

MISSION DIRECTIVE / PACOM AOR

Three doors into PACOM.

PACDEF Group is a Honolulu firm that connects technology, programs, and partners to real demand in the PACOM AOR. Same theater. Same founder. Three ways a customer actually hires us.

FOCUS

Warfighter

THEATER

PACOM

MODE

Partnered

SEAT

Honolulu

01

GTM STRATEGY

Positioned to win.

Go-to-market for technology providers that need PACOM demand, decision makers, and a real acquisition path.

- Map the buyer and the constraint
- Build the theater narrative
- Open the door to a yes

Vendors and primes entering theater.

02

EMERGING TECHNOLOGY

Technology into capability.

Rapid prototyping, operational testing, and a clear path to adoption. Field first. Brochure never.

- Start from the mission problem
- Test with the unit, not a booth
- Leave a path to adoption

Mission owners and innovators.

03

PROGRAM MANAGEMENT

Programs that deliver.

Communications, logistics, intelligence, and special operations. Requirements, partners, and execution in theater.

- Align the SOW to the unit ask
- Run risk, scope, and partners
- Deliver on theater time

Commands and primes in theater.

HOW WE WORK

Concept. Test. Field. In that order.

01 DIAGNOSE

Name the mission problem, the buyer, and the constraint. If it is not a PACOM demand signal, we say so.

02 DESIGN THE PATH

GTM, prototype, or theater PM. Team the OEM, NHO, or prime. We do not invent a factory we are not.

03 DELIVER IN THEATER

Honolulu seat. Founder-led. Partners who can execute. A unit that can actually use the result.

DOMAINS

Enterprise IT · Communications · Logistics · Intelligence · Special operations · Emerging technology

CLARITY / VELOCITY

WHY PACDEF

In the AOR. Not flying in.

- Honolulu-based. Theater time, partner access, and a founder who has run C2, cyber, and enterprise IT for PACAF and PACOM.
- We sit with OEMs, NHOs, and primes. Capture, fielding, and program delivery are the product. We are not a manufacturer.
- Hands-on with cybersecurity, 5G, tactical communications, C5ISR, CJADC2, AI, automation, and unmanned systems.

FOUNDER

Mike Boutet

Retired USAF Colonel · CISSP

Senior advisor for cybersecurity and enterprise IT across PACOM, PACAF Cyber, and allied partners. USSOCOM senior staff. Pararescue (PJ) / SERE. Founded PACDEF to put that experience in reach of the warfighter, contracting teams, and partner nations in this theater.

WHO HIRES US

- Warfighters and mission owners who need a capability in the field, not a brief.
- Defense contractors and OEMs that need PACOM demand and a path to yes.
- Partner nations operating alongside U.S. forces in the PACOM AOR.

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BRIEFING CHANNEL / OPEN