

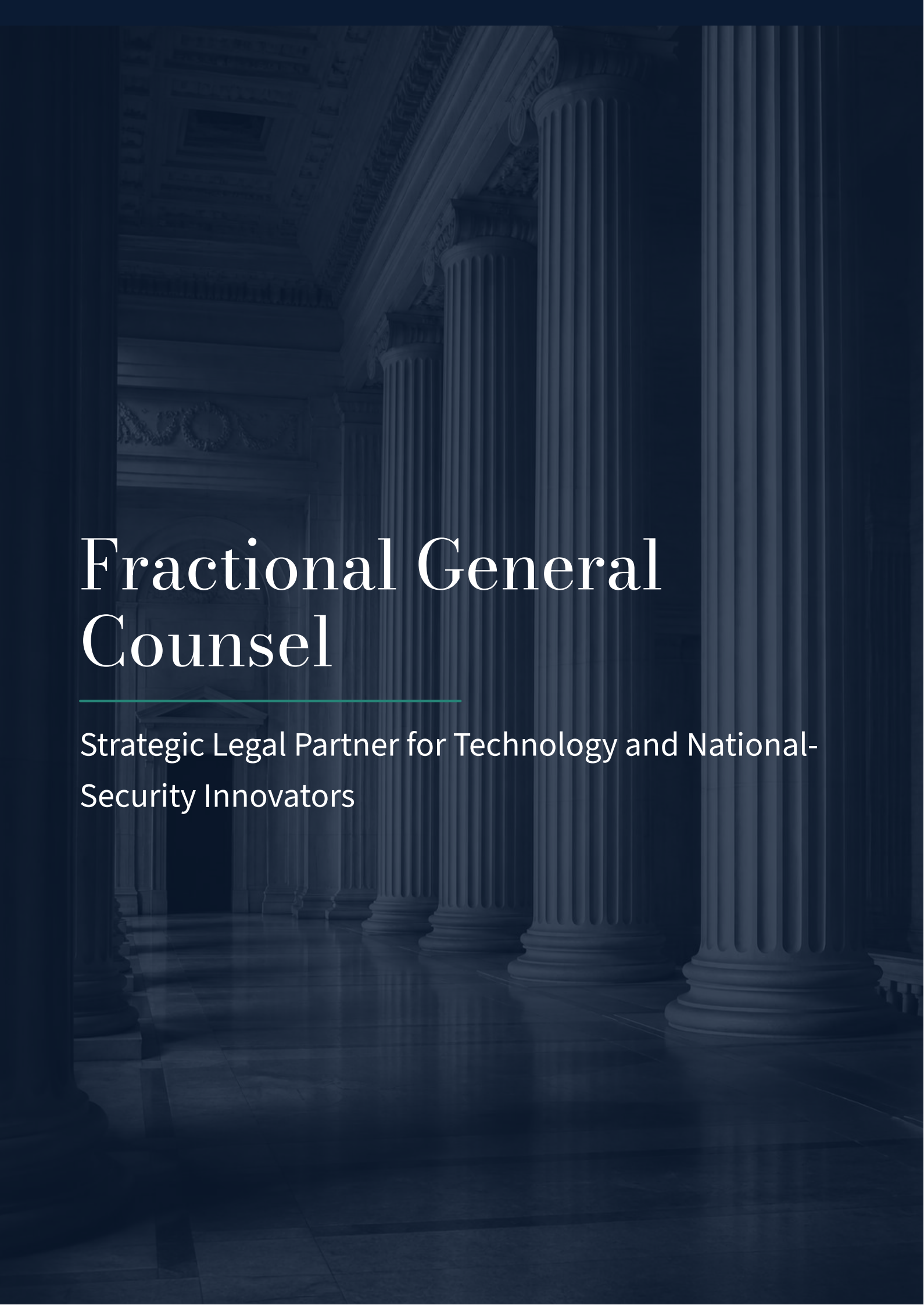


77 MERIDIAN

Law & Policy

FRACTIONAL GENERAL COUNSEL

Global Challenges. Clear Direction.



Fractional General Counsel

Strategic Legal Partner for Technology and National-Security Innovators



Navigating Growth & Risk

The Challenge: For innovative companies, the need for sophisticated legal and strategic counsel often outpaces the resources of a lean organization.

The Solution: 77 Meridian can serve as your Fractional General Counsel, integrating legal counsel, national-security advisory, and—where appropriate—specialist outside counsel, without the overhead of a full-time in-house counsel.



The Innovator's Pain Points

Leadership Distraction: Key leaders get bogged down in legal minutiae, distracting from core business objectives.

Reactive Counsel: Addressing legal and compliance issues only after they become problems, leading to costly and time-consuming fixes.

Fragmented Advice: Juggling different lawyers for corporate, regulatory, and national-security matters, leading to strategic gaps and inefficiencies.

Unmanaged Risk: Overlooking sensitive regulatory terrain unique to national-security and emerging technology.

The 77 Meridian Solution

Leadership-Focused Efficiency: We handle the legal and regulatory burden, freeing your leadership to concentrate on core business objectives and innovation.

Embedded Strategic Partner: We provide proactive, forward-looking counsel as a core part of your team, identifying and mitigating risks.

A Singular, Trusted Advisor: A trusted senior legal advisor who coordinates corporate, regulatory, and national security matters, engaging specialist outside counsel when appropriate.

Proactive Risk Management: We help ambitious teams navigate the complex regulatory landscape, managing institutional risk without compromising agility or focus.



Our Core Advisory Services



Strategic Counsel in the National Security Ecosystem

Companies in the national security space operate on a unique playing field. Success requires more than a great product; it demands a sophisticated understanding of a complex landscape. We provide that specialized counsel.

01 Government Engagement and Go-to-Market

- Refining offerings, use cases, and business development approaches for engaging the U.S. government as a key customer.
- Guiding companies on effective engagement with the defense and Intelligence communities to build relationships and win contracts.
- Assisting with facility-clearance and personnel-security planning, sponsorship pathways, and DCSA engagement.

02 Regulatory and Compliance Readiness

- Proactive counsel on interpreting and adhering to the complex web of national-security regulations.
- Guidance on issues governing foreign investment, export controls, and international trade.
- Developing and implementing compliance frameworks that satisfy government & enterprise-level customers.



03 Advanced Threat and Risk Partnership

- Partnering with leadership on complex challenges, including cybersecurity resilience, foreign and insider threats, and sensitive data protection issues.
- Providing seasoned judgment to help leadership make better decisions at the intersection of business and security.

04 AI Trust and Safety

- Leveraging extensive experience in counterterrorism and intelligence to advise on AI safety, model integrity, and the prevention of misuse by threat actors.
- Guidance on establishing best practices for responsible AI development and deployment in high-stakes environments.
- Advising on emerging standards and policy regarding AI and national security.



Managing Complexity



Managing Complexity

<div>1</div> <div>Align</div> <div>Legal and Corporate Integrity</div> <div><ul style="list-style-type: none">• Day-to-day corporate counsel and governance.• Commercial contracts and key document management.• Protection of attorney-client privilege for sensitive matters.</div>	<div>2</div> <div>Embed</div> <div>Strategic National-Security Counsel</div> <div><ul style="list-style-type: none">• Guidance on government engagement and contracting.• AI Trust and Safety advisory.• Geopolitical analysis to inform business strategy.</div>	<div>3</div> <div>Protect</div> <div>Compliance and Risk Mitigation</div> <div><ul style="list-style-type: none">• Frameworks for navigating national-security regulations.• Partnership on cybersecurity and insider threat challenges.• Judgment on sensitive data protection issues.</div>	<div>4</div> <div>ADVANCE</div> <div>Support execution and growth</div> <div><p>Align legal strategy with government engagement, contracting, partnerships, and expansion. Coordinate specialists when needed.</p></div>
---	---	---	--

A dark, low-angle photograph of a classical building with columns and an American flag. The image is monochromatic, with a dark blue or black tint. The building features a series of tall, fluted columns supporting a pediment. An American flag is visible, partially obscured by the columns. The perspective is looking up at the building, creating a sense of grandeur and scale. The text 'The 77 Meridian Difference' is overlaid in white, serif font, with a thin teal underline beneath the word 'Difference'.

The 77 Meridian Difference



The 77 Meridian Difference

01

Core Values and Approach

Truly Independent: Free to offer unbiased counsel without organizational or other influence.

Discreet: Discreet operations and control to protect privileged, confidential, and private data.

Bespoke: Flexibility to engage creatively and dynamically, tailoring the approach to the specific needs of each matter.

02

Expertise and Experience

Experience at the Right

Levels: Broad experience in senior policy and operational roles, in and out of government, offers a multifaceted perspective.

Direct Engagement: Client engagements are handled directly by 77 Meridian's principals and senior professionals, bringing firsthand government, legal, executive, and operational experience to each matter.

Consistent and Dependable

Quality: Personal, focused approach with the advantages of a boutique law firm and consultancy.

03

Operational Advantages

Nimble: Lean structure ensures agile, responsive service and rapid action.

Efficient: Business structure that maximizes value by directing resources toward client solutions rather than organizational overhead.

Predictable and Partnership-

Focused: A fixed-retainer model provides budget certainty and encourages the open communication essential for a true partnership.

Collaborative First Line of

Defense: Our embedded role allows us to manage day-to-day issues while seamlessly engaging specialized outside counsel when needed.

Tailored Expertise: Tailored expertise complements core capabilities to deliver comprehensive solutions.



Specialized Expertise When Needed

At 77 Meridian, we believe national security challenges demand precision-focused strategies, not one-size-fits-all solutions. Client engagements are handled directly by 77 Meridian's principals and senior professionals, bringing firsthand government, legal, executive, and operational experience to each matter. Our professionals have held senior positions in the United States government (including the Intelligence Community, the Military, the Department of Justice, and the National Security Council), and in the private sector.

Our team comprises elite specialists in targeted domains of national security and regulatory compliance. This focused structure allows us to deliver sophisticated expertise precisely aligned with your specific challenges—maintaining the personalized attention of a boutique firm while providing the specialized knowledge needed for today's complex security landscape. With decades of collective national security experience, we deliver rapid, well-focused strategies for managing challenges with government and counterparties.



Specialized Expertise Across Our Team

01

Due Diligence and Investigations

Our investigations team includes a former Chairman of a global corporate risk firm alongside specialists with human assets throughout Asia, MENA, and Europe. This combination of executive experience and on-the-ground resources allows us to handle sensitive international investigations while accessing hidden information, spotting critical patterns, and exposing undisclosed relationships when necessary for client protection.

02

Cyber Risk Assessments and Security

Our cybersecurity experts combine federal intelligence experience with corporate implementation expertise. The team includes a former FBI Supervisory Special Agent who oversaw one of the largest cyber investigations in U.S. history involving nation-state actors, former CISOs from multiple Fortune 100 companies, TS/SCI cleared professionals with active facility clearances, and industry veterans who designed CFIUS mitigation programs for world-class organizations. This integrated approach delivers comprehensive services from risk assessments and compliance monitoring to practical security architecture design and implementation.

03

Strategic and Crisis Communications

Our communications specialists bring unparalleled government and media expertise, including a former Senior Advisor to two Treasury Secretaries and New York Times business reporter with over 100 Page One stories. Complementing this public sector experience, our team includes litigation-savvy communications professionals who have managed strategic messaging for global financial services companies during high-stakes situations.



Our Team



DJ Rosenthal

Founder and Principal

National Security Legal Counsel and Strategic Advisor

DJ Rosenthal is the founder and principal of 77 Meridian Law Policy, where he advises companies, investors, and institutions operating at the intersection of national security, technology, global commerce, and government regulation. He brings senior-level experience across the White House, the U.S. Department of Justice, the Intelligence Community, private practice, and corporate advisory work to help clients manage consequential legal, regulatory, transactional, and reputational risk.

In government, DJ served in senior positions at the National Security Council, the U.S. Department of Justice National Security Division, and the Office of the Director of National Intelligence. His work encompassed national-security policy, sensitive investigations, intelligence matters, cybersecurity, foreign investment, export controls, sanctions, and other issues at the intersection of law, technology, and international commerce. At the Department of Justice, he oversaw matters involving national-security reviews of foreign investments, including CFIUS, as well as export-control and sanctions issues. He also advised senior officials on high-stakes national-security priorities and represented the government in federal court.

In the private sector, DJ practiced at WilmerHale and later joined Kroll, where he founded and co-chaired the firm's CFIUS Advisory practice. He led global, multidisciplinary teams advising companies, investors, and boards on foreign-investment reviews, national-security due diligence, cross-border transactions, corporate risk, sensitive investigations, privacy, and cybersecurity. His experience gives him a practical perspective on the challenges clients face as they navigate evolving U.S. national-security requirements, emerging technologies, and regulatory scrutiny.

DJ founded 77 Meridian to provide clients with senior-level counsel and strategic advisory on complex and sensitive matters. He works personally with clients confronting consequential transactions, investigations, regulatory questions, government engagement, and strategic decisions. Outside his client work, DJ teaches National Security Dilemmas at the University of Maryland Honors College, and writes widely on national-security, foreign-investment, technology, and global-policy issues.

CREDENTIALS

Bar Memberships: Maryland; District of Columbia; U.S. District Court for the District of Columbia

Experience: National Security Council; U.S. Department of Justice National Security Division; Office of the Director of National Intelligence; WilmerHale; Kroll; Founder and Principal, 77 Meridian Law Policy

Areas of Expertise: CFIUS; foreign investment reviews; export controls; sanctions; cybersecurity; privacy; sensitive investigations; cross-border transactions

Academic & Policy Roles: Fellow, National Security Institute, Antonin Scalia Law School at George Mason, Adjunct Professor, University of Maryland Honors College; former Associate Professorial Lecturer in Law, The George Washington University Law School

Published In: The New York Times, The Washington Post, The Baltimore Sun, Politico, The Atlantic, CNN, Foreign Policy, Lawfare, The Yale Journal of International Affairs, the Times of Israel, Just Security, and elsewhere

Education: The George Washington University Law School (J.D.), University of Maryland Honors College (B.A., with Honors)



Melchior Baltazar

Senior Advisor | Head of U.S. National Security Market Entry

National Security Legal Counsel and Strategic Advisor

Melchior Baltazar brings extensive experience spanning national security law, military operations, corporate leadership, defense technology, and the U.S. Intelligence Community. He advises international defense companies and domestic innovators with emerging and dual-use technologies on entering and expanding in the U.S. defense and intelligence markets, addressing foreign-ownership and security requirements where applicable, establishing compliant operations, and pursuing opportunities across the Department of Defense and Intelligence Community.

A former U.S. Navy SEAL and Judge Advocate (JAG) officer, Melchior served in legal and operational leadership roles involving international law, special operations, counterterrorism, and intelligence.

In the private sector, he served as CEO and Chairman of the Special Security Agreement Board of the cleared U.S. subsidiary of a publicly traded British technology company, overseeing corporate governance, FOCI mitigation, classified operations, and government relationships. He also led a service-disabled veteran-owned defense company and held senior technology industry positions supporting defense and intelligence customers in artificial intelligence, cloud computing, cybersecurity, and classified systems.

Melchior holds a J.D., M.A. in History, and B.A. in History and Government from the University of Virginia. He maintains an active TS/SCI clearance with Full Scope Polygraph.

Beyond his legal and national security career, Melchior is a published independent historian whose scholarship examines the paradox of liberty and slavery at the American founding. He is also a certified instructor in emotional intelligence, mindfulness, and yoga, and an Ironman triathlete, reflecting a lifelong curiosity about human nature, self-awareness, leadership, and the art of performing under pressure.

CREDENTIALS

Security clearance: TS/SCI with Full Scope Polygraph

Bar Memberships: Arizona

Military Service: U.S. Navy SEAL; U.S. Navy Judge Advocate (JAG)

Executive Leadership: Former CEO and Chairman of a DCSA mitigated SSA company; former CEO of a Service-Disabled Veteran-Owned Small Business (SDVOSB) national-security company

National Security Technology: Artificial intelligence, cloud computing, cybersecurity, data infrastructure, classified systems, and defense technology

Conference Speaker: Maritime security, aviation security, critical-infrastructure protection, transportation security, and emerging national-security technologies

Education: University of Virginia School of Law (JD), Senior Editor, Virginia Journal of International Law; University of Virginia (MA, History; BA, History and Government)

77 Meridian

Law Policy

Global Challenges. Clear Direction.



(202) 660-0077 - dj@77meridian.com - 77meridian.com