

[External] RE: 18 Oct Virtual Industry Day Meeting - Link to Join - [UNCLASSIFIED - 2023-10-23T21:18:06.582Z]

From: (b)(6) CTR USARMY DEVCOM CBC (USA) (b)(6)  
Date: Mon 10/23/2023 9:18 PM  
To: Christopher Landowski (b)(6) (b)(6) (b)(6)  
Cc: Paavo Salminen (b)(6) Maija Itkonen (b)(6)

UNCLASSIFIED

Received. Thank you very much!

From: Christopher Landowski (b)(6)  
Sent: Monday, October 23, 2023 5:12 PM  
To: (b)(6) (b)(6)  
Cc: Paavo Salminen (b)(6) Maija Itkonen (b)(6) (b)(6) CTR USARMY DEVCOM CBC (USA) (b)(6)  
Subject: [Non-DoD Source] RE: 18 Oct Virtual Industry Day Meeting - Link to Join

Dear (b)(6)

We met today (Monday) with (b)(6) (b)(6) (b)(6) and (b)(6) today. They requested that we send them the slides that we presented. I have attached the PDF for their reference.

Best regards,

Chris

Chris Landowski, PhD.  
Co-Founder and CTO  
Onego Bio Ltd.  
Helsinki, Finland  
[www.onego.bio](http://www.onego.bio)

(b)(6)



From: (b)(6) (b)(6)  
Sent: Thursday, 19 October 2023 21.14  
To: Paavo Salminen (b)(6)  
Cc: Christopher Landowski (b)(6); Arni Kujala <[arni.kujala@onego.bio](mailto:arni.kujala@onego.bio)>  
Subject: Re: 18 Oct Virtual Industry Day Meeting - Link to Join

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Re: 18 Oct Virtual Industry Day Meeting - Link to Join

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**From:** (b)(6)  
**Date:** Thu 10/19/2023 6:27 PM  
**To:** Paavo Salminen (b)(6)  
**Cc:** Christopher Landowski (b)(6) Arni Kujala (b)(6) Maija Itkonen (b)(6)

Absolutely.

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**From:** Paavo Salminen (b)(6)  
**Sent:** Thursday, October 19, 2023 6:17 PM  
**To:** (b)(6)  
**Cc:** Christopher Landowski (b)(6) Arni Kujala (b)(6) Maija Itkonen (b)(6)  
**Subject:** [External] Re: 18 Oct Virtual Industry Day Meeting - Link to Join

Thank you. Could we add our CEO Maija Itkonen to the call? Her email is (b)(6)

Thank you  
Paavo Salminen  
Onego Bio

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**Lähetäjä:** (b)(6)  
**Lähetetty:** Thursday, October 19, 2023 9:13:31 PM  
**Vastaanottaja:** Paavo Salminen (b)(6)  
**Kopio:** Christopher Landowski (b)(6) Arni Kujala (b)(6)  
**Aihe:** Re: 18 Oct Virtual Industry Day Meeting - Link to Join

Great. A meeting link will follow from (b)(6) Please let me know if you need to shift/change for any reason.

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**From:** Paavo Salminen (b)(6)  
**Sent:** Thursday, October 19, 2023 5:40 PM  
**To:** (b)(6)  
**Cc:** Christopher Landowski (b)(6) Arni Kujala (b)(6)  
**Subject:** [External] RE: 18 Oct Virtual Industry Day Meeting - Link to Join

Thank you (b)(6)  
Monday 11:00 EST would work for us.  
Will you send an online meeting link?  
Br

Great. A meeting link will follow from (b)(6) Please let me know if you need to shift/change for any reason.

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**From:** Paavo Salminen (b)(6)  
**Sent:** Thursday, October 19, 2023 5:40 PM  
**To:** (b)(6)  
**Cc:** Christopher Landowski (b)(6); Arni Kujala (b)(6)  
**Subject:** [External] RE: 18 Oct Virtual Industry Day Meeting - Link to Join

Thank you (b)(6)  
Monday 11:00 EST would work for us.  
Will you send an online meeting link?  
Br  
Paavo Salminen  
Onego Bio

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**From:** (b)(6)  
**Sent:** Thursday, October 19, 2023 6:38 PM  
**To:** Paavo Salminen (b)(6)  
**Cc:** Christopher Landowski (b)(6); Arni Kujala (b)(6)  
**Subject:** Re: 18 Oct Virtual Industry Day Meeting - Link to Join

Hello Paavo,

Would Monday, 23 Oct at 11:00 or 11:30 EST work for you?

Sincerely,

(b)(6)  
(b)(6)  
Supporting OUSD(R&E)  
(b)(6)  
(b)(6)

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**From:** Paavo Salminen (b)(6)  
**Sent:** Wednesday, October 18, 2023 4:17 PM  
**To:** (b)(6)  
**Cc:** Christopher Landowski (b)(6); Arni Kujala (b)(6)  
**Subject:** [External] RE: 18 Oct Virtual Industry Day Meeting - Link to Join

Great thank you!

We would be from Onego Bio side:  
Mr Paavo Salminen, Chief business development officer  
Mr Christopher Landowski, CTO  
Mr Arni Kujala, Head of Manufacturing

Here are the answers for the questions:

*Specific questions or concerns you wish to address in the breakout session conversation:*

We are a biomanufacturing company commercializing and expanding our production in US for egg proteins, thus we might be a great fit for the program. We would like to discuss further to understand the opportunity with this

DoD Distributed BioManufacturing program.

*Which of the defense material focus areas are you most interested in/what is your manufacturing priority (Food, Fuel, Fitness, Fabrication or Firepower)?*

Our egg protein production using precision fermentation technology would be best suited for food.

*You or your team's availability to meet the afternoon of 18 October or other times the week of 18 - 25 October:*

We can accommodate a meeting on Friday morning 20<sup>th</sup> of Oct, or Monday morning 23<sup>rd</sup> of Oct with some restrictions. Alternatively, best for us would be the week commencing on 6<sup>th</sup> of November morning times or the week after that.

Thank you,

**Paavo Salminen**

Chief Business Development Officer

Onego Bio Ltd

(b)(6)

(b)(6)

[www.onego.bio](http://www.onego.bio)

[LINKEDIN](#) [TWITTER](#) [INSTAGRAM](#)

**ONEGO** *bio*

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**From:** (b)(6)

**Sent:** Wednesday, October 18, 2023 7:05 PM

**To:** Paavo Salminen (b)(6)

**Subject:** Re: 18 Oct Virtual Industry Day Meeting - Link to Join

Hi Paavo,

I can set this up. No problem and thank you for providing useful information. I've copied the stock language we're using for scheduling below. It includes a few questions that we're routinely asking to build the meeting teams and identify good days/times.

Please read ahead regarding scheduling and guidance for the breakout session you requested with government experts.

To help ensure that the right team is assembled to meet with you and up to three other company representatives, we ask that you reply with the following information. We will then work to schedule the breakout session for the afternoon of 18 October or days following, at your convenience. A separate link to join the breakout session will follow.



1. Names, titles, and emails of all company representatives who will attend - limit of four (4) please:
2. Specific questions or concerns you wish to address in the breakout session conversation:
3. Which of the defense material focus areas are you most interested in/what is your manufacturing priority (Food, Fuel, Fitness, Fabrication or Firepower)?
4. You or your team's availability to meet the afternoon of 18 October or other times the week of 18 - 25 October:

To establish a common understanding and serve as a basis to establish realistic expectations for breakout session discussion, please review the following guidance.

- The objective of breakout sessions is to provide for dialogue between individual industry entities and government representatives that builds understanding of programs and capabilities on both sides.
- All sessions will be recorded and breakout sessions will be limited to 15 minutes to accommodate as many requests as possible.
- The Government does not seek marketing-heavy engagement from industry. Instead, consider answering one or more of the following questions.
  - “In ~2 minutes, what is the synopsis of your company, particularly the product or products that you see fitting in the 5Fs paradigm (i.e., how can your product benefit the warfighter needs for Firepower, Food, Fuel, Fitness, and Fabrication)? What is your current capability or plan to manufacture the product(s)?”
  - “What is or are your major scale-up hurdles? Product development? Process design? Price competitiveness? Market development/market reach? Financing?”
  - “Given what you currently know, do you anticipate that you will continue to pursue and may likely apply for this investment opportunity? If not, what key, high-level questions or concerns do you have? If yes, what detailed questions do you have that would further increase the likelihood of your applying?”
  - “What topical items have you not heard from us that you believe are impactful to either your potential future involvement with the government, or the industry’s involvement with the government in general?”
- The Government can provide access to SMEs for technical discussions upon request.
- The Government is interested in learning about:
  - Technical development levels (i.e., TRL and MRL), challenges, and timelines
  - Materials and material systems that may be relevant to DoD applications, particularly within the 5F areas
  - Business challenges
  - Scale-up challenges (technical or business)
  - Market challenges
  - Other industry-relevant risks
- The Government will endeavor to address industry questions on technical, acquisition, and programmatic issues. However, the government asks industry to appreciate that concrete answers may not be available or able to be communicated due to limitations:
  - The government cannot answer questions that will or are likely to provide one company a competitive advantage over another – no company wants to be on the downside of that position, so please be tolerant if we demur or provide generic answers.

- o Some technical requirements are still being identified as we are developing the acquisition path forward in real time, so we may not know specific molecules or quantities.
- o Acquisition paths and timelines are being developed, but involve many steps, entities, and factors like Congressional action (fiscal funding passage), which can significantly alter plans and timelines. The government will not be able to commit to firm projections during your scheduled discussion.
- o Award authorities (e.g., Other Transactional Authority (OTA)) are of strong interest and currently being investigated.

Sincerely,

(b)(6)

(b)(6)

Supporting OUSD(R&E)

(b)(6)

(b)(6)

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**From:** Paavo Salminen (b)(6)

**Sent:** Wednesday, October 18, 2023 3:57 PM

**To:** (b)(6) (b)(6) (b)(6)

(b)(6)

**Subject:** [External] RE: 18 Oct Virtual Industry Day Meeting - Link to Join

Hi (b)(6)

We would be interested to setup a breakout session with relevant DoD experts especially on topic of DoD Distributed BioManufacturing program and producing food proteins in large scale.

We are a biomanufacturing company commercializing and expanding our production in US for egg proteins, thus we might be a great fit for the program. We would like to discuss further to understand the opportunity with this program. I did leave a breakout session request also using the form, but figured I would send an email as well.

Thank you in advance!

**Paavo Salminen**

Chief Business Development Officer

Onego Bio Ltd

(b)(6)

(b)(6)

[www.onego.bio](http://www.onego.bio)

[LINKEDIN](#) [TWITTER](#) [INSTAGRAM](#)



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**From:** (b)(6)  
**Sent:** Tuesday, October 17, 2023 5:50 PM  
**Cc:** (b)(6)  
**Subject:** 18 Oct Virtual Industry Day Meeting - Link to Join

Hello,

Thank you for registering for the Virtual Defense Biomanufacturing Industry Day event tomorrow. The organizers look forward to engaging with you.

The Virtual Biomanufacturing Industry Day event begins tomorrow at 10:00 am EST. Please use the following WebEx link to join and allow time to enter the meeting. You will be asked to enter your name, email, and password ("IndustryDay2023").

**Link:** <https://bahmeet.webex.com/bahmeet/j.php?MTID=m7a47eedd81f4436ffa8ce9d2d4a0db93>

**Password:** IndustryDay2023

It is not too late to request a breakout session with government experts in the coming weeks. Please reach out to request a breakout session or if you have questions or concerns.

Sincerely,

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Supporting OUSD(R&E)

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## 18 Oct Virtual Defense Biomanufacturing Industry Day

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**From** (b)(6)

**Date** Wed 10/11/2023 4:23 PM

**To** (b)(6) (b)(6)

Thank you for registering for the 18 October Virtual Defense Biomanufacturing Industry Day event one week from today. The organizers look forward to engaging with you. The link to join will be sent ahead of the event. Please reserve time from 10:00 am - 12:30 pm EST.

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Final Virtual Industry Day Announcement - Distributed Bioindustrial Manufacturing Program

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From (b)(6)

Date Thu 1/11/2024 5:54 PM

Bcc (b)(6)

U.S. Defense Department Research & Engineering OUSD(R&E) invites U.S. businesses and stakeholders to join the final Virtual Industry Day event where we will introduce contracting guidance for the Distributed Bioindustrial Manufacturing Program, discuss investment timelines, and answer questions.

Day: 23 January, 2024

Time: 01:00 PM Eastern Time (US and Canada)

Register here:

[https://ati.zoomgov.com/webinar/register/WN\\_b\\_7HGC6vTSSPqPmZXcd9PA#/registration](https://ati.zoomgov.com/webinar/register/WN_b_7HGC6vTSSPqPmZXcd9PA#/registration)

If you are not able to attend, meeting materials will be posted on the website, [www.USBiomanufacturing.com](http://www.USBiomanufacturing.com), following the event.

These Industry Day events offer a dynamic platform for collaboration and interaction with program representatives and subject matter experts that began in September 2023 and continued through January 2024 with virtual breakout sessions.

Please note that companies looking to apply for U.S. Government funding programs need a Commercial and Government Entity (CAGE) code. The process to obtain a CAGE code may take 30-90 days. Follow this link for more information: <https://cage.dla.mil>













































































































Helsinki, Finland  
[www.onego.bio](http://www.onego.bio)











































































































Best regards,

Chris

Chris Landowski  
Co-founder and CTO  
Onego Bio Ltd.  
Helsinki, Finland  
[www.onego.bio](http://www.onego.bio)