

Entering the U.S. National Security Market

Entering the U.S. national security market requires more than promising technology or a corporate presence. It requires mission alignment, the right path to government customers, and coordinated legal, security, operational, and commercial decisions.

For international and U.S. companies offering defense, AI, cybersecurity, aerospace, or other emerging and dual-use technologies seeking entry or growth in these markets.

A practical market entry sequence

01 ASSESS

Find the right market-entry path

Identify mission needs, buyers, programs and acquisition channels. Compare sales, exports, teaming, partnerships, subsidiaries, joint ventures, or acquisitions.

02 ESTABLISH

Build what the mission requires

Align leadership, ownership, governance, IP, financing and contracting readiness. Neither a cleared subsidiary nor FOCI mitigation is automatically required.

03 NAVIGATE

Manage regulation and procurement

Address applicable CFIUS, ITAR/EAR, FOCI/DCSA, clearance, CUI/CMMC, FAR/DFARS, domestic sourcing, and contractor qualifications.

04 GROW

Connect technology to customers

Develop primes, program-office relationships, teaming, pilots, OTAs and contracting pathways while preserving compliance and customer trust.

How 77 Meridian helps

Entry and mission assessment

Customer fit, entry options, security exposure, and applicable regulatory requirements.

Actionable implementation roadmap

Sequenced legal, governance, procurement and operational priorities.

Executive and board advisory

FOCI governance, DCSA engagement and, clearance planning where warranted.

Execution partnership

Coordinate management, legal counsel, primes, investors and specialist advisers.

Why 77 Meridian

National security depth

CFIUS, export controls, FOCI and government requirements.

Counsel + operator

First hand experience leading a cleared U.S. defense business.

Senior-led execution

Principals and senior professionals personally do the work.

“Do not design the corporate structure in isolation from the market you intend to serve.”

Melchior Baltazar

SENIOR ADVISOR | HEAD OF U.S. NATIONAL SECURITY MARKET ENTRY

Former U.S. Navy SEAL & Judge Advocate (JAG) Officer | Defense CEO | SSA Board Chairman
Active TS/SCI with Full Scope Polygraph

DISCUSS YOUR MARKET-ENTRY STRATEGY

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