

Defense Communications: Acquisition PSYOPS

FEBRUARY 2026

Part One: Set The Tone

Leveraging Strategic Expertise



Delivering Strategic Impact

Defense Innovation Unit (DIU)
31,290 followers
13m · 🌐

This is a great example of the power of the [#publicprivatepartnerships](#) and the work across different maturity levels of companies and technologies!

What started as a [BMNT](#) and [NSIN - National Security Innovation Network](#) [#Hacking4Defense](#) effort, [Capella Space](#) and [Payam Banazadeh](#)'s team came to [Defense Innovation Unit \(DIU\)](#) for follow-on prototyping and introduction to [#DoD](#) partners.

We have been a champion of this and other commercial [#technology](#) and work to accelerate these solutions into the [United States Department of Defense](#) and the rest of the U.S. Government for where it matters most.

[#impact](#) [#militaryinnovation](#) [#SARimagery](#)
[#spaceindustry](#) [#nationalsecurity](#) [#democracy](#)
[#supportukraine](#)

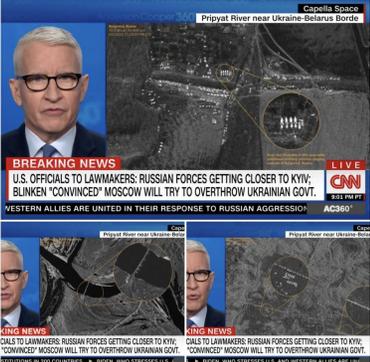


Capella Space
22,920 followers
23h · 🌐

Following

A statement from our CEO [Payam Banazadeh](#):

Capella Space is working directly with the US and Ukrainian governments as well as other commercial entities to provide timely data and assistance around the ongoing conflict. As the situation continues to escalate, we are working closely with the U.S. government and today have expanded our efforts to work with a broader list of approved commercial and government entities. We do not work with individuals or entities restricted or sanctioned under United States government export laws and regulations. We will continue to support Ukraine and its citizens during this incredibly challenging time.



DIU Partners with AUKUS Pillar II for International Prize Challenge

NEWS | 25 MARCH 2024

DEFENSE INNOVATION UNIT | DABA | ASCA

The Defense Innovation Unit (DIU) is launching the first trilateral prize challenge through AUKUS Pillar II—a defense and security partnership

Part Two: “We absolutely need this”

Priority Signals

HIGH

PROBLEM: What Are You Solving?

Due diligence to understand the current battlefield:

- Program authorizations and appropriations.
- What are the services already using? Why?

SOLUTION: Clarify What's Being Built.

Build trust through legitimacy:

- Be honest. If everything is critical, nothing is.
- Advocate and validate.

IMPACT: Potential doesn't get funded. Outcomes do.

Highlight change:

- Save time, money, lives.
- Producer faster, more lethal, create jobs, etc.

Help the program tell Congress "we like the way the Navy does business."

Greatest
Strategic
Impact for
Warfighter

LOW

Find right now,
partner and
support.

Focus resources
and relentlessly
pursue.

Remove from list.

Engage when
critical for
techniques, tech
development, or
momentum.

LOW

HIGH

Greatest Fit with Your
Unique Ability to Deliver

DEFENSE
COMMUNICATIONS

David Overy
Founder and CEO
Defense Communications
202-316-2876
dover@defensecomms.com
[linkedin.com/company/defensecomms](https://www.linkedin.com/company/defensecomms)