DEF TECH MARYLAND

Defense Technology Commercialization Center

Customer Discovery

May 30, 2018 • 05:30 PM – 07:30 PM

The GroundFloor • 2021G Pulaski Highway • Havre de Grace,

Hello, entrepreneurs! At the end of last month's Meetup, we touched on the topic of Customer Discovery. For this month's Meetup, we will take a deeper dive into the subject. We will explore structured approaches to Customer Discovery which focus on developing a deep understanding of customer need. The session will include guest speaker Thomas Starr, Founder and Principal with Chesapeake Visions, who has extensive experience in this domain. Refreshments will be provided.

The event is open to anyone with an interest in entrepreneurship and the commercialization of new technologies. For more information please contact: Gary Evans at info@deftechmd.com or, even better:

Join and RSVP from the Taking Technologies to Market Meetup at: meetup.com/Taking-Technologies-to-Market/

The Maryland Defense Technology Commercialization Center (DefTech) *is a new initiative of the Maryland Department of Commerce, the U.S. Army Research, Development And Engineering Command (RDECOM), and Harford and Cecil Counties. The purpose of DefTech to stimulate and support technology transfer activity between the R&D enterprise at Aberdeen Proving Ground (APG) and potential partners and licensees. The core activities of DefTech include: outreach and networking events and activities; technology showcase and discovery events; educational events and programs for entrepreneurs and companies developing new science and engineering based products; mentoring for individual entrepreneurs and teams.*

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