

# The Army xTech Program – xTechCounter Strike Competition Announcement

## I. Background and Purpose

The U.S. Army is seeking innovative counter-unmanned aircraft system (C-UAS) solutions from eligible small and large businesses across the globe through the xTechCounter Strike competition. This platform offers participants the opportunity to engage with the U.S. Department of Defense (DoD), earn prize money and potentially receive a contract award or agreement.

The U.S. Assistant Secretary of the Army for Acquisition, Logistics and Technology (ASA(ALT)) is partnering with the U.S. Army Europe and Africa (USAREUR-AF) and Global Tactical Edge Acquisition Directorate (GTEAD) to deliver the xTechCounter Strike competition. This initiative supports the U.S. Army's broader effort to (1) identify and understand the spectrum of 'world-class' technologies being developed commercially that benefit the U.S. military; (2) integrate non-traditional innovators into the U.S. DoD Science and Technology (S&T) ecosystem; (3) provide expertise and feedback to accelerate, mature, and transition technologies to support operational forces; and (4) deliver attritable, scalable capabilities that can be delivered within 90 days of challenge completion.

The xTechCounter Strike competition will consist of two phases:

- (1) Application, including the following:
  - a. Four (4)-page white paper;
  - b. Self-certification of minimum requirements;
  - c. Per unit pricing, to include volume discount options;
  - d. Optional, but strongly recommended, three-minute video; and
  - e. Information on prior demonstrations with DoD or allied/partner nations
- (2) Final experimentation event.

The U.S. Army intends to award up to \$2.5 million in cash prizes throughout the competition to selected participants. **Up to 15 finalists will be selected at the end of Part 1 of the competition and will receive a cash prize of \$50,000 each and the opportunity to participate in the Part 2 Finals live experimentation event with a panel of U.S. Army, DoD and North Atlantic Treaty Organization (NATO) subject matter experts (SMEs) and end-users in November 2025.** Following the experimentation event, up to five (5) final winners will be selected to receive an additional cash prize of \$350,000 each. Final winners may be considered for addition to the Global Tactical Edge Acquisition Directorate (G-TEAD) Marketplace, making them eligible for potential follow-on agreements and contracting opportunities. Any follow-on agreements are at the Government's sole discretion and subject to availability of funding. If awarded, the Government intends for capability delivery within 90 days of agreement award. Additional details on prize structure can be found in Section VII.

Final winners must have a CAGE/NCAGE code and sign the Master Business Agreement (MBA) to be eligible for addition into the G-TEAD Marketplace. A CAGE/NCAGE code is not required at the time of application.

At the Government's discretion, participants that do not win a prize may also be considered for opportunities to demonstrate their capability and/or be added to the marketplace.

The xTechCounter Strike competition is conducted in accordance with 10 U.S.C. § 4025, which authorizes the use of prize competitions to stimulate innovation and identify promising

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technologies for national security applications. Requirements for competition under 10 U.S.C. § 3201 are satisfied upon completion of the challenge and use of prize authority. As such, this competition serves as a competitive down select mechanism that enables government organizations to engage with finalists and winners through a variety of follow-on acquisition pathways, including but not limited to:

- 10 U.S.C. § 4114 – Selection of contractors for prototype projects
- 10 U.S.C. § 4022 – Prototype projects
- 10 U.S.C. § 4023 – Procurement for experimental purposes
- 10 U.S.C. § 4001 – Research and development
- 10 U.S.C. § 4021 – Other Transaction Authority (OTA)
- 10 U.S.C. § 3458 – Authority to acquire innovative commercial products and commercial services using general solicitation competitive procedures
- 15 U.S.C. § 3703 – Technology innovation partnerships
- 15 U.S.C. § 638 – Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs

Government organizations are encouraged to consider leveraging these statutory authorities to pursue follow-on awards with companies identified through the xTech competition process. This approach supports rapid technology maturation, accelerates the transition of innovative capabilities to the field, and promotes collaboration with non-traditional and small business performers.

While the authority of this program is 10 U.S.C. § 4025, the xTechCounter Strike competition may generate interest by other U.S. Army, DoD or USG organizations for a funding opportunity outside of this event. The interested organization may contact the participant to provide additional information or ask for a request for proposal in a separate solicitation. Finalists of the prize competition may have opportunities to submit a separate proposal for further development of their proposed technology solution based on the needs of the Army. The Army may use a contract mechanism of their choice and will notify the participants accordingly.

**All xTechCounter Strike competition submissions are treated as privileged information and contents are disclosed to government employees, designated support contractors and NATO allies strictly for the purpose of evaluation and program support.**

The xTech Program intends to provide feedback from evaluators to participants during each part of the competition. The purpose of providing this feedback is to help accelerate the transition of the technology to a U.S. Army end-user by providing insight into the best applications for the technology, suggestions for product improvement for U.S. Army use and recommended next steps for development. However, the Government will not respond to inquiries regarding this feedback.

## **II. Eligibility Requirements**

Eligible entities include nonprofit organizations, for-profit organizations (i.e., large and small businesses) both domestic and foreign.

Each eligible entity:

- Must be able to obtain a CAGE code (U.S. businesses) or NCAGE code (international businesses) to process payments and receive follow-on awards;
- Shall be incorporated in, and maintain, a primary place of business in the U.S. or an allied foreign country;

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- Shall not be a U.S. Federal Government entity, foreign government entity or employ a U.S. Federal Employee acting within the scope of their employment;
- Shall not be currently under contract, agreement or other providing similar capabilities in the region under the same use case to the Government for work described in the problem statement; and
- Must not be based in a Foreign Country of Concern (FCOC), directly funded by an FCOC government or government-subsidized guidance fund, or under the influence of an FCOC government in any form.

Failure to meet any of the above requirements will result in ineligibility for award. All eligibility determinations are at the sole discretion of the U.S. Government.

### III. Topics and Problem Statement

The U.S. Army anticipates future operations against technologically advanced adversaries in highly contested and dynamic environments. In these scenarios, the rapid proliferation of small unmanned aircraft systems (sUAS)—used for surveillance, disruption, and kinetic effects—poses a growing threat to U.S. and allied forces.

Adversaries are leveraging these low-cost, rapidly deployable aerial platforms to challenge U.S. and allied operational advantages and increase risk to personnel and critical infrastructure. Current detection and defeat capabilities are often insufficient in complex terrain and fast-evolving threat landscapes.

The Army seeks innovative, mature, ready-to-deploy (TRL 6+) C-UAS technologies that enhance force protection, increase situational awareness, and provide adaptable, scalable solutions. C-UAS detect, identify, track, and neutralize threats posed by unmanned aerial systems (UAS). C-UAS may utilize various sensor technologies to detect drones, including radar, radio frequency (RF) sensors, cameras (day and night vision), and acoustic sensors. They may also integrate sensor data to identify UAS characteristics, such as size, speed, flight path, and communication signals, to differentiate between friendly and hostile UAS. These capabilities should aim to mitigate operational risk, support rapid technology deployment, and expand collaboration with non-traditional and commercial innovators.

The exercise will test capabilities to effectively detect and defeat, or disrupt Group 1-3 UAS (UAS weighing up to 1320 lbs. with a travel speed of up to 250 kts). The Army is seeking to evaluate capabilities that demonstrate performance in one of four (4) capability areas, and meet the following criteria for its capability area:

1. **Passive UAS Detection:** Optionally-manned Passive Detect capability that provides Early Warning, with the capability to pass air-track data to an active sensor (Tx On/Off automatic) while decreasing radar emissions.
2. **Active UAS Detection:** Optionally-manned Active Detect capability that can receive air-track data from a passive sensor, discriminate aerial targets, and provide fire solution to kinetic or no-collateral damage drone defeat.
3. **Defeat of UAS (Non-kinetic, kinetic, and other):** Unmanned kinetic defeat or no-collateral-damage capability that can be cued by an active sensor and engage automatically or on-order from a FAAD-based operator **at a lower cost than the enemy target.**
4. **Threat-simulated UAS:** Unmanned (Group 1-3) UAS that simulates existing threat capabilities (RF emissions, Acoustic signature, radar signature, etc.).

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Additionally, capabilities submitted for evaluation above **shall meet** the following criteria for capability areas 1-3 above, as applicable:

- Must have technical interoperability with FAAD C2, U.S. Army Integrated Sensor Architecture (ISA), or equivalent standard (SAPIENT, etc.);
- Must support the Defense Fires (c-UAS) layer of the Eastern Flank Deterrence Line (EFDL) and generate options for NATO and Combatant Commands to buy modular systems;
- Must limit active radar emissions (detect, gain track quality data to prosecute engagement, then pass back to passive radar);
- Must "hide-in-plain-sight" (i.e., be mountable to a trailer that can be covered with a tarp, not look like a military piece of equipment to uncover location to the enemy targeting cycle, etc.);
- Must support military deception (i.e. can place attritable systems (decoys) to draw the enemy's targeting focus to a low-value target);
- Must be interoperable with sensors on a Secure, but Unclassified (SBU) network to proliferate an accessible communications architecture to multi-national partners;
- Must be configurable to support Passive Defense Scheme;
- Must be easily installed, de-installed, and moved; and
- Must be TRL 6 or higher.

Capabilities submitted for evaluation in capability areas 1-3 **should also meet** the following criteria:

- Should be iterative by nature, utilizing modular hardware augmented by adaptable software and critical components to prioritize "plug-and-play" capacity centered around Software-Defined Defense;
- Should be adaptable, supporting a modular open systems architecture (MOSA) and is Size, Weight, Power, and Cost (SWaP-C) informed, interoperable with partners and allies; capable of adaptation at the tactical edge; and
- Should be scalable to meet rapidly evolving end-user needs.

### IV. Program Submission

The xTechCounter Strike competition is voluntary and open to all entities that meet the eligibility requirements listed in Section II (Eligibility Requirements). **Only one (1) submission per eligible company is permitted. All submissions must be in English.**

The registration information and submission upload must be received by **5:00 PM ET on September 12, 2025**. Submissions received after the deadline will not be considered.

**Register now by selecting the xTechCounter Strike competition image at:**

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

### V. xTechCounter Strike Competition Structure

#### **Part 1: Concept White Paper**

All eligible entities shall submit a **four (4)-page concept white paper** and *optional pre-recorded three-minute video* that demonstrates the technology and its suitability for participation in a live experimentation event. The white paper should outline the solution's alignment, capability value, system mobility, ability to field product, price and company viability. Submissions will be

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evaluated by SMEs across the DoD. Any pages provided above the four-page limit will not be evaluated.

All concept white papers and optional videos must adhere to the following requirements:

- Concept white papers **must be submitted using the template found on the [Valid Eval](#) registration page**, "Template\_ xTechCounter Strike\_ White\_Paper.docx". **Any proposals submitted in a format other than that provided by the template will not be reviewed.**
- List your company name, country name and proposal title **EXACTLY** how you would like them to appear in any contest marketing materials. Use a clear and concise proposal title to give readers and potential stakeholders an understanding of how your technology would benefit the U.S. Army.
- Proposals by offerors should describe their approach to accomplishment of the expectations using concise narratives.
- For the optional video, provide a URL on the contest registration linking to the video (preferably hosted on Vimeo). Video production quality will not influence evaluation scores. Videos should serve to clarify or illustrate concepts from the white paper and must not exceed three minutes in length.

Evaluators will review and score concept submissions using the following scoring criteria (further details on each scoring dimension can be found on the xTechCounter Strike competition registration page):

Criterion	Weight
Intro and Counter Strike Alignment	10%
Capability Value	20%
System Mobility	15%
Ability to Field Product	20%
Price	20%
Company Viability	10%
Submission Quality	5%

Upon conclusion of the submission evaluation period, the xTech Program will select **up to 15 finalists to receive a cash prize of \$50,000 each** and advance to Part 2: Experimentation. Finalists will be eligible to onboard to the G-TEAD Marketplace.

Applicants not selected in Part 1 may, at the Government's discretion, be invited to participate in the live experimentation event; however, they will not receive a cash prize or be eligible to receive subsequent prize awards under the xTechCounter Strike competition.

### **Part 2: Experimentation**

Selected finalists from Part 1 will participate in a live experimentation event with a panel of Army, DoD, and NATO SMEs and end-users, currently expected to be held from November 10-20, 2025 in Germany. The xTech Program will provide additional instructions, detailed evaluation criteria, exact dates and location for the event at a later date.

Prior to the experimentation event, finalists will have the opportunity to engage with Army and DoD personnel to prepare and discuss event expectations.

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### ***Dates and times are subject to change.***

Upon conclusion of the experimentation, the xTech Program will select **up to five (5) final winners of the competition to receive an additional cash prize of \$350,000** and a potential opportunity to submit for a follow-on contract or agreement. Additionally, finalists will have an opportunity to leave their kits behind to encourage end-user engagement with the solutions, and enable further opportunities for follow-on contracts or agreements with end-user organizations. Final competition winners may be eligible for an immediate follow-on contract or agreement through the G-TEAD Marketplace, subject to the availability of funds and technical needs.

### **VI. Proposed Schedule**

The proposed schedule is outlined below and subject to change without notice.

<b>Date</b>	<b>Activity</b>
September 2-12, 2025	Part 1: Concept white paper submission period
October 01, 2025	Finalists announced
November 10-20, 2025	Part 2: Experimentation event
November 24, 2025	Final winners announced

### **VII. Prizes and Incentives**

Prizes will be offered under 10 U.S.C. § 4025 (Prize competitions). The total prize pool is \$2.5 million. **Follow-on contract award/agreements if issued will be separate from the prize competition.** Other non-monetary incentives are provided through the xTechCounter Strike competition to help industry engage with the U.S. Army.

<b>Phase</b>	<b>Winners</b>	<b>Prize</b>	<b>Contract Award</b>
<b>Part 1: Concept White Paper</b>	Up to 15	\$50,000 each	N/A
<b>Part 2: Finals</b>	Up to 5	\$350,000 each	To be determined based on funding availability
	Total	\$2,500,000	

### **VIII. 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 injury, death, damage, or loss arises through negligence or otherwise.

### **IX. Intellectual Property**

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

For the xTechCounter Strike competition:

- The Federal Government may not gain an interest in IP developed by a participant without the written consent of the participant;

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- Nothing in this xTechCounter Strike 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 xTechCounter Strike 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.

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**<https://www.xtech.army.mil/>**

### **X. Point of Contact**

The Army xTech Program Office

Office of the Deputy Assistant Secretary of the Army, Research and Technology

Email: [usarmy.xtech@army.mil](mailto:usarmy.xtech@army.mil)

Website: <https://www.xtech.army.mil/>