

EXPEDITIONARY TECHNOLOGY SEARCH (XTECHSEARCH) 4.0

Background Information:

The Assistant Secretary of the Army for Acquisition, Logistics and Technology (ASA(ALT)) is announcing the fourth cohort of the Army Expeditionary Technology Search – xTechSearch – to be featured at the Association of the United States Army (AUSA) Annual Meeting in Washington, DC from on 12 to 14 October 2020. xTechSearch will highlight opportunities for small businesses to collaborate with the Army to tackle the most critical Army modernization challenges.

The ASA(ALT) recognizes that the Army must enhance engagements with the small businesses, by: (1) understanding the spectrum of technologies being developed commercially that may benefit the Army; (2) integrating the sector of small business innovators into the Army's Science and Technology (S&T) ecosystem; and (3) providing mentorship and expertise to accelerate, mature, and transition technologies of interest to the Army.

The Army xTechSearch program will provide non-dilutive seed prizes to select small businesses to demonstrate proof of concept of their dual-use technologies pertaining to Army challenges. The program will also drive to integrate these small businesses into the Army's S&T ecosystem by providing research opportunities with Army labs, including authorized access to the Army's organic intellectual and technical capital. Participating companies will have access to training, mentorship and other support infrastructure as they progress through the contest. The goal will be to best align solutions with real users and buyers within the Army. xTechSearch is an opportunity for businesses to pitch novel technology solutions – a new application for an existing technology or a new technology concept entirely – to the Army.

The authority of this program is 15 United States Code (USC) §3719.

Eligibility Requirements:

The entities allowed to participate in this competition must be sole proprietors or small business concerns in accordance with Small Business Administration guidance under 13 Code of Federal Regulations § 121.201 or any entity willing and able to be registered as a small business if selected to participate in this competition.

Each eligible entity:

- Shall be incorporated in, and maintain, a primary place of business in the United States;
- May not be a Federal entity or employ a Federal employee acting within the scope of their employment

Sole proprietors may participate in xTechSearch if the individual is a citizen or national of

the United States or a lawful permanent resident of the United States and the business is registered in the United States. Foreign companies may participate in xTechSearch by establishing a US domestic business relationship (e.g., wholly owned US subsidiary) or partner with a US based company. Companies that have previously participated in the xTechSearch competition are eligible to participate for new technology concepts or improvements to prior submitted proposals.

Program Submission:

The xTechSearch program is voluntary and open to all entities that meet the eligibility requirements. **There may be only one submission per eligible entity.** The registration information and upload submission must be received by **11:59 PM PST on 11 November 2019**. Submissions received after the deadline will not be considered.

Register now:

<https://www.xtechsearch.army.mil/>

All xTechSearch submissions are treated as privileged information and contents are disclosed to Government employees or designated support contractors only for the purpose of evaluation and program support.

Written feedback will be provided to all participants at the end of each phase. The purpose of providing this feedback is to provide insight on the Government's application of the scoring criteria. However, the Government will not respond to questions or inquiries regarding this feedback.

While the authority of this program is 15 USC §3719, a concept white paper submitted to the xTechSearch program may generate interest by another Army organization for a funding opportunity outside of this program (e.g., submission of a proposal under a Broad Agency Announcement). The interested Army organization may contact the participant to provide additional information.

Submission Format

The Phase I submission is a concept white paper. Please adhere to the following requirements:

- All concept white papers must be submitted using the template found on the registration page, "*xTechSearch_4-0_Phase_1_Template.doc*". **Any proposals submitted in a format other than that provided by the template will not be reviewed.**
- Download the word template, save the completed file as a PDF document and replace "Template" in the files name with your company name. Please DO NOT add any other annotations such as v1, DDMMYYY, etc. We would like these file names to be clean for when we share your white paper with other Government organizations.
- All submissions must identify 1 of the Army Focus Areas listed on the registration page that the technology can best support.

Army Focus Areas

xTechSearch seeks novel, disruptive concepts and technologies to support the top Army Modernization Priorities, Army Medical Technologies, Military Engineering Technologies, as well as other critical technology focus areas within the Army Research and Technology portfolio that can provide technology overmatch or enable cost savings throughout the Army systems' life cycle. See attached document on the registration page for a list of the top Army Modernization Priorities and other critical Army Focus Areas.

Evaluation Criteria and Process

Phase I: Concept White Paper Contest

The Concept White Paper phase invites all eligible entities to submit a concept white paper outlining their technology, the potential impact on the Army, the scientific viability of their approach, and the dual-use technology applications for both the commercial and defense space. Each concept white paper will be reviewed by an Army panel from the Army S&T ecosystem including Warfighter, acquisition, and research and development subject matter experts. Up to 48 applicants with the highest ranking white papers will receive a prize of \$5,000 and a written invitation to *Phase II: xTechSearch Technology Pitches*.

Concept White Papers will be ranked using the following Scoring Criteria (further details on each scoring dimension can be found in the Phase I Scoring Criteria Guide available at the xTechSearch registration page):

- Potential for Impact/Revolutionizing the Army – 35%
- Scientific and Engineering Viability – 35%
- Dual Use – 20%
- Proposal Quality – 10%

Phase II: xTechSearch Technology Pitches

The xTechSearch Technology Pitch phase invites selected participants from Phase I to complete an in-person pitch to a panel of Army subject matter experts at locations across the United States. Participants will pitch their technology concept from the Phase I white paper in greater detail including the potential impact on the Army, the scientific viability of their approach, and the dual-use technology applications for both the commercial and defense space. In addition, participants will present their team ability to accomplish the technological approach. Each participant will have 15 minutes to pitch, followed by 10 minutes for questions and answers with the Army panel. Up to 24 participants with the highest ranking pitch will receive a prize of \$10,000 and a written invitation to attend *Phase III: AUSA Innovators' Corner*.

Technology Pitches will be ranked using the following Scoring Criteria (further details on each scoring dimension can be found in the Phase II Scoring Criteria Guide available at the xTechSearch registration page):

- Potential for Impact/Revolutionizing the Army - 30%
- Scientific and Engineering Viability - 30%
- Dual Use - 20%
- Team Ability - 10%

- Presentation Quality - 10%

Phase III: AUSA Innovators' Corner

The AUSA Innovators' Corner phase will provide the invited Phase II participants with Army-sponsored exhibit space at the AUSA Global Force Symposium and Exposition, 17-19 March, 2020. Phase III participants will leverage the exhibit space and conference attendance to engage with Department of Defense (DoD) customers, Army leadership, industry partners, and academia in attendance.

In addition to the opportunity to showcase the participants' technology, Phase III participants will present a venture capital-style pitch to a panel of subject matter experts discussing their business plan, product development plan, the results of any customer discovery with Army and commercial users, and what they would present at a live proof-of-concept demonstration if they were to proceed to Phase IV. Detailed instructions and evaluation criteria will be provided to companies that are selected for Phase III. Up to 12 participants with the highest ranking business plan and proof-of-concept demonstration plan will receive a prize of \$120,000 and 6 months to demonstrate proof-of-concept for their xTechSearch technology at the *Phase IV: xTechSearch Proof-of-Concept*.

Phase IV: xTechSearch Proof-of-Concept

The xTechSearch Proof-of-Concept Demonstration is an opportunity for each Phase IV finalists to demonstrate proof-of-concept for their technology solution, and present their transition plans to a panel of Army subject matter experts at the 2020 AUSA Annual Meeting, October 12-14, 2020, in Washington, DC. Detailed instructions and evaluation criteria will be provided to companies that are selected for Phase IV. A single grand-prize winner will be selected by a panel of Army subject matter experts and be awarded a prize of \$250,000. All other Phase IV finalists will receive a \$10,000 prize.

Prizes & Incentives

Prizes will be offered under 15 USC §3719 (Prize competitions). The total prize pool is \$2.28 M.

Phase	Number of Winners	Prize
Phase I. Concept White Paper	Up to 48	\$5,000 Selection for Phase II
Phase II. xTechSearch Technology Pitches	Up to 24	\$10,000 Selection for Phase III
Phase III. Innovators' Corner	Up to 12	\$120,000 Selection for Phase IV
Phase IV. xTechSearch Proof-of-Concept Demonstration	Up to 12	1st Place: \$250,000 2nd-12th Place: \$10,000
	Total	\$2,280,000

Proposed Schedule (Subject to Adjustments):

Date	Activity
01 October 2019	Solicitation period opens.
11 November 2019	Solicitation period closes.
20 December 2019	Phase II Selection Announcements
06 January 2020 to 22 January 2020	Phase II Technology Pitches
24 January 2020	Phase III Selection Announcements
17 March 2020 to 18 March 2020	Phase III – AUSA Global Force Symposium & Exhibition
19 March 2020	Phase IV Selection Announcements
12 October 2020 to 13 October 2020	Phase IV Capstone – AUSA 2020 Annual Meeting, Washington, D.C.
14 October 2020	Grand Prize Winner Announced

Disclaimers

Registered participants shall be required to assume any and all risks and waive claims against the Federal Government and its related entities, except in the case of willful misconduct, for any injury, death, damage, or loss of property, revenue, or profits, whether direct, indirect, or consequential, arising from their participation in this prize competition, whether the injury, death, damage, or loss arises through negligence or otherwise.

Participants shall be required to obtain liability insurance or demonstrate financial responsibility, in amounts determined by the Army, for claims by—

- Third parties for death, bodily injury, or property damage, or loss resulting from an activity carried out in connection with participation in this prize competition, with the Federal Government named as an additional insured under the registered participant's insurance policy and registered participants agreeing to indemnify the Federal Government against third party claims for damages arising from or related to prize competition activities; and
- Federal Government for damage or loss to Government property resulting from such an activity.

Intellectual property

The Army is a strong proponent of deliberate intellectual property (IP) rights and management by the private sector and the Department of Defense.

For the xTechSearch program:

- The Federal Government may not gain an interest in IP developed by a participant without the written consent of the participant;
- Nothing in this xTechSearch prize competition shall diminish the Government's rights in patents, technical data, technical information, computer software, computer databases, and computer software documentation that the Government had prior to this xTechSearch prize competition, or is entitled to, under any other Government Agreement or contract, or is otherwise entitled to under law; and
- The Federal Government may negotiate a license for the use of IP developed by a registered participant in the prize competition.

Register now:

<https://www.xtechsearch.army.mil/>

Point of Contact

ASA(ALT)

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