



Corporate Membership includes features like:

- National Programs & Working Groups
- Annual Conference Access
- Web and Event Marketing

JOIN THE VIRTUOUS INSURGENCY

Learn more at DefenseEntrepreneurs.org

Starting at
\$1,000/yr*

Innovator's Circle

- Up to 5 employees recognized as Members
- 2x free Annual Conference admissions
- Logo linked on DEF website
- National Program and Working Group access

Starting at
\$3,000/yr*

Empower Level

- Up to 7 employees recognized as Members
- 4x free Annual Conference admissions
- Logo linked on DEF website
- National Program and Working Group access
- Free marketing at DEF Nat'l Conference and up to 2 local DEF events of choice

Innovator's Circle*

Membership starts at >\$5,000 for companies with >\$20M in revenue

Empower Level*

Membership starts at >\$7,500 for companies with >\$20M in revenue

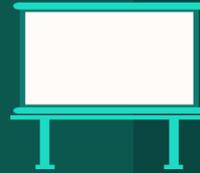


Local Agoras

Agoras are DEF's way of helping people build relationships and trust through real-life, in-person interactions. They meet monthly-ish via a format often coined as a Drink & Think and are run by members of the local community, molding to whatever the needs of innovators in the area might be (not a set agenda).

DEFx Events

These one or two-day conferences generally appeal to a broader region than a normal Agora event and tend to focus on a specific theme, including speakers, panels, design sessions and breakouts.



National Workshops

DEF is run by volunteers, and the national leadership team meets about once a quarter to evaluate goals, progress and experiments. Outside participation is ensures diversity, transparency and limits group think.



New Benefits

We believe in constantly experimenting. As we try out new benefits and programs, we want to test them out, and we need your help and feedback!

NEW

The Dispatch Newsletter

The Dispatch is an email newsletter that comes out every two weeks; it contains information about DEF events, members of the community and more.



Annual Conference

We started when a group of likeminded folks decided to get together in person. Since DEF2013, this 3-day event has continued to engage the entire community each year. It is a key way through which we inspire, connect and empower each other. Whether it is the pitch competition, line-up of incredible presenters or a chance to solve problems that gets you there, the most important thing is what you do when you return.



Firestarter Fellowship

Designed to empower individuals to make progress on goals and projects that are in line with DEF's mission, benefit the community and advance innovative thinking in the national security community, these Fellowship opportunities include financial support and mentorship to help virtuous insurgents thrive.



DEF Website

We value support of corporate members and want to make sure it is recognized! As a corporate member, you will be featured as part of our website at as a visual display of how your company contributes to the broader virtuous insurgency in the national security community.



Community Profiles

These brief Q&A pieces on Medium help DEF showcase the innovative, diverse and inspiring people we have in the community

DEF started as a movement of passionate doers that saw a need for greater innovation in the defense and national security community. We have continued to grow the virtuous insurgency since our first national conference in 2013, leaving a question of how best to scale and incorporate all the incredible participants.

As an individual, DEF is free to join – we value diversity and recognize that low barriers to entry are important to cultivate a vibrant community. We have been listening to feedback since launching our pilot program in 2017 and realized that there was a lot of interest in corporate participation. Recognizing this gap, we updated our current membership component to include opportunities for companies of all sizes to get involved.

We hope the new opportunities are exciting and allow you to amp up your insurgent activities as you continue working hard and bring us closer to the goal. Just like those that sign up as individual members, we hope that the team members you select to join as part of a corporate membership will engage in the discussion, find opportunities to help out the community and take every opportunity to encourage a more innovative national security culture.

Frequently Asked Questions

How does Corporate Membership work?

Unlike sponsorship, which provides marketing opportunities for discrete events, Corporate Membership offers an opportunity for companies to establish an enduring relationship based on shared values with DEF to include the company's logo on DEF's website, select number of memberships for their employees and the opportunity to solidify the enduring value that they see in DEF. Corporate membership costs and benefits are based on the company's annual revenue and size and preferred membership level.

Excellent! We would love to support DEF financially: where does the money go?

Directly back to our members in the form of national programs and services that provide opportunities to inspire, connect and empower! As we continue to implement the DEF 3.0 evolution (focused on that critical "empower" component), we recognize the need to provide real value back to our members. Proceeds from membership, both corporate and individual, will help fund key programs like the Firestarters Fellowship, support the IT architecture for Cloud Advisory, provide financial flexibility so that we can support down payments for DEFx events, and support new pilot programs created by you, our members!