Small Business Innovator / Tech Entrepreneur

Founder **Early-Stage** **Innovator**

Interest Level

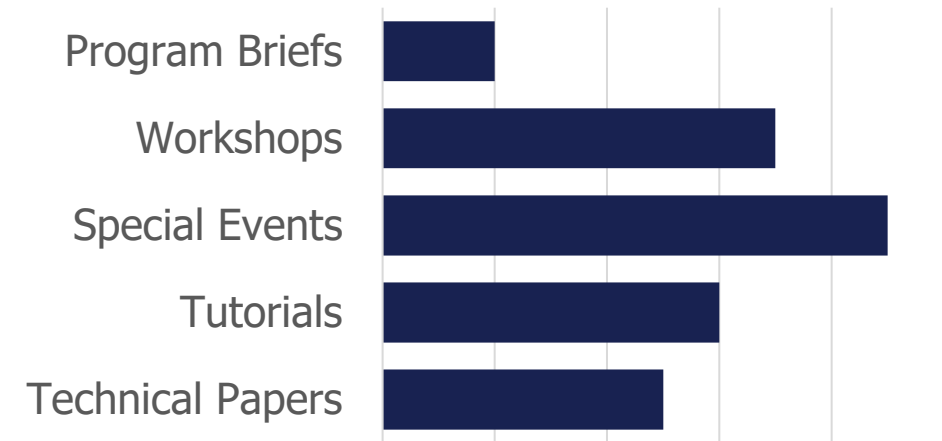Program Briefs
Workshops
Special Events
Tutorials
Technical Papers

Motivation to Attend
Showcase cutting-edge technology, connect with acquisition professionals and primes, and explore funding pathways like SBIR/STTR or OTAs to bring innovative capabilities to the defense market. She's seeking actionable feedback, visibility with government customers, and strategic partners who can help her scale or transition.

"I'm here to show what we've built, find champions, and figure out how to get our tech into the hands of people who need it."

- Experience: 3-15 yrs
- Role: Founder, CTO, or technical lead
- Direct Reports: 1-10

Common Needs/Tools
- Innovation Showcase or Startup Pavilion
- Sessions on SBIR, OTA, and tech transition strategies
- Networking events with government program managers and large primes
- Guidance on defense acquisition cycles and compliance requirements

Biography
Alex Ramirez is the co-founder and CTO of a small business focused on AI-enabled training analytics. After recently completing a Phase II SBIR, Alex is attending I/ITSEC to connect with defense program offices, pitch capabilities to primes, and learn more about how to navigate the transition from prototype to program of record. She's excited to see how other innovators are engaging with the DoD and hopes to form partnerships that help bridge technical credibility and contracting opportunity.

NTSA

Small Business Innovator / Tech Entrepreneur

Title	Day	Time	Location	Event Type
Building the Bridge: Evolving V&V Methods to Address AI Driven Simulation	Monday	10:30–12:00	310CD	Tutorial
Practical Use of Emerging Learning Technologies – Generative AI in Training	Monday	12:45–14:15	310AB	Tutorial
Opening Ceremonies & Keynotes	Tuesday	08:00–10:30	Hyatt Windermere Ballroom	Special Event
Senior Leader Panel	Tuesday	10:30–12:00	Hyatt Windermere Ballroom	Signature Event
TRN 1: Training Beyond the Range	Tuesday	14:00–15:30	320F	Technical Papers
Exhibitor Networking Event	Tuesday	17:00–18:30	Exhibit Hall	Special Event
Best from Around the Globe	Wednesday	10:00–11:30	Exhibit Hall / Innovation Showcase	Focus Event
Women in Modeling & Simulation	Wednesday	13:30–15:00	330EF	Focus Event
ECIT 8: AI–Powered Autonomy: From Design to Deployment	Wednesday	15:30–17:00	320A	Technical Papers
Push & Pull – Science & Technology for Future Training Environments	Thursday	08:30–10:00	330CDGH	Focus Event
Additive Manufacturing in Action – Hands-On for Acquisition & Sustainment	Thursday	13:00–16:00	331D	Workshop