

SEATTLE iHUB PRESENCE



Seattle: Innovation Proving Ground

TWO-PRONGED APPROACH TO EXPERIENTIAL TECHNOLOGIES AND UNMANNED SYSTEMS

EXPERIENTIAL TECHNOLOGY

Augmented reality (AR) and virtual reality (VR) serve a pivotal role in visualization, rapid prototyping, and communications—which will be mandatory to remain competitive in the modern business landscape. AR and VR are advancing at a monumental pace, and much of that is centered in Seattle, from the Valve-HTC collaboration to the Microsoft HoloLens. Booz Allen is actively engaged in this community, sponsoring hackathons to drive enterprise uses of experiential technologies and developing OceanLens, Booz Allen's product to support undersea data visualization.

UNMANNED SYSTEMS

Unmanned systems are dramatically changing business processes, helping improve worker safety and streamlining business processes. From the Federal Aviation Administration update regulations on aircrafts enabling drone delivery to marine subsurface sensors, Seattle is right in the center of this new industry. The Seattle iHub has been instrumental in the development of MANTAS, Booz Allen's high-speed port security unmanned surface system. Booz Allen has strategically aligned itself to support cyber and domain awareness needs for unmanned systems, working to streamline the regulatory pathways and infrastructures for firms.

SEATTLE—THE INNOVATION PROVING GROUND

BOOZ ALLEN'S PARADIGM

The Seattle iHub team is located in the heart of Downtown Seattle. Since its inception, it has supported several clients in a variety of areas: engineering, health, cyber, and strategy. The team is deeply ingrained in Seattle's unmanned systems, virtual reality, augmented reality, big data, and space flight communities of interest. Booz Allen's partnership with the University of Washington boasts two affiliate professors on staff and has given the firm access to top talent and collaborative research projects. Deep alliance partnerships with Microsoft, Amazon, Tableau, and Techstars further Seattle's ability to support innovation across the firm and our clients. Booz Allen's Seattle iHub developed OceanLens, a 3D maritime planning tool that allows users to view and plan missions undersea on a monitor or virtual reality headset.

ACCELERATOR AND INCUBATOR DYNAMIC DUO

Booz Allen has Startup Mentors at two leading startup business-to-consumer accelerators in Seattle, including Techstars and 9Mile Labs, and three incubators: Startup Hall, CoMotion, and Galvanize. Techstars has a robust track record of success, with 762 total companies, 90 percent of which are active or acquired, for a total of \$2 billion

Booz Allen's iHub Network

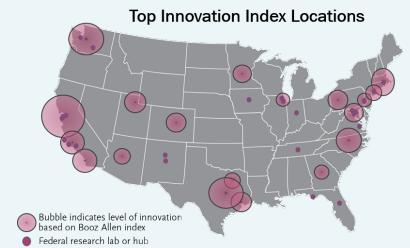
Delivering innovative solutions to clients' toughest challenges, directly from the source

WHAT IS AN IHUB?

- + A concentration of accelerated ideation and entrepreneurship
- + A formal and informal network of investors, entrepreneurs, patents, and cutting-edge companies

That exists and is defined independently of Booz Allen

DIFFERENTIATING CLIENT SOLUTIONS



WITH 6 SOURCES OF VALUE

- + Build and maintain relationships and alliances with incubator-accelerators, startups, and investors
- + Explore and target new-edge, emerging, and transformational technologies
- + Provide differentiated service offerings to new and existing clients
- + Further develop and engage a distinctive and innovative culture within Booz Allen
- + Recruit and retain top-notch talent with strategic hiring practices and flexible opportunities for staff
- + Enhance and expand the Booz Allen brand through targeted events and engagements

To engage with Booz Allen's iHub Network, contact:

BOOZ ALLEN'S CULTURE OF INNOVATION TEAM

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in funding. Techstars has worked with Booz Allen on pitch events, resulting in collaboration agreements with startups such as AtCipher and Fishbowl VR to differentiate Booz Allen on large federal contracts.

SEATTLE'S THOUGHT LEADERSHIP

Booz Allen's Seattle iHub has pioneered a relationship with the University of Washington, including CoMotion (the University's center for innovation), the Electrical Engineering department, the Jackson School of International Studies, and the Applied Physics Lab. This involvement supported speaking engagements on disruptive technology, an engineering capstone that validated a use case for a Booz Allen product, and client connections in the Navy/Marine Corps and Army markets. Booz Allen provides the final puzzle piece of the innovation ecosystem: incumbency with existing government and commercial clients to take an idea through its full execution strategy.

DON'T GO IT ALONE

Seattle serves as the headquarters of three longstanding alliance partners, including Microsoft, Amazon, Tableau, and others. Through these tight connections with alliance product teams and the Booz Allen network, the firm has been able to co-invest to bring new capabilities to our clients. At its June 2016 Worldwide Partner Conference, Microsoft announced a joint investment with Booz Allen focused on bringing Surface devices to federal and health clients. In addition, Booz Allen is working to develop a FedRAMP-certified Tableau Cloud to make it easier for federal clients to quickly and securely leverage dynamic visualization.

To engage with Booz Allen's Seattle iHub Network, contact:

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About Booz Allen

Booz Allen Hamilton has been at the forefront of strategy, technology, and engineering for more than 100 years. Booz Allen partners with private and public sector clients across the globe to solve their most difficult challenges. To learn more, visit www.boozallen.com. (NYSE: BAH)

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