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Ray Jones Discusses Pentagon Changes Affecting Commercial Technology Companies in Washington Technology

Spencer Fane attorney Raymond Jones authored the article DIU Is Now the Pentagon's One Door For Drone, recently published by *Washington Technology*.

In his article, originally a firm blog post, Ray explores how Pentagon changes are reshaping opportunities for commercial technology companies seeking to work with the Department of Defense. He explains the evolving role of the Defense Innovation Unit in accelerating the adoption of commercial innovation for military applications. The article also highlights key legal and business considerations companies should evaluate before entering the defense market.

"In DIU, the Pentagon has spent a decade building a door for commercial technology. That door is now wider, better funded, and – for unmanned systems – far more concentrated than at any point in its history. The companies that benefit will be the ones that understand the terms before they walk through it," Ray wrote.

At the firm, Ray specializes in mergers and acquisitions and government contracting matters for technology companies serving the U.S. Department of Defense and intelligence community. With more than 25 years of legal experience combining in-depth aerospace engineering knowledge, military service, and specialized legal practice, he provides integrated counsel to government contractors navigating complex transactions and regulatory requirements.

Read Ray's full article here.