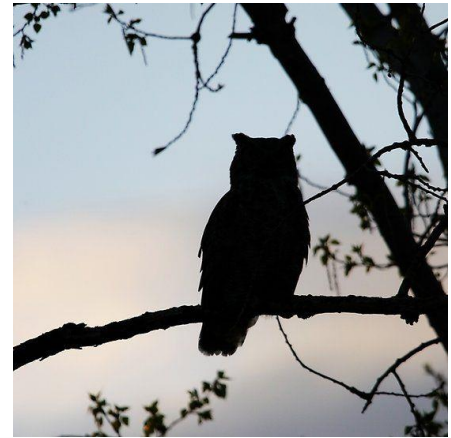




## CAPABILITY STATEMENT - SAPIENNE CONSULTING

Sapienne Consulting is a 100% services provider, specializing in commercialization services for companies in deep tech industries such as aerospace, photonics, quantum, robotics, medical device, advanced manufacturing and materials, and clean tech. Sapienne Consulting supports US government agencies such as NASA, DOE, DOD and the NSF in their mission to serve the national interest and ensure US competitiveness by shepherding cutting edge technologies out of the R&D stage and into the market. We believe that great technologies deserve to make a great impact both in the marketplace and in society.



### Core Competencies

**TABA Services** for companies in SBIR or STTR Phases I, II and III

**New Market Discovery:** Identification of target market, certified Where To Play practitioner

**Go-To-Market Strategy:** Commercialization strategy, market roadmap, technology roadmap

**Product-Market Fit:** Customer discovery, customer definition, value proposition

**Product Definition:** Product roadmap, Minimum Viable Product, use case definition, product development

**Innovation Strategy and Innovation Process:** Stage gate process, innovation portfolio

### NAICS Codes

**541611:** Administration Management and General Management Consulting Services

**541613:** Marketing Consulting Services

**541690:** Other Scientific and Technical Consulting Services

**541990:** All Other Professional, Scientific, and Technical Services

### Certifications



### Company Snapshot

**Cage Code** 9P4Z9

**UEI** MA1XSXLYEUP3

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### Differentiators

- Systems engineering and technical management background
- Physics and engineering background means knowing how to transition from R&D to prototype to product
- 10+ years consulting with startups
- Small, medium, and corporate company experience
- MBA and PhD in physics: fluent in both technical and business languages
- Strengths spanning from strategy into execution

### Past Performance

