



CDAO

Chief Digital & Artificial
Intelligence Office

Acquisition Ecosystem Building

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The overall classification of this brief is: **UNCLASSIFIED**

Controlled by: CDAO

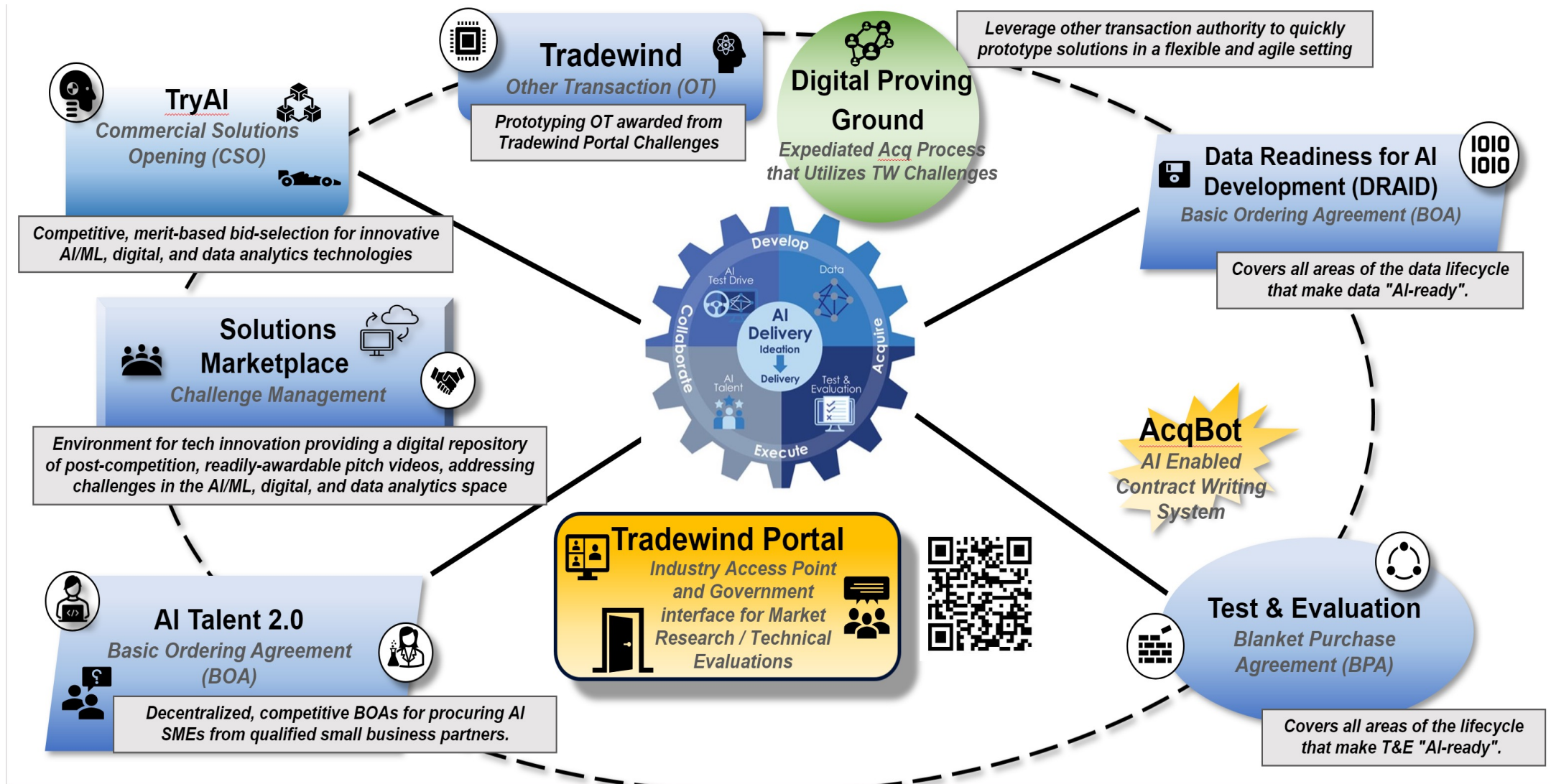
Controlled by: DCDAO ACQ

CUI Category: CUI

Distribution/Dissemination Control: FEDCON

POC: .civ@mail.mil

Tools – CDAO Acquisition Ecosystem



CDAO BOAs & BPAs are available for use by all government agencies and support both small and large businesses.

Tools – Tradewinds Portal

- Virtual platform with advanced tech scouting and collaboration tools
- Entry point for Industry
- Government can:
 - Utilize the virtual platform for advanced tech scouting, collaboration, and acquisition tools.
 - Perform market research on Solutions Marketplace, on Platform members, or through a Call for Information;
 - Solicit for OT requirements;
 - Evaluate proposals; and
 - Award to vetted vendors
- Industry can:
 - Publish capabilities in their profiles;
 - Participate & submit solutions to Challenges;
 - Participate in communities; and
 - Promote solutions, products, and services via pitch videos in the Solutions Marketplace.



tradewindsai.com





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TRADEWINDS

Solutions Marketplace

Overview

The Marketplace



A centralized, video repository:
5 minute pitch videos



An “on-ramp” for industry,
academic partners and new
entrants to the defense
marketplace



Solutions selected for the
Marketplace satisfy competition
requirements for:
FAR, DFARS, OTA

All videos accepted in the Marketplace are **readily-awardable** through
a variety of contracting vehicles & pathways.

Value Props

01 Effortless Onboarding

02 Direct feedback from DoD operators, customers, SMEs, and end users

03 Multiple eligibility and contract pathways

04 Amplify your Reach

05 Unlock Government Contracts

The Process



If video is deemed Non-Awardable, **feedback is provided** and you can resubmit!

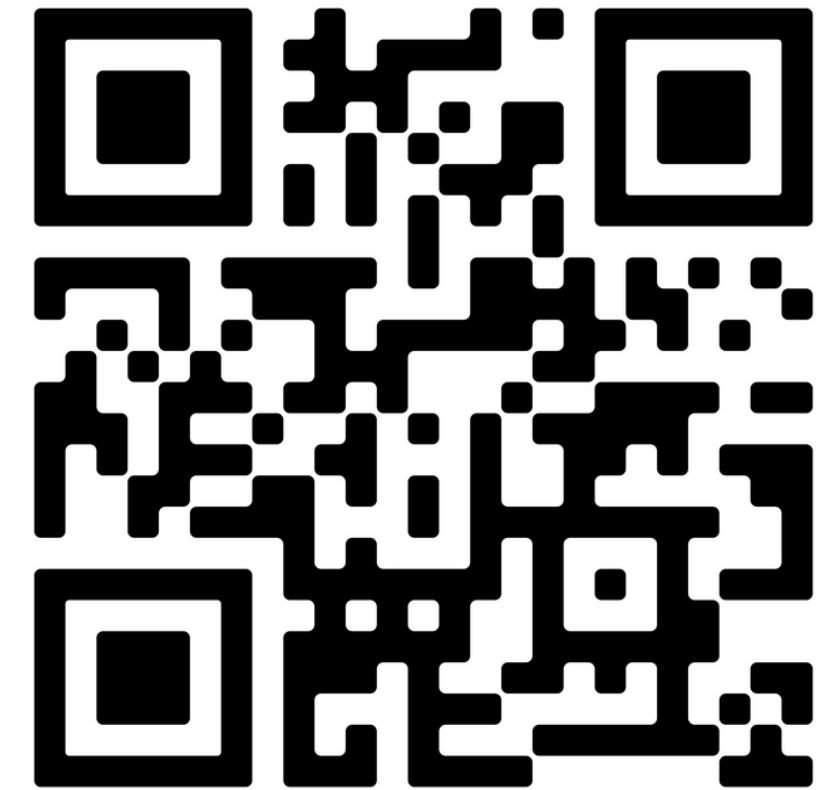


Constructive feedback sessions enable vendors to identify areas for improvement in their video submissions -- and resubmit their video for assessment.

Commonly Asked Questions

- How would a Government customer **purchase** my solution from the Marketplace?
- What are the **requirements** for a video submission?
- How does my video get **assessed**? Is there a rubric?
- Once deemed Awardable, how are we able to **interface** with potential customers?
- We are a **subcontractor** and our Prime is submitting a video. How do we submit a joint video together?

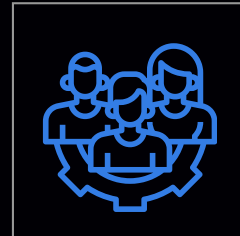
FAQ



Technology Focus Areas



Improving situational awareness and decision-making



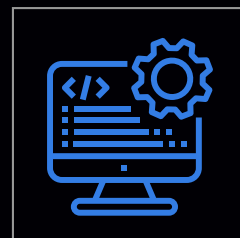
Developing a digital-age workforce



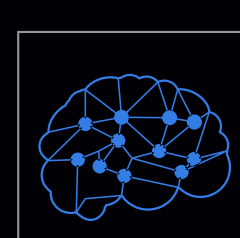
Assuring cybersecurity



Increasing safety of operating equipment



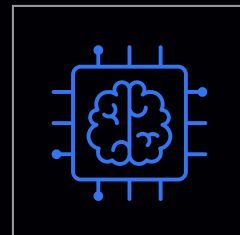
Increasing autonomy and mobility of DoD systems



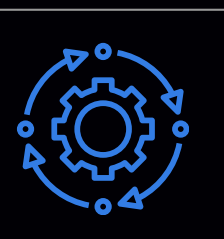
Discovering blue sky/other technology applications



Implementing predictive maintenance and supply



Application of AI/ML Scaffolding and AI Assurance



Streamlining business processes



Assuring Reliable Data Sources

Useful Resources



Do Your Homework: Read the Announcement by scanning the QR Code!



Success Stories, how other vendors won awards: "Awardable to Awarded"



How-To Videos & Helpful Tips & Tricks, on the Tradewinds website

Have a question? Reach out at success@tradewindai.com



THANK YOU!

 www.tradewindai.com

 success@tradewindai.com

 [tradewind-ai](https://www.linkedin.com/company/tradewind-ai)



Solutions Marketplace

Success Stories

“

We were **thrilled** recently to get an award through Tradewinds OTA based on a video we had created for the Tradewinds Solutions Marketplace.

While crafting the video took some time and effort, it was **far less** than we typically put into writing a proposal.

Skaion | Eric Renouf

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“

I would **encourage** small businesses to engage with the Tradewinds Solutions Marketplace. Submitting a video was **simple**. Plus, the comments and feedback from the evaluation team proved to be **incredibly helpful**.

Tenet3 | Fred Gillenwater

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Scale, the data infrastructure company for AI, is excited to announce that the Department of Defense (DoD) Chief Digital and Artificial Intelligence Office (CDAO) awarded us a new Other Transaction Agreement (OTA). **Scale received the award via the CDAO's Tradewind Solutions Marketplace.** This innovative digital repository of post-competition, readily-awardable solutions addresses the Government's greatest challenges in the AI/ML, digital, and data analytics space. **Scale commends the CDAO and Tradewinds for its partnership with commercial technology leaders to help the DoD achieve AI overmatch**

ScaleAI

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We sincerely thank you all for the platform you're providing.

We've got some **prospective customers** that I think will be able to **leverage** the Marketplace, and having it as a path is **incredibly valuable** for us!

Joel Graley | zden.tech

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“

Mile Two is extremely excited to kick off these projects with the United States Air Force DTO office! In an ever-changing world, it becomes **increasingly crucial** to provide our Airmen and Guardians with technology that precisely meets their needs. We are proud to be a partner in this work. **Thanks to Tradewinds AI Ecosystem** for making this procurement process **simple and efficient.**

Mile Two

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“

Thank you for creating Tradewinds and giving us the capability to get commercial solutions out to the DoD **faster and easier.**

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Striveworks | Quay Barnett