Question	Answer
We are a US company with SAM ID and US CAGE code. We are wholly owned by an Israeli parent company but operate and do all production in the US. Does the ownership exclude us from this challenge?	This company does not satisfy the first bullet listed in our eligibility criteria, specifying US-owned, and operated companies or companies from NATO five eyes, usmca and TPP countries and, to my knowledge, Israel is not included in the latter list. So, as such they're ineligible to participate, unfortunately.
Our company meets the requirements of a non-traditional defense contractor (NDC). We were acquired and are now a wholly-owned subsidiary of a traditional defense contractor that recently received a DoD contract subject to full coverage under the cost accounting standards and is no longer an NDC. Does the affiliation with our tradition contractor affect our qualification as an NDC and exclude us from applying?	Unfortunately, in that case, you are not eligible in the US, but you may still eligible to apply as long as they meet your eligibility requirements in Singapore.
We looked at the technical requirement, and it listed four requirements: detection, tracking, identification, and disruption. Our solution is only for disruption, and NOT for the rest. Would the solution only offering disruption capability be eligible for this challenge?	I would say, yes we have a number of systems that can do very effective detection and tracking in many circumstances though the ability to mitigate or take action against a drone, is a little lacking in some of the different systems that we are using or have tested. We would be interested in being able to look at systems that are designed only for the disruption phase
Prior to submitting a proposal, we wanted to ask if DoD UARCs eligible to apply? As written on the website, we are not an early-mid stage venture or a non-traditional defense contractor. If allowable, we would like to partner with a Small Business to submit a proposal. Please advise.	In this case, you are not part of the eligibility criteria. However, a small business can submit and partner with whomever. Who they choose, we don't screen for that component. We're screening for who's actually applying to it. As long as it's the small business applying, who are they partner with wouldn't really be of concern, in this case with it being a UARC.In that case, yes, you can apply through the small business. The small business would be the one who receives the funding award and of course, you could distribute accordingly.
How heavily is the total solution cost weighed in the selection process?	We don't break it down into exactly where the scoring and the weighted components. We just have the criteria that you're gonna be scored off of. We don't share really in-depth on what's waited or not. As general guidance, most the time we encourage companies if they think they have a relevant solution to apply because we don't always receive somebody who's meeting the mark with every single requirement. However they might be really strong in one area. It's always be better to apply and get considered. Size weight, power, and performance are all very important but we can't disregard costs. We wouldn't discount a solution simply because it is expensive. Sometimes, the added expenses are worth it based on exceptional performance.
Does the submission require any other documents besides the 10-slide deck? If so, what are they?	The deliverable requirement for submitting a proposal to the challenge as part of that, you will also have the submission form to fill out and then within that form, you'll attach your slide deck. For the actual pitch event, it will be the same slide deck. You may make changes between that and the pitch event. But it will be the same. We'll just need to have your slide deck with any changes sent to us within a few days prior to the pitch event.
Are the evaluation criteria listed in any order of importance?	It goes back to the last question. We just really tried to scope the challenge in a way that met the capability needs of our stakeholders involved It wasn't necessarily listed in any order of importance.
Are companies allowed to submit entries as part of a team and solo?	We wouldn't discourage teaming, however, we're only going to fund one company. There has to be one main company that we screen for eligibility and then if they win would fund. So the teaming effort doesn't mean we would distribute funds amongst the team.Teaming is definitely still allowed and encouraged.

To meet Problem #1, is there a requirement to interface with an "external" C2 and will there be threat information / direction coming from additional sources?	It's not a mandated requirement that it be capable of interfacing. Many of our partners across the DOD and DHS are using The Tactical Application Kit or ATAC itechers various versions as a common software tool to integrate and share information across the broad audience. Integration or the ability to push data to attack network would be desirable. Beyond that it would really come down to what particular the systems ability to be able to push their data to, for instance, if it's only a disruption system we would want to be able to tie that to a comparable identification and tracking system but, there's so many different ones. It's very difficult to tell a vendor that tt has to be compatible with a certain written standard or metric or type of software. Tack is probably the easy solution, if it's integrated with that can be integrated with that would be highly valuable for us.
The solicitation listed four requirements: detection, tracking, identification, and disruption. Our solution is only for disruption, and NOT for the rest. Would the solution only offering disruption capability be eligible for this challenge?	Ultimately, it's up to you if you want to submit for the challenge and we would encourage you to do so.
Are other technologies that are in support of UAS Defensive Solutions relevant to this challenge? For instance, our Solar technology has been powering c-UAS equipment to provide resiliency in remote and austere locations.Would a supportive UAS technology such as charging, shelter, etc. be relevant?	That sounds a little bit outside the bounds of the problem statement, but we encourage you to apply if you believe your solution is applicable.
For Problem Statement 1, Is there a threat list with specific models that we can leverage/refer to deliver a better performance? Do you have specific models you are most concerned with?	The threat list that I have is classified. I probably couldn't share those but I think I could say in general, any drone commercially sold in the US marketplace or any system should be able to track monitor and disrupt. The drones that are commonly sold in the US marketplace.
What sort of scenarios are you most concerned with addressing in CUAS? Swarms, singles, high speed, something else? What vignettes are you considering for the challenge?	One of the biggest challenges that we are most concerned about is swarms large numbers. They may not all be command and controlled by a single pilot or autonomously within a network. And however a large number of drones simultaneously to deal with is certainly a challenge that we would hope a system could be able to address
Since these systems will be operating in populated areas and seaports, is collateral damage an issue?	Yes, collateral damage for DHS in the Coast Guard is a concern. We're operating in the US national airspace often around major metropolitan areas with the millions of people Infrastructure vehicles, vessels aircraft. So, collateral damage is a concern for us. Our DoD partners that are all so involved probably have a completely or very different perspective on, so I don't want to talk for them.
If selected, where would the demonstration take place? Are we allowed to do a site survey beforehand to smooth logistics for the demo?	We're gonna have a virtual pitch event. You're going to do a five minute pitch and we do hope to coordinate a demonstration event following this challenge. So it'll be related to this challenge that we're doing jointly but separate from the challenge itself. The award associated with this challenge, is following the pitch event. Any demonstration will be a secondary event coordinated following. Yes, if we were to do that, I don't know if you could do a site survey but we would definitely disseminate all of that information regarding that ahead of time so that there was time to coordinate.
For Challenge #1 are you looking for RF signal sensors only? Are you open to use active sensors such as Radar?	From the Coast Guard's perspective, we would be interested in any technology that can identify track and disrupt a drone's flight.
Is there a preferred C-UAS defeat type -- Kinetic, Jam, HPM defeat, etc.?	Although I wouldn't say preferred,we are very very interested in heavily investing in kinetic solutions at this point. Although the challenges that I mentioned earlier with the RS systems and the challenge of keeping pace with a lot of the newer RF spectrums, encrypted data and different waveforms that some manufacturers are using. All of those disruption mechanisms would be a value to us. Kinetic seems to be at this point a major challenge in US aerospace because of the potential collateral damage of some technologies.

On unit pricing, who would the customer be? DOD?	We're working with certain components of the DoD here, in this case, the US Coast Guard and the Third Marine Literal Regiment. It would be DoD service organizations because sometimes there are interested parties who see something like it end up leading to a contract down the road.
Where are demonstrations envisioned to take place? US or Singapore?	We haven't quite worked out a demonstration event in the details yet. We will keep you posted on any progression in the coordination of a demonstration event.
Challenge #2, is there any specific frequency band?	I wouldn't say any specific frequency band, the common bands, z 5.8 gigahertz 400 900 megahertz, the ones commonly used by manufacturers selling. In the US market, are certainly of a concern to us 1.2 gig. Two one point eight or so are somewhat of a concern and are emerging areas where we're starting to see some activity. It's a broad range. In many cases though, it's relatively common in what is being sold in the US. Regarding the types of, drones that were most interested in tracking.
CUAS is a suite of technologies. Can I partner with a Singapore company to propose the solution?	Yes. Partnering with companies from Singapore is allowed. The only issue with partnering is that we will only process payment for one company, so one will have to kind of be the prime and lead for the partnering. But yes, you're more than welcome to partner.
It is possible to have drones, that communicate with an encrypted protocol and are radio silent for extended periods of time. How will interfering with the RF signal detect such drones ?	It is not a highlight the challenge. We commonly have with certain drones that are either modified or designed to operate in either RF bands that we can't monitor or set up to operate autonomously. So the RF based technologies that we're using in some of our systems certainly couldn't detect, that would be no RF signal when the pilot in the drone. But radar optic infrared and other types of technologies can detect drones like that. So a combination of multiple different types of technologies, always provides an optimal solution.
Is DIU and MINDEF Singapore jointly hosting a single demonstration challenge per problem statement (i.e. 2 events) or are they all separate (i.e. 4 total events)?	To clarify here, we have pitch events. As part of this challenge, we each have each pitch showcase, the finalist companies will pitch to their proposals for 5 minutes each. In both cases, it will be for both problem statements. So two total pitch events, one for each country. As far as it demonstration event, we do hope to coordinate one but one is not Planned as of now.
For resilient communications, are you looking for command& control and telemetry or also video ?	Our primary consumers command control, and telemetry be able to intercept and actually see the vehicle.
Would there be any RF emission restrictions during any resulting demo?	I can't give a clear answer because it will depend on the time and location for the demonstration. Anytime we operate, our equipment in the US, it's an extensive spectrum, coordination problem. Appropriate agencies, approve, our expections, we're going to be operating in and a meeting RF energy in, so it really can't power out of the given system of where it's going to be used. The test location given us in the past have been the remote urban air rural areas. Getting the approval to use a broad range of different types of RF emitters has been completely acceptable. The only caution I would say is anything that is emitting in the same bands as GPS signals or GNS navigation. Signals generally is denied by our Federal Communications Commission.
Can you clarify the activities on Dec 3 & 5th? Does this entail a real tech demo?	December 3rd is the pre-recording and that will be with our production company who will help you record your 5-minute pitch. For the actual pitch event on the 5th, is our pitch event. Each finalist invited will have 5 minutes to pitch their proposal, followed by 5 minutes of Q&A from the judging panel. That will be for both problem statements. We're gonna invite the finalists for both and have all companies pitch.
For Problem Statement 2, we offer a sea-launched aerial drone that can be a mobile comms relay for Group 1 drones. Is demonstration of video feed relay from a Group 1 drone required or would float and fly operation of our drone with representative power and payload of the comms system be sufficient	I think the latter description would be sufficient.
For Problem Statement 2, does the mobile comms relay need to also control the Group 1 drone or is relay of the video feed sufficient?	I think that would have to be able to control the drone as well as relay the video information.

Would you be interested in kinetic counter UAS solution involving explosives?	Our DOD partners would probably say yes, but I won't answer for them. For the Coast Guard working domestically in the US, I would have to say no.
Similar to the previous question, is detection only of interest? Thanks	Yes, I think if it's a novel approach that's highly effective then detection only would be of interest to us.
Is this a JOINT Challenge or a sole US Coast Guard challenge? Is there a Singapore Ask Me Anything?	This is the US challenge, it's separate from the Singapore Challenge. We have two mission partners, we have the Coast Guard in the Marine Corps. Singapore has their own separate challenge a little bit different than ours but very similar with the same problem statements. They do have an Ask Me Anything Session tomorrow.
can you clarify application process : usa vs singapore or can we submit to both?	I can speak to the US application process. The link that Megan provided in the Chat box, is the link you'll use to submit. You can also find it on the NSIN event page. If you just search NSIN US Singapore Challenge, you should be able to find that page and then find the link to the form to submit. The Singapore process a little bit different. You can submit to both, you just need to submit separately to each process.
Challenge #2. For the demonstration, how many drones do we need to fly?	We don't have a demonstration, we have a pitch event. We hope to have a demonstration following especially with all of the questions on it. It seems like there'd be many interested.
Are there any contractual or solution development obligations associated with winning the challenge?	No, the prize money is awarded and you can do what you choose with it. We do hope to coordinate a demonstration event following. We do hope that some of the DoD partners interested in this technology will be interested and in doing some follow-on work but there's strings attached,
What is the expected TRL level of submitted applications?	I would say we try not to specify the TRL level. I would encourage you to apply if you think you have a relevant proposal and solution.
Challenge #2. during the demonstration, will you be doing any deliberate jamming (beside GNSS).	We will not have a demonstration but if we are able to coordinate one we will give those details.
Is there a template pitch deck available?	No, we do not provide one. As long as it meets the specifications provided in the solicitation that we pulled up here earlier today, that's really just the baseline of what we're looking for.
Is there an expected prize award breakdown between the two problem statements?	No, there isn't. That is purposely done because we want to leave it open. I think really in a lot of cases, it depends on what the proposals are, and what the competition is. We leave that part out.
Could you provide more details on the potential future opportunities available to the winner(s) of the challenge?	We do have interest in coordinating a demonstration event. That is something that we've been in discussion. When we hold events like this, we have our mission partners. In this case, the Coast Guard and the Marine Corps who are interested in this technology and the proposals received but we will also bring in as many other DoD different services and organizations to understand what's being proposed and learn more about your technologies in hopes that if it meets one of their capability requirements, they may wish and choose to work with you in the future. Those are all things that we try to expose you to in these pitch events so that you're getting that networking and engagement.
The submission form notes that, "documentation that support your claims regarding ownership and operational status (e.g., business registration, proof of incorporation)" can be uploaded in the supporting documentation page. Is this a hard required element of the submission?	I don't believe so, the answer is in the form.
When does the application close in Singapore vs in the US?	We both close on the 30th of October, but please pay attention to the different time zones.
will you publish the list of Q&A in your website?	Yes, we will.
If we have video links included in our slides, will that actually be watched by the judging panel?	To answer your question, the judging panel does review your pitch decks.

If we have additional questions for the challenge, what would be the best way to get those answers?	Our email, challenges@nsin.mil.
Separately from the Joint challenge, we are currently speaking with the Singapore government about them acquiring one of our systems. We have ITAR restrictions. The Singapore government is signing a DSP-83, which we will file to the Department of State to submit for an application to export significant military or classified equipment. Can we still submit for the challenge? If we win, how will the export control authorities be navigated and by whom?	Yes, you can submit as long as your entry complies with all applicable export controls. Should you win, the export control requirements and necessary approvals (e.g., ITAR compliance) would need to be navigated in coordination with the relevant U.S. authorities and government bodies. I'm still awaiting further guidance on the specifics of how export controls will be handled for the challenge, and I'll update you as soon as I have more information. In the meantime, please ensure that your submission does not contain restricted or export-controlled information unless the appropriate licenses have been secured.
Will we hear the Singaporean's requirements?	You can find the details on Singapore's requirements here: https://accelerator.capvista.com.sg/en/challenges/us-singapore_joint_challenge_defence_innovation?lang=en
It is possible to have drones, that communicate with an encrypted protocol and are radio silent for extended periods of time.	I assume this is a C-UAS question. Absolutely. This should be considered standard.
For #2 are you looking for the whole drone solution? Or just the radio?	The expectation is for a radio or communication system that meets the specified requirements, rather than a whole drone solution.
Are there any details on level of congestion, spectrum attacks,etc that the proposal should be able to maintain communication?	I assume this is a Resilient Comms question and is a good one. I imagine we need to create the "heavily contested and noisy RF env" to capture the key metrics and "should demonstrate" criteria that we are judging them on. What is the plan for that? That would the minimum requirement, above that it would be a comparison to the other proposals.
Can we propose an EAR export-controlled solution in our pitch deck?	We are currently seeking clarification on whether EAR export-controlled solutions can be submitted for the joint challenge. I will provide an update as soon as we receive guidance on this matter.
When the problem statement says "Propose a tech demonstration in a controlled environment (preferably at a harbor) in the first phase" do we just need to detail what we'd do on the technical side? Or include associated cost/IP/contracts info and other 'proposal' elements?	Based on the solicitation, your proposal for the first phase should focus on detailing the technical demonstration in a controlled environment, such as a harbor. The solicitation also specifies the need to quote unit prices, total costs for subsequent phases, and integration considerations. While the technical demonstration is the primary focus, including associated costs and proposal elements is also required.