



# AIM 2025 SME ENCOUNTER SESSIONS: MAXIMIZING YOUR SME ENCOUNTER EXPERIENCE

March 24, 2025



## PRE-CONFERENCE SYMPOSIUM SERIES



# AGENDA

Program (12:00pm – 1:00pm)

Introduction to AIM 2024 Health R&D Summit

- Patti Geppert, PhD
- Bob Christy, PhD

Introduction to SME Encounter Sessions

- Scott Walter, PhD- Director of Technology Transfer and Transition, 59<sup>th</sup> MDW/S&T

Tips from Past Participants:

- DOD Perspective: Diana Cardenas Del Monaco, PhD BA, MPH- R2SC Lead, Research Support Division, DHA
- Industry Perspective: Jeff Dalton, Co-Founder and CTO Legacy Innovations

Demonstration of SME Encounter Session Sign-up:

- Marcos Resendez, Principal 434 Media

Q&A and Closing



# AIM: HEALTH R&D SUMMIT (JUNE 16-17)

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## General Sessions:

Dual-Use Medical Technology for Operational  
Medicine and Disaster/Mass Casualty  
Future of Biodefense  
AI for Healthcare and Human Performance  
Trauma Research and Casualty Care (TRC4)  
The San Antonio Federal Research Units



## Afternoon Tracks

Funding Innovation  
Selling to the Military  
San Antonio Research Enablers  
The Military Development Process

# RESEARCH PODIUM TALKS AND POSTERS

Aging/Healthy  
Aging

Clinical  
Investigations

Dental  
Research

Emergency  
Medicine

Emerging  
Technologies

Health  
Systems  
Research

Human  
Performance

Infectious  
Diseases

Mental  
Health/Sleep  
Neuroscience

Nursing  
Research

Pain Research

Precision  
Medicine

Regenerative  
Medicine and  
Biomaterials

Space  
Sciences and  
Technology

Trauma  
Research

Traumatic  
Brain Injury

Wound Healing

# SME ENCOUNTER SESSIONS TOPIC AREAS

Blood and Shock Resuscitation

Hemorrhage and Edema Control

Battlefield Pain Management

Traumatic Brain Injury  
Polytrauma Related

Engineering/Automation  
Technology

- Bioengineering
- 3D printing
- Organ Function Support

Dental/Maxillofacial Injury and  
Surgery R&D

Combat Wound Care

- Infection/sepsis: diagnosis, treatment, prevention
- Burns: assessment and treatment

Military Medical  
Simulation/Education/Training

Rehabilitation

Patient Safety

Healthcare Operations

# **DOD OFFICE HOURS AT VELOCITYTX**

- Representatives from DHA, US Army Institute for Surgical Research and 59<sup>th</sup> Medical Wing/Science & Technology hold office hours at VelocityTX
- Submit form to schedule an appointment:  
<https://form.jotform.com/242757374942164>



# Intro to AIM 2025 SME Encounter Sessions

Dr Scott Walter, PE  
Director of Technology Transition & Transfer  
March 2025

59 MDW/PA Approved #25118 21 Feb 2025



*Warrior Medics – Mission Ready – Patient Focused*







## Disclaimer:

The opinions expressed in this presentation are solely those of the author and do not represent an endorsement by the Department of Defense, its Components, the Uniformed Services University of the Health Sciences, or the United States Government.



*Warrior Medics – Mission Ready – Patient Focused*



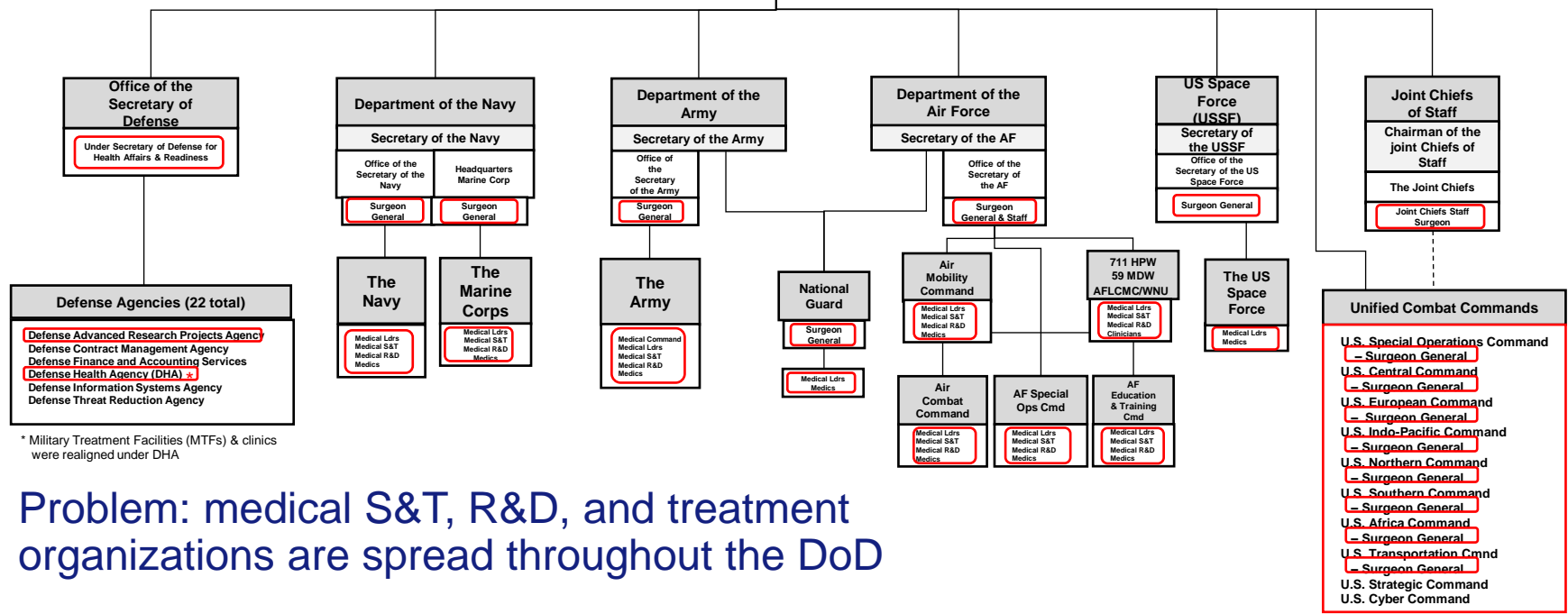




# Military Medical Divided by Services



**Department of Defense**  
Secretary of Defense



\* Military Treatment Facilities (MTFs) & clinics were realigned under DHA

• Problem: medical S&T, R&D, and treatment organizations are spread throughout the DoD

# Why have SME Encounter Sessions?

- First & foremost: build collaborations for developing medical capabilities and products the military can use
- Share info on military interests, ability to support, who to work with to develop, and who to engage for end user feedback
- Obtain/provide feedback on ideas, pitches, early proposals, current products vs customer discovery of prospective products
- Help define what successful outcomes would look like
- Ability to meet with Subject Matter Experts (SMEs) from 3 services & VA at the same time



# What are SME Encounter Sessions:

- Meet with a panel of SMEs about a particular medical topic of interest to military (and others)
- SME panel composed of representatives from Naval Medical Research Unit - San Antonio (NAMRU-SA), U.S. Army Institute of Surgical Research (USAISR), 59<sup>th</sup> Medical Wing Science & Technology (59 MDW/ST), and Veterans Affairs (VA)
- May also include an end user representative
- 10-minute time slots available to meet & discuss shared interests
- Time slots assigned during online preregistration – some fill up fast!





# Where are SME Encounter Session:

- Held in adjoining room to SA AIM Health R&D summit meetings
- Tables will be arranged to provide some privacy
- Tables will be clearly labeled with the SME panel topic
- A check in table will be outside the designated room for registrants to check in >5 minutes before appointment and stage for their presentation
- Topics vary from day 1 to day 2



# Rules of Engagement (ROE):

- Any confidential information must be identified/labeled so panel will protect it from unintentional disclosures
- Okay to bring prototypes provided they are safe and do not take a long time to set up
- Bring handouts with business cards attached to share with panel members and others
- Arrive at least 5 – 10 minutes before your appointment time (check in at desk)
- Be prepared! 10 minutes goes by fast
- Please clear out when asked to rotate





# Questions?

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*Warrior Medics – Mission Ready – Patient Focused*



# PRE-CONFERENCE SYMPOSIUMS

## SESSION 2: APRIL 21

Pathways to Innovation:  
Navigating Medical IP with the  
Federal Government



## SESSION 3: MAY 19

Pathways to Commercialization:  
A Success Story of Using Government  
Investment to Leverage Other Funding







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**JUNE 16-17, 2025  
SAN ANTONIO**

**HENRY B. GONZALEZ  
CONVENTION CENTER**