

Firm Events | May 27, 2026 | 4:00 PM - 6:30 PM ET

# Boston Tech Week – Selling to Uncle Sam: Practical Strategies for Startups to Land Contracts and Grants

**Troutman Pepper Locke Boston Office**  
111 Huntington Avenue  
9th Floor  
Boston, MA 02199

## EVENT CONTACTS

[Daniel R. Sieck](#) | [Patrick J. Archambault](#) | [Gregory D. Len](#)

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As part of Boston Tech Week, join founders, operators, and funding experts for a tactical conversation on how to turn “Uncle Sam” into your next big customer. This session will break down how early and growth-stage companies can identify the right federal, state, and local programs; win non-dilutive grants (including SBIR/STTR); and navigate procurement, compliance, and budgeting cycles to convert pilots into repeatable revenue. Whether you’re building defense tech, deep tech, climate, health, or AI solutions, you’ll walk away with concrete playbooks, common pitfalls to avoid, and practical next steps to start capturing government dollars.

### Moderator:

#### [Dan Sieck](#)

Partner  
Troutman Pepper Locke

### Panelists:

#### [Joe Babiec](#)

Chief Commercial Officer  
VIA Science, Inc.

#### [Stephen Buchanan](#)

Founder & CEO  
Bandelier Technologies

#### [Todd Crescenzo](#)

Founder, Managing Partner & CIO  
Clear Creek Investments

#### [ML Mackey](#)

CEO

Beacon Interactive Systems

**Martin Pralle**

GM Government Division & VP Business Development  
SiOnyx

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