Conference (est. 2017) for the opportunity to present and showcase innovation in technology and manufacturing to federal agency tech scouts and prime contractors and to other small businesses in private matched sessions and in networking opportunities throughout the virtual conference, hosted by our Johnson County Community College, Overland Park, KS (KC Metro).

The conference includes:

- Daily Keynote Speakers
- Breakout Sessions for Specific Topics
- Continual Messaging / Contact Networking all week long
- Tech Transfer Pitch w/ Tech Scouts
- Pre-selected Prime Matchmaking Sessions
- Virtual Booths for All Participants - allowing for short videos & information
- Collaborative Demo Presentations with Tech Warrior Enterprise (AF SBIR Program)
- Documentation Assistance for Tech Transfer and Matchmaking Sessions

Tech Scouts from the Department of Defense, Service Labs, Academia, and various government agencies will listen to pitches, discuss government needs, and provide specific next best steps for innovators. Selected innovations will be referred directly to certain Program Managers in various agencies, as decided by participating tech scouts from across multiple branches of federal government.

Prime Contractors and other small businesses will meet in Matchmaking Sessions, based on a Capabilities Matrix populated from participating small businesses completed surveys upon training and advising from Subject Matter Experts (SME) and [Tech Center SBDC Staff](#). During 2021, our attending SME is Ric Slater, recently retired Small Business Specialist with NASA's Johnson Space Center.

We encourage Tech Transfer innovators to participate in the Matchmaking portion of the conference by completing both portions of the registration survey to enhance their tech innovation development and commercialization opportunities. We encourage Advanced Manufacturers to review innovators' public presentations (virtual booths) for increased commercialization opportunities.

Technology scouts and Prime Contractors hope to find innovative and manufacturing solutions to immediate needs. They also seek a broader range of innovations that will resolve operational challenges or save costs. *This event is not limited to warfighter or aeronautical technologies. Federal Agencies from various branches of government need almost everything you would need because of the great number of humans employed. If you think have an innovation that can assist the federal government in medical, health, cyber, electronics, construction, operations, and power and energy industries, this event is for you!*