



From Special Forces to Global Data Innovation: Blue Fusion Expands International Reach with Support from North Carolina

After a 26-year career in the U.S. Army Special Forces, **Edwin “Ed” Boggess** never expected his next mission would involve transforming how organizations access and analyze data. But today, as part of the leadership team at **Blue Fusion**, Boggess is helping the company bring cutting-edge data technology to organizations across the United States and around the world.

Headquartered in Fayetteville, North Carolina, **Blue Fusion** is a technology company focused on addressing one of the most persistent challenges organizations face: quickly and efficiently accessing and analyzing large amounts of data. The company’s patented technology enables users to search across multiple databases simultaneously—without moving or duplicating the data—dramatically reducing the time, cost, and complexity of traditional data integration methods.

From Military Experience to Technology Innovation

Boggess spent more than two decades serving in Special Forces at Fort Bragg, working with the Third Special Forces Group and training new recruits at the Special Warfare Training Center. After retiring from the military in 2010, he transitioned into the private sector, eventually joining a company that later became **Blue Light**, the services arm of what is now Blue Fusion.

Early in its evolution, the company focused on training and analytics services, including work with IBM technologies. But the idea that would ultimately define Blue Fusion came during a NATO training exercise in Denmark.

When international partners arrived with large data sets that needed to be analyzed quickly, the existing software solution proved too expensive and cumbersome.

“So we sat down and put our heads together and built Blue Fusion in two weeks,” Boggess recalls.

That prototype evolved into the company’s core software platform.

A Breakthrough in Data Access

Traditional data integration systems rely on a process known as ETL—extract, transform, and load—which moves data from multiple sources into a central data warehouse. While effective, this process can take months to build and requires constant oversight from specialized data scientists.

Blue Fusion took a different approach.

Instead of moving the data, the company’s patented DAOD – **Data Access On Demand connectors** – allow organizations to search across multiple databases simultaneously while the data remains in place.

From a single interface, users can query multiple databases simultaneously and instantly receive aggregated, validated, and normalized results.

“What we’ve done is essentially leapfrog decades of technology,” says Boggess. “It’s like going from the rotary phone directly to the smartphone.”

The platform significantly reduces data analysis time and eliminates the “swivel chair” approach, in which analysts must manually search multiple systems one at a time.

Expanding into Global Markets

As Blue Fusion continued to develop its technology, company leaders began exploring opportunities to expand internationally. However, as a growing startup, the company faced financial and logistical challenges in international trade shows and global market entry.

Through the NCMEP partner, **Economic Development Partnership of North Carolina (EDPNC)** and its International Trade Division, Blue Fusion gained access to programs that help North Carolina companies grow internationally.

The organization connected the company with international trade events, grant opportunities, and overseas networking support.

With assistance from EDPNC programs, Blue Fusion has participated in major international industry events in locations including:

- › Saudi Arabia
- › Paris, France (Eurosatory)
- › Finland
- › Australia

These events helped the company establish key global partnerships and expand awareness of its technology.

“Without EDPNC and NCMEP’s support, I don’t think we could have gone as far as we have today,” says Boggess. “They helped us get in front of the right audiences and build relationships around the world.”

Building Global Partnerships

Participation in international trade missions has already produced measurable results.

One of Blue Fusion’s most promising international opportunities is currently underway in Switzerland. The company recently completed a pilot program with the **Zurich Police Department**, and discussions are underway to expand the technology across law enforcement agencies throughout the country.

If successful, the partnership could open doors across Europe through regional partners who have strong relationships within public safety networks.

International exposure has also helped Blue Fusion grow its global client base. In a recent webinar hosted by the company, nearly one-third of participants were international contacts developed through trade missions and industry events.

Looking Ahead

As Blue Fusion continues to grow, the company is expanding its focus beyond government and law enforcement markets into commercial industries such as insurance, financial services and healthcare.

The company is also developing new tools that allow clients to build database connectors in days—or even seconds using artificial intelligence—rather than weeks or months.

At the same time, Blue Fusion is strengthening partnerships with major technology resellers to bring the platform to larger federal and commercial customers.

Despite the company’s rapid growth and global reach, Boggess still describes Blue Fusion as a startup.

And he encourages other small businesses to take advantage of the resources available to them.

“If you’re a small company like we are, reach out and use the opportunities that organizations like EDPNC provide,” he says. “They can help you get your product in front of international audiences and open doors you couldn’t reach on your own.”

Recognition for Growth and Innovation

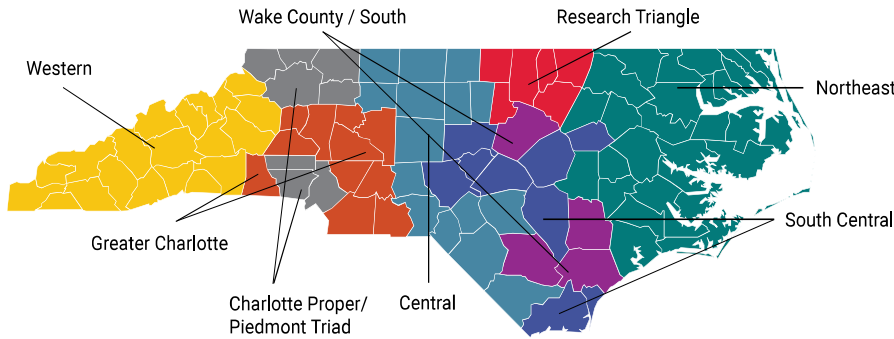
Recognition for Growth and Innovation

Blue Fusion's progress has already earned notable recognition. The company was named **Small Business of the Year by the University of North Carolina at Pembroke** and also received the **Governor's Export Award**, recognizing its success in expanding North Carolina innovation into global markets.

With new international partnerships forming and commercial expansion underway, Blue Fusion's next chapter may be its most impactful yet. Learn more about **Blue Fusion**.



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