



Global Information Dominance Experiment  
**INDUSTRY INSIGHTS FORUM**



**CDAO**



# Forum Objectives

1. Introduce industry to the learnings from CY 23/24 GIDE events
2. Enable industry partners to support GIDE experimentation teams for the purpose of generating faster and more comprehensive outcomes
3. Outline the opportunities to join GIDE and CJADC2 ecosystem
4. Increase industry knowledge of the CDAO solutions and data marketplace concepts
5. Present JFN 2.0 requirements and way ahead, and GIDE as an experimentation venue for JFN capabilities

# DIU Overview





Enterprise-level architecture, tools, sustainment, and policy

Scaling

**WARFIGHTER APPLICATIONS & IMPACT**

Experimentation & initial fielding

Introduction

Cutting edge  
Commercially-derived tech &  
warfighter-centric  
innovation

Constant  
teamwork and  
information  
flow

Policy and  
standards  
partnership and  
leverage



# DIU: From experiment to outsized impact

DIU 1.0

BUILDING THE BRIDGE



2015 - 2018

Establish communications between DoD and the technology sector.

DIU 2.0

PROVING OUR MODEL



2019 - 2022

Build upon relationships established under DIU 1.0 to hone our process for prototyping and transitioning dual-use solutions.

DIU 3.0

DELIVERING STRATEGIC IMPACT



2023 - onward

Leverage commercial technology with the focus, speed, and scale necessary to deter major conflict and win, if forced to fight.

# Partnering for Strategic Impact

DIU ensures the Department can leverage the best of commercial technology and innovation at speed and scale to deter major conflict or win if forced to fight

1. **Focus:** Focus on the most critical capability gaps and embed with the warfighter to do so.
2. **Scale:** Partner at every level with DoD's "engines of scale."
3. **Innovation Community:** Catalyze the DoD's innovation entities into a community of impact.
4. **Commercial Leverage:** Take the partnership with the commercial tech sector to a new level.
5. **International Partnership:** Realize the enormous potential of tech partnership with allies and partners.
6. **Trust/Momentum:** Build trust and momentum required for speed and scale.
7. **Team:** Retool DIU to support all of the above.
8. **Advise:** Provide the Secretary and Deputy Secretary with world class dual fluency advice.

# Deliver commercially derived solutions with the greatest strategic impact

Greatest strategic impact to deter major conflict or win if forced to fight

HIGH

LOW

02

Find the right home, partner, and support however possible, without impacting 01.

01

Focus relentlessly, expend resources and capital of all kinds to ensure success.

Continually innovate to reset the bar.

04

Ruthlessly remove from list.

03

Engage only selectively and where critical to develop tactics, techniques, and procedures, and/or generate momentum for 01.

Assist others in generating capability/capacity to execute.

LOW

HIGH

Greatest fit with DIU's unique ability to deliver

# DIU Portfolios At-A-Glance



AI/ML

**49 Awards**  
**\$144.6M**



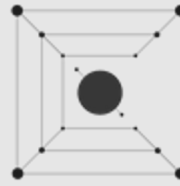
Autonomy

**142 Awards**  
**\$452.0M**



Cyber &  
Telecommunications

**67 Awards**  
**\$112.9M**



Emerging  
Technology

**New  
Portfolio**



Energy

**51 Awards**  
**\$200.0M**



Human Systems

**69 Awards**  
**\$320.3M**



Space

**72 Awards**  
**\$440.1M**

**450 Prototype OT  
Awards at \$1.7B**



# A unified onramp for talent and commercial technology

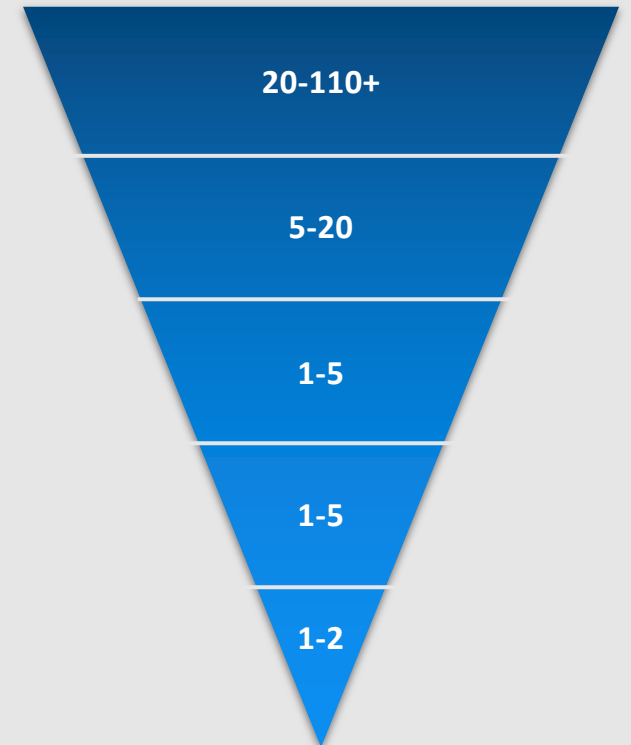


# DIU's CSO Process

*Unique project lifecycle - fast & competitive*

Problem Curation & Diligence		<ul style="list-style-type: none"> <li>• Receive, understand, and evaluate DoD partner problem</li> <li>• Confirm commercial market exists to address problem</li> </ul>	No Requirements
Commercial Solutions Opening (CSO)	<b>Phase 1</b>	<ul style="list-style-type: none"> <li>• Solicit digital proposals in response to a problem statement</li> </ul>	~10 business days
	<b>Phase 2</b>	<ul style="list-style-type: none"> <li>• Evaluate proposals and invite a short list of bidders to pitch</li> </ul>	60-90 days to contract award (goal)
	<b>Phase 3</b>	<ul style="list-style-type: none"> <li>• Select contract awardee/s and negotiate agreement</li> </ul>	
Prototyping		<ul style="list-style-type: none"> <li>• Execute prototype project</li> </ul>	12-24 months
Transition		<ul style="list-style-type: none"> <li>• Award non-competitive agreement to successful performers</li> <li>• Deliver &amp; scale solution to transition partner/s</li> </ul>	No Re compete FAR Not Req'd

## Approximate Number of Vendors Participating



# DIU Efforts around CJADC2



Energy



AI/ML



Autonomy

**Data Mesh**

- Edge Processing Nodes
- Modeling & Simulation
- Collection Orchestration
- Resilient Communications

**UxV C2**

- Automated cross-domain solution digital engineering
- All-source intelligence fusion & early warning insights
- Logistics Optimization & Planning



Cyber & Telecommunications



Emerging Technology



Space

# CDAO

Chief Digital & Artificial Intelligence Office

 **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.

# How does the Marketplace work?



←  
If video is deemed Non-Awardable, feedback is provided and vendor can resubmit!



## Questions? Feedback?

RPT (Real People Time): Weekly Office Hours with the Tradewinds Team

# Special Topics

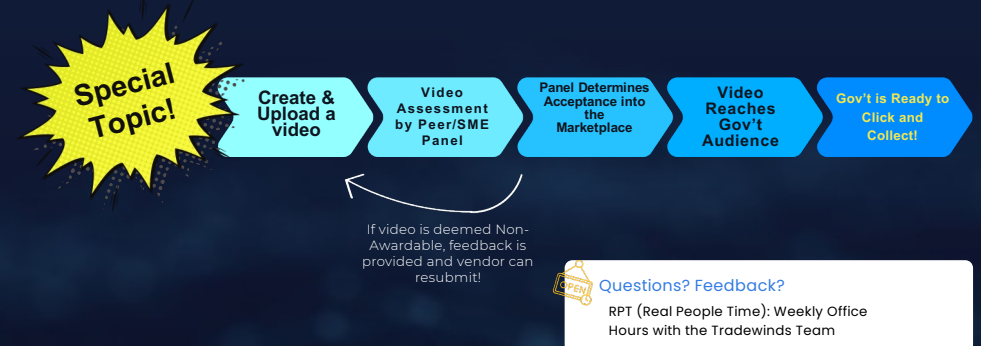
Unique problem set that is either an enhancement to a current TSM Strategic Focus Area or problem set that falls outside of the current TSM strategic focus areas.

## Government

- Great opportunity for customer organizations and contracting activities to try the solutions marketplace model and assess its fit for their particular organization, while processing a real world requirement. .
- Allows customers a fee-free trial of the Solutions Marketplace model that enables the organization to address a specific problem set via an “opportunity” (Open Call) under the TSM umbrella
- Customer organization is responsible for: (1) Developing the modified Open Call language; (2) Identifying subject matter expert assessors to assess the video submissions; (3) Providing a selecting Government Official to serve as the final approval authority on all video submissions; and (4) Coordinating with the cognizant contracting activity early in the Special Topic process to assure rapid, streamlined selection and award.

## Industry

- Same experience as submitters to the Tradewinds Solutions Marketplace, with the single added step of ensuring the video submission addresses the problem set called out within the Special Topic.





# How To Participate in the Marketplace:



Your 5-minute Video Should Include:

- Identification of the Problem(s) Addressed
- Description of the **technology** or service solution and its application to the problem(s) identified
- Potential **impact** of the solution if adopted by DoD
- **Differentiation** from other technology and service solutions which address the same or similar problem(s)
- **Pricing** Model

Where to Submit Your Solution:

All solutions must be submitted through [www.tradewindai.com](http://www.tradewindai.com)

Navigate to the Tradewinds Solutions Marketplace opportunity page and select “Start My Response” on the lower left hand side.



Accompanied by your fully completed Submission Form

# GIDE CHALLENGE



**CONTESTED LOGISTICS AND SUSTAINMENT**  
challenge



**TRADEWINDS**

**AVAILABLE ON THE TRADEWINDS MARKETPLACE**

# GIDE Challenge Schedule Overview

- **July** – GIDE Challenge Announced on TSM Website
  - Submission period open
- **August**
  - GIDE Challenge submission period closed
  - Invitations to join GIDE Event (based on mission need)
- **September** – GIDE Challenge Awards made
- **Beyond** – additional GIDE events



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