

U.S.-Singapore Joint Challenge "Ask Me Anything" Session – 2024/10/09 16:45 EDT – Transcript

Transcript

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Angela Austin (CTR): Good Evening, Good Afternoon, or Good Morning, Depending on where you are. Thanks everyone for joining us today. I just want to let you know that this AMA session is recorded, and this is for the Singapore Joint Challenge. Thanks again for being here. We're gonna spend some time overviewing some of the basic information about the challenge mechanics and administrative information and then turn it over to Dan Moose, from the Coast Guard, who's gonna talk a little bit on the problem statements. Then we're gonna open it up for questions. If you have a question already that you want to get in the queue, you can click on the bottom right and the Activities button, it's the little shapes and the shape of a triangle. If you click on the Activities button, you can scroll down

Angela Austin (CTR): Let me see what it's exactly labeled as there's a Q&A button that has a question mark so you can go ahead and put your questions in there and as we're going through this we will go through them in the order that they were received. Please feel free to go ahead and start putting them in there if you have questions already. Otherwise, I will go ahead and get us started. So the first slide here has the timeline. This is posted on our website.

Angela Austin (CTR): Today, we're having an Ask Me Anything Session which is on the U.S. side for our specific challenge, but there is another one hosted by our Singapore partners. That one I will make sure is up on the website, Eunice, or Lynn, Can you confirm for me the actual date and time? Because I don't have this in the slide is it Tomorrow,

Lynne Loh: I'm not sure what it would be in the US time zone, But in the Singapore time zone, it will be on the 11th of October at 9:30 AM.

Angela Austin (CTR): Okay, thank you. And then, on the 30th of October, this solicitation period is going to close. That will begin our down selection process, where our subject matter experts will begin evaluations and go through screenings on November 27th. Our down select period will end and that's when we'll send out notifications to notify if you are a finalist invited to the next round or if you were not selected. Then from there, we have our pitch rehearsal on the 3rd of December and really what that is is just a pre-recording with our production team and so we'll slot in times for that. Then on December 5th is our virtual pitch event. The time is to be determined.

Angela Austin (CTR): The time will be somewhat convenient for our Singapore partners and also convenient for those in the U.S. and three different time zones here.

00:25:00

Angela Austin (CTR): This is the basic pitch deck. Requirement this again is on our website. Maximum 10 slides, we prefer PDF files.

Angela Austin (CTR): And then these are the criteria that your submissions will be scored off of. So when you submit your proposal, we'll use this criteria here to go through and evaluate and score to determine who's going to be invited as a finalist. And then during our pitch event, this is the same criteria that we're going to use there to do scoring. And at this time I would like to introduce Dan Moose. He's with the US Coast Guard Dan, I'll go ahead and turn it over to you to talk a little bit on the problem statements.

Dan Moose: Again and everyone so I'm Dan Moose with the US Coast Guards Airtime, Security Response Team. We support probably 70 to 80% of all the US Coast Guards on US operations with the United States. Predominantly those are Sports events, but then were deployed to a city last week, and supported our nation's national party conventions over the last month and a half. So the challenges and

Derek Kenmotsu CTR: In Dan.

Dan Moose: reflected in the problem.

Derek Kenmotsu CTR: This might be just on my end but I'm here getting broken up a little bit. Are you connected to Wi-Fi? Just one chat.

Dan Moose: I am. Yes. Is that any better?

Derek Kenmotsu CTR: I think that sounds better for me. Let's roll with that.

Dan Moose: Okay.

Dan Moose: Okay, so I wasn't gonna go into detail, Angela. I don't know how much detail me, talk to you about the actual written problem statements, but I'll express The challenges that we commonly have with the systems that we're currently using. Is that all right?

Angela Austin (CTR): Yes, please go ahead and then you can, just talk through our Statements also, if you'd like and then from there we'll open it up for questions and I'll run through the questions and read them off. Then if it's a technical question, I'll defer to you to see if it's something you can answer for us.

Dan Moose: Okay, thank you. That's fine. So the problem statements reflect a lot of the challenges that we have during the operations that we've supported over the last several years. The proliferation of drones, obviously around the world, has been difficult to keep up with as the technology is changing constantly. So we are highly dependent currently on RF based technologies or technologies that are actually intercepting our signal between the drone and the pilot between encryption with some of the drone vendors and some of the unique communication protocols that they are using. We find the government and the commercial.

Dan Moose: Supporters of our systems are constantly going back, renewing and updating based on emerging technologies and changes in the RS spectrum and the types of drones that are being sold in the US marketplace. We are also constantly challenged with the environments for operating in as the Coast Guard. Obviously we're working in busy port and metropolitan areas so many of the systems that we've tested over the years and those that we're currently using perform exceptionally. in RF quiet environments where they are often tested at military test sites but operating those same systems in very very complex, RF environments and make your metropolitan areas such as Boston or New York or Los Angeles. Certainly minimizes their mitigates, some of the great capabilities that those systems offer. So we're really looking for an opportunity, find some newer innovative ideas on how to be able to identify

Dan Moose: In real time drone activity, geolocate pilot locations, as well as the drone and then be able to take action electronically attack those drones to either hold them in place, land them at a point of art using or send them back to their pilot location. As always with our operations, we really try to ensure that we've got an appropriate endgame in place so that we can vector law enforcement officers to the pilot location to be able to detain the pilot in question, then determine what their intent was in flying in an area. That was, otherwise restricted for their flights that provide a good enough overview, Angela. You may go into some more details.

Angela Austin (CTR): I think that's great, that's super helpful for some background and we're just gonna pause on questions until we get through the overview. And then, of course, pleasing. It asks your questions there via the activities button, but I have the technical requirements. I don't know if you want to speak to this otherwise I can just share that. These are the specifications that we're looking for here so you can find them all on the event page on Ensign but they're all spelled out there. As far as what we're looking for. Dan was there. Anything here you wanted to cover?

00:30:00

Dan Moose: Yeah, There's a couple of things that I just highlighted from the slide that you've got up right now. So, yeah, identification speed with some of the systems. We've tested, over the years, it has been a little bit of a challenge because of latency in the systems. Fortunately, I think most vendors that are providing good products now are able to decrease that to, seconds or milliseconds. So it's helpful when we're trying to identify the precise location of the drone, and the pilot, particularly the pilot, when we're looking at locating pilots in very densely populated areas in metropolitan reports, environments can be really challenging. When you've got a long period of time between the reported location on your system, and the actual location of the park that they happen to be moving to.

Dan Moose: False alarm rates is another challenge that we constantly have particularly in the Wi-Fi are spectrum, when we work in major metropolitan areas. Very commonly we'll have dash cameras, Wi-Fi systems and other RF emitters in the area that falsely alarm our system. So, it takes practice and time for our operators to be able to discern the difference between a drought and a pilot. If we're not very quick, determine that we're getting a serial number and the location, and make/ model on the drone that we've identified.

Dan Moose: Size waiting power is a challenge for us as Very commonly and this is a consent with the experience of our other partners in our department of homeland security. A lot of our systems are not located or not installed permanently on vehicles or vessels. So they have to be portable and easy to install for short periods of time allowing us to be able to set them up in an optimal location to be able to provide the best coverage of the area that we're trying to protect.

Dan Moose: Just like you got up right now.

Angela Austin (CTR): I'm sorry I couldn't make out what you said. You want me to switch slides.

Dan Moose: No, I think that covered everything. That's on the current slide that I wanted to highlight.

Angela Austin (CTR): Okay.

Angela Austin (CTR): And so this is our second problem statement, the resilient communications was there? Anything here you wanted to touch on Dan

Dan Moose: Yeah, I haven't looked at these for a couple of days. It's been a busy day for me.

Dan Moose: I think they speak for where there's not nothing here to highlight. Thank you.

Angela Austin (CTR): Thank And then again, we have the technical requirements, spelled out here.

Angela Austin (CTR): Dan again, if you'd like to hide highlight anything, please feel free to

Dan Moose: One of the metrics that I think, is not really captured on here, but we were most interested in is really the range at which the system is designed to be able to detect track and then likely in most cases, a slightly different and shorter range at which that same system may be able to take action against the drone to force it to land. So we're extremely interested in those areas. There's a range of systems on the market now that can easily detect and track something, if you hundred yards away, but when we're talking about the speed which a drone can fly, we really need to be able to detect it out that a thousand to fifteen hundred meters at an absolute minimum preferably many miles out, but I know that certainly challenging. So we'll be interested to see the results of, what different vendors can offer, and an extended range format still. Keeping in mind that size weight and power critical to us, extremely large cumbersome systems that take on period of time to install would be certainly more challenging

Angela Austin (CTR): Great, thank you, Dan.

Angela Austin (CTR): So at this time, I'd like to start going through some of the questions. Please feel free to enter them in the activities button while I'm going through these. The first one I have is Let's see. We are a US company with SAM ID and US cage code. We are wholly owned by an Israeli parent company and operate and do all production in the US. Does ownership exclude us from this challenge?

Angela Austin (CTR): Make.

Megan Saunders (CTR): I'll step in here and take this. Good afternoon My name is Megan Saunders and I'm one of the challenge program managers here at DIU/NSIN. So, 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.

00:35:00

Angela Austin (CTR): Thank you. The next question, our company meets the requirements of non-traditional defense contractors.

Angela Austin (CTR): We were acquired and are now a fully wholly owned subsidiary of a traditional defense contractor that recently received a DOD contract subject to full coverage under the cost accounting standards. When I scroll down here, sometimes I lose my full coverage under the cost accounting standards and am no longer a non-traditional defense contractor.

Angela Austin (CTR): So then unfortunately, in that case, you are not eligible.

Angela Austin (CTR): Rolling on to the next question. Does the affiliation with our Yes,...

Eunice Ooi: Engineering.

Angela Austin (CTR): Go ahead Eunice.

Eunice Ooi: Hey it's Eunice, I can't stop from Singapore. So for those companies not eligible under the US requirements. Angela, is it possible for us to share that they can apply through our heavy science and everything?

Angela Austin (CTR): Yes, they are still eligible to apply as long as they meet your eligibility requirements. So that's a great point.

Eunice Ooi: Yes.

Eunice Ooi: I can share it in the chat here for everyone to see the link.

Angela Austin (CTR): That's a great point.

Angela Austin (CTR): Thanks so much. And so just to clarify, she's sharing the link to Singapore's separate challenge. They have a slightly different set of criteria and it's just a little bit different than our challenge but please go ahead and check and see if you're eligible to apply to theirs. Because if you're ineligible for us, hopefully you might be eligible to apply to that one. Thanks so much Eunice.

Angela Austin (CTR): Okay, The next question, we looked at the technical requirement and it listed Four, requirements detection, tracking identification and disruption. Our solution is only for disruption. Excuse me, and not For the rest would be the solution only. Offering disruption capability. Be eligible for this challenge. Dan. That sounds more like a question for you. Would you be able to answer that one?

Dan Moose: Yeah, within this scope of how you all approach the contract if there's flexibility in doing. 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. So we would be interested in being able to look at systems that are designed only for the disruption phase.

Angela Austin (CTR): Great, thank you, Dan.

Angela Austin (CTR): The next question prior to submitting a proposal. We wanted to ask if UARCs are eligible to apply. As written on the website, we are not in early to mid-stage venture or non-traditional defense contractor. If possible, we'd like to partner with a small business, to submit a proposal, please advise. In this case, your work is not part of the eligibility criteria. However, a small business can submit and partner with whomever. They choose we don't screen for that component, really, we're screening for Who's actually applying to it. As long as it's the small business applying who are their partnering 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 and the small businesses, the one who receives the funding award and of course, you could distribute accordingly, if you were partnered on it.

Angela Austin (CTR): Okay, the next question. How heavily is the total solution cost weighed in the selection process?

Angela Austin (CTR):

Angela Austin (CTR): I know Dan, you might be able to speak to this a little bit, but I would say in general The information that we released as far as, the technical specifications and the slide that we just had up.

we don't break it down into exactly where the scoring and the weighted components are. We just have the criteria that you're gonna be scored off of and we don't share really in-depth on what's waited or not. But I would say just as general guidance, I think, most of 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. So I would say it is always better to apply and get considered. Dan, did you have any other guidance there?

00:40:00

Dan Moose: I completely agree with that. size, weight, power and performance are all very important but we can't disregard costs. So I wouldn't say that. We would discount a solution simply because it is expensive. Sometimes the added expenses are worth it based on exceptional performance. So just leave it at that.

Angela Austin (CTR): Thank The next question is, Does the submission require any other documents besides the ten slide deck? If so, what are they? I can speak to that. 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. Then for the actual pitch event, it will be the same. 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. Hopefully that clarifies your question there.

Angela Austin (CTR): Thank you. Megan just included the link to the submission form. Thanks so much Megan and that can be found on the Anson Challenge event page also,

Angela Austin (CTR): The next question is are the evaluation criteria listed in any order of importance. and no, I think it kind of goes back to the last question we just really

Angela Austin (CTR): tried to scope the challenge in a way that met the capability needs of our stakeholders involved. So, It wasn't necessarily listed in any order of importance.

Angela Austin (CTR): Our companies allowed to submit entries as part of a team and solo? We wouldn't discourage teaming, however, we're only going to fund. There has to be one main company that we screen for eligibility and then would fund also. So the teaming effort doesn't mean we would distribute funds amongst the team. But teaming is definitely still. Allowed and encouraged if it's gonna benefit. The next question to meet the problem statement. Number one is their requirement to interface with an external C2 and will there be threat information or direction coming from additional sources?

Angela Austin (CTR): Do you want to provide any insight on that? I'm not as familiar with the technical piece and whether interfacing Command and control would be appropriate or needed here.

Dan Moose: I think for the purposes, the projects, I would say it's not it and mandated requirement that it be capable of interfacing. Many of our partners across the OD 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 networks would be desirable. I think beyond that it would really come down to

Dan Moose: What particular system's 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. It has to be compatible with a certain written standard or metric or type of software. So I would say tack is probably the easy solution, if it's integrated with that it can be integrated with that would be highly valuable for us.

00:45:00

Angela Austin (CTR): Great, thank you, Dan. It looks like our next question is very similar to one received earlier, this solicitation listed for requirements detection, tracking identification, and disruption. Our solution is only for disruption and not the rest, only offering disruption capability, be eligible for this challenge? Ultimately it's up to you if you want to submit I would encourage you to do so.

Angela Austin (CTR): Are there other technologies that are in support of UAS defensive solutions relevant to this challenge. For instance, our solar technology has been countering UAS equipment to provide resiliency and remote and austere locations. What is supportive? UAS technology such as charging shelter, etc, be relevant.

Angela Austin (CTR): I think that one's for you, Dan.

Dan Moose: Yeah, Angela that sounds a little bit outside, the bounds of the problem statement that we started with. But all that to you all to decide.

Angela Austin (CTR): Okay I think in any case we can't really advise on whether or not you should apply. We would just encourage a few to think you have a relevant solution, please do so. For problem statements. One is there a threat list with specific models that we can leverage or refer to deliver a better performance? Do you have specific models? You are most concerned with

Angela Austin (CTR): Over to you, Dan.

Dan Moose: Yeah, The threat list that I have raw classified. So I probably couldn't share those, but I think I could say in general. Any drone commercially sold in the US marketplace. Should probably be in.

Dan Moose: Or. Any system should be able to track, monitor, and disrupt. The drones that are commonly sold in the US marketplace.

Angela Austin (CTR): Okay, thank you.

Angela Austin (CTR): Okay, one of two related questions, 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 classified equipment. Can we still submit for the challenge? If we win, how will the export control authorities be navigated and by whom? Dan, I don't know if you can answer something related to export controls, I know. I personally don't have enough information to be able to respond to this one. So I'm thinking it's probably better to circle back on this one unless anyone else.

Dan Moose: Yeah, I Agree.

Angela Austin (CTR): Has anything.

Dan Moose: I couldn't answer that one.

Angela Austin (CTR): Okay, All of these questions and answers will be posted following this. So we will circle back on that one. Next question, what sort of scenarios are you most concerned with addressing, Encounter UAS swarm, singles, high-speed something else? What vignettes are you considering for the challenge?

Dan Moose: I think one of the biggest challenges that we're having that we are most concerned about is swarms in large numbers, they may not all be commanded 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.

Angela Austin (CTR): Okay, thank you. Since these systems will be operating in populated areas in seaports, it is collateral damage and issue.

Dan Moose: Yeah, I can answer that question. 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 millions of people Infrastructure vehicles, vessels, and aircraft. So, collateral damage is a concern for us. Now 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.

Angela Austin (CTR): Thank you.

Angela Austin (CTR): If selected, where would the demonstration take place? Are we allowed to do a Survey beforehand to smooth logistics for the demo? So I've selected the next phase as the Pitch event. In that case, we're gonna have a virtual pitch event, you're going to do a five minute pitch. We do hope to coordinate a demonstration event following this challenge. It'll be related to this challenge that we're doing jointly but separate from the challenge itself. So, 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.

00:50:00

Angela Austin (CTR): For Number one. Are you looking for RF signal sensors? Only or are you open to use active sensors such as radar?

Dan Moose: From the Coast Guard's perspective,...

Angela Austin (CTR): Okay, thank you Dan. Is there.

Dan Moose: we would be interested in any technology that can identify track and...

Angela Austin (CTR): A preferred counter uas defeat type kinetic. Jam Hpm,...

Dan Moose: disrupt a drone's flight.

Angela Austin (CTR): defeat, etc.

Dan Moose: 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 are a challenge. and all of those disruption mechanisms would be of value to us. Connecticut seems to be at this point. A major challenge in US aerospace because of the potential collateral damage of some technologies.

Angela Austin (CTR): Thank you. The next question is on unit pricing who would the customer be the DoD? I can answer that. Of course, we're working with certain components of the DoD here, in this case, the US Coast Guard and Third Marine Lateral Regiment. It would be DoD service organizations because sometimes there are interested parties who see something like it ends up leading to a contract down the road.

Angela Austin (CTR): Let's see. Where are demonstrations in vision to take. Place us or Singapore. We haven't quite worked out a demonstration event in the details yet, so we will keep you posted on any progress in the coordination of a demonstration event.

Angela Austin (CTR): For challenge number two, is there any specific frequency band?

Dan Moose: 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. And two one point eight or so somewhat of a concern and are emerging areas where we're starting to see some activity. So 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.

Angela Austin (CTR): Thank you. For number two, are you looking for the whole drone solution? Or just the radio?

Dan Moose: I'm not sure, I understand that question.

Angela Austin (CTR): Mr. Zhang, would you mind elaborating on that? Please feel free to raise your hand and start speaking.

Angela Austin (CTR): Did you want to elaborate on that?

Weiliang Zhang: Hello.

Weiliang Zhang: Yeah, that's the point to do, we need to submit the whole drone solution or just the radio.

Dan Moose: so, I assume you when you ask the question,...

Weiliang Zhang: Or just the radio solution.

Dan Moose: About the radio, you're talking about the radio with antennas and the ability to transmit and receive data off that radio, is that what I'm getting?

Dan Moose: Yeah, I think We would have to be able to evaluate a complete system that breaks down without any ancillary government.

00:55:00

Weiliang Zhang: yes.

Dan Moose: Furnished equipment to make it function as design. Does that make sense?

Weiliang Zhang: Okay, so you have to submit the whole solution, including the drone and evaluation, we're taking into account the drone, that is being something.

Dan Moose: No, not necessarily the drone but the counter US system that can detect, track, and disrupt drones in flight. So a complete system. Those.

Weiliang Zhang: No, I'm talking about challenge statement number two. The Brazilian Communications.

Dan Moose: Angela, would you mind because

Angela Austin (CTR): Yeah, let me pull that up.

Angela Austin (CTR): And Dan, we can always circle back to if it'd be helpful to discuss with our other mission partners. And get a clearer answer.

Dan Moose: Yeah, that may be helpful. I need to think about that one.

Angela Austin (CTR): Okay, So, we will get back to you on that one.

Angela Austin (CTR): How are UIs, is it a suite of technologies? Can I partner with a Singapore company to propose the solution? Yes. Partnering is And companies from Singapore are. 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. Case. But yes, you're more than welcome to. Is it possible to have drones that communicate with an encrypted protocol and our radio silent for extended periods of time? How will inferring with the RF signal detect such drones?

Dan Moose: Not highlight the challenge. We commonly have 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 there 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 in the circumstances where you may have director. John's that are not in any RF signal.

Angela Austin (CTR): thank you. DIU and MINDEF Singapore, jointly hosting a single demonstration challenge for problem statements. Two events or are they all separate for total events? To clarify here, we have pitch events. As part of this challenge, we each have a pitch showcase, or the finalist companies will pitch 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 its demonstration event, we do hope to coordinate one but one is not Planned as of yet.

Angela Austin (CTR): For resilient communications, are you looking for command and control and telemetry or Also video.

Angela Austin (CTR): Okay, thank you. Would there be any RF emission restrictions during any resulting demo?

Dan Moose: Our primary consumers command control, and telemetry be able to intercept and actually see the vehicle.

Angela Austin (CTR): Because we don't have one coordinated yet.

Dan Moose: A significant concern of ours.

Angela Austin (CTR): I really couldn't answer that and I wouldn't even know enough about it to know if that's a possibility. Dan, is there anything you want to add there?

Dan Moose: 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 expectations, we're going to be operating in and meeting RF energy in, so it really can't.

Dan Moose: power out of the given system of where it's going to be used. So they can't. Be. The test location. give us in the past the remote urban air rural areas. So 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 deny by our Federal Communications Commission

01:00:00

Angela Austin (CTR): Thank you! The next question is, Can you clarify the activities on December 3rd and 5th? Does this entail a real tech December 3rd 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. And each finalist invited will have 5 minutes to pitch their proposal. Followed by 5 minutes of Q&A from the judging panel. And again, that will be for both problem statements. So we're gonna invite The finalists for both and have them Both problem statements. All companies pitch

Angela Austin (CTR): So it may be sorry, I'm drawing a blank because I don't remember how many we set up to how many would be invited? I don't remember if it was six or eight Megan, do you happen to know off the top of your head? I can pull up this solicitation before we're out of this meeting to confirm, but I was gonna add the number because sometimes that would translate into probably almost 3 hours if we have. Fifteen companies is usually a three hour event in its virtual environment, to give you a better understanding of the event.

Angela Austin (CTR): So it's not a real tech demo.

Megan Saunders (CTR): It's up to 6 per problem statement.

Angela Austin (CTR): It's a pitch. Go ahead.

Angela Austin (CTR): Okay, Thank you so much for confirming. I hope I didn't confuse anybody. I had two numbers in my head. So, up to 12 would be pitching, then in total at the pitch event.

Angela Austin (CTR): For problem statement too, we offer a sea launched, aerial drone, that can be, mobile comes relay for One drones and demonstration of video feed relay from a group one drone Sorry is demonstration of video feed relay from a group one drone required or would float and fly operation of our drone with representative power and payload of the common system be sufficient.

Dan Moose: And I think the latter description would be sufficient.

Angela Austin (CTR): Okay, thank I'm gonna try to push through the rest of these before, our time's up here. For problem statement# 2 Does the mobile comms Need to also control the group one drone or is relay of the video feed sufficient?

Dan Moose: No, I think that would have to be able to control the drone as well as relay the video information.

Angela Austin (CTR): Okay, thank you. Would you be interested in kinetic solutions involving explosives?

Dan Moose: Our DOD partners would probably say yes but I won't answer for them for Coast Guard working, domestically in the US, I would have to say no

Angela Austin (CTR): Thank Her problem statement to are there any details on level of congestion spectrum, attacks, etc. That the proposal should be able to maintain communication.

Dan Moose: Angela's. I think that part of your problem statement really focuses more on our DoD participants in this. So I'll defer to them.

Angela Austin (CTR): It will circle back similar to the previous question about detection only of interest.If I need to circle back on this one, Dan, let me know.

Dan Moose: Could you repeat that question, please?

Angela Austin (CTR): Similar to the previous question is detection only of interest.

Dan Moose: Yes, I think if it's a novel approach that's highly effective then detection only would be of interest to us.

Angela Austin (CTR): Is this a joint challenge for a sole US Coast Guard challenge. Is there a Singapore? Ask me anything? So this is the US challenge, it's separate from the Singapore Challenge and we have two mission partners, we have the Coast Guard in the Marine Corps. Singapore. Also has their own separate challenge a little bit different than ours but very similar and same problem statements and they do have an ask me, anything session, it is tomorrow and let me try to translate the hour the exact time for you so that you can have it in at least eastern time. So, we'll drop that in the check. Thank you so much Eunice. It's in the chat.

01:05:00

Angela Austin (CTR): Can you clarify application process, USA versus Singapore or You can 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, and you can also find it on the Ninson event page. So if you just search and send us Singapore Challenge, you should be able to find that page and then find the link to the form to The Singapore process a little bit different. You can submit to both, you just need to submit separately to each process.

Angela Austin (CTR): For Number two, for the demonstration. How many drones do we need to fly? So 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. We do hope to coordinate one.

Angela Austin (CTR): Are there any contractual or solution development, obligations associated with winning, the challenge for the US 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 and 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 trial level of submitted applications? We get this question a lot and I think by specifying we're only limiting because we find sometimes that maybe we're looking for something here else, 6 to 8 and something.

Angela Austin (CTR): If not quite as developed, that would be something we wouldn't think we were looking for. Our mission partners loved it. I would say we try not to specify the TRL. I would encourage you to apply if you think you have a relevant proposal and solution.

Angela Austin (CTR): For challenge statement. Number two, during the demonstration, will you be doing any deliberate jamming? We will not have a demonstration but if we are able to coordinate one we will give those details. Can we propose an export controlled solution in our pitch deck? I'm not familiar with what that is.

Angela Austin (CTR): So, I will get back to And the sense of time I'm gonna keep pushing along and Eunice just shared. Further Information, I believe it left my screen real quick, but I think it was on The Singapore pitch event. Let me see.

Angela Austin (CTR): There's a link to the Singapore pitch event and I'm sorry. It's their event page and they also specify their application period. Probably speaking to that earlier question, we had

Angela Austin (CTR): and just scroll down to the rest of my questions. Sorry, I switched over to the chat and then I lost track. 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 though that's really just the baseline of what we're looking for. Is there an expected 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.

Angela Austin (CTR): For that decision to be made based upon what we see and what our evaluators think about the solutions and it will be determined, then post pitch event. Could you provide more details on the future opportunities available to winners of the challenge?

Angela Austin (CTR): We do have interest in coordinating a demonstration event. So that is something that we've been in discussion about. Also 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

01:10:00

Angela Austin (CTR): 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 across the submission form notes that documentation that supports your claims regarding ownership and operational status, For example,

business, registration. Proof of incorporation can be uploaded in the supporting documentation page. Is this a hard requirement element of the submission?

Angela Austin (CTR): I don't believe so but Megan. Did we make that a required field? Can you confirm

Megan Saunders (CTR): I will drop it in the chat, Angela.

Angela Austin (CTR): The answer or the form.

Megan Saunders (CTR): The answer if you want to keep going.

Angela Austin (CTR): Okay, great. Thank you. When does the application close in sync versus the Eunice we both close on the 30th of October

Eunice Ooi: Yes, we do. But in a different time zone. I've put in the link in the chat.

Angela Austin (CTR): I don't know what time on the 30th for them. So, the day before On the US side. Will you publish the list of Q&A in your website? Yes, we will. If we have video links included in our slides, that actually be watched by the judging panel. Usually, we just scourge those, you'll get more guidance for your pitch, from our production company, because some things just don't work. when we're producing those events, So it really just depends and it's up to you how you want to. Create that and develop your pitch deck, it's your call.

Angela Austin (CTR): But 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? You can reach out to us at Megan. can you drop our

Angela Austin (CTR): Our email. Address, the one that we're using for this challenge, into the chat box. Please?

Angela Austin (CTR): Great, thank you so much.

Angela Austin (CTR): and Megan just answered the question on supporting documentation for eligibility being Optional, and then gives a little bit more information, and the chat box as well. When the problem statement says, Propose a tech demonstration in a controlled environment, preferably at a harbor. And the first phase does, we just need to detail what we do on the technical side or include associated cost, IP contracts, info and other proposal elements. Dan. I'm not sure. Do you have an answer for that one?

Dan Moose: So I think that's more in your declining than our

Angela Austin (CTR): Of the circle back on that one and get some clarification there. Looks like we were at the end of our questions and with just a minute to spare which is perfect. Again, it's being recorded as I mentioned in the beginning. So we'll have the video available and the transcribed questions. And then we'll respond to the ones also that we didn't have an answer ready for you today.

Angela Austin (CTR): I just want to say thanks to everyone on the call, We're super excited that we have so much interest. This is a great sign. I'm really glad that you all could join us today and thanks to Dan for coming here and sharing your expertise with us and giving a little bit more insight and thanks to our Singapore, partners and being So in providing more information and I just wanted to add before we go. I

kind of jump into things without explaining anything so, my name is Angela Austin and I'm also a Challenge program manager at NSIN part of DIU. If you aren't familiar with our organization,

Angela Austin (CTR): we like to in our program, specifically, we're putting on these challenges to help connect the early to mid-stage ventures, and non-traditional contractors, with our mission partners and solve some of the national security problems. We're trying to bring in those new innovative ideas into the Department of Defense, and we have a network throughout NSIN that we leverage. I just wanted to share that little bit of information. I kind of jumped into it and maybe some of you don't know who we are. Happy that you all joined us today and please feel free to reach out. Our email again it's in the chat box, if you have any additional questions that come after this, Just shoot us an email and we will get back to you. Otherwise thanks again, everyone enjoy the rest of your day. Bye.

01:15:00

Meeting ended after 01:19:04 🙌

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