

April Global Tactical Edge Acquisition Directorate Army Service Component Command Enterprise Synchronization Forum Frequently Asked Questions

Question: As Army Service Component Commands (ASCCs) identify urgent capability needs for Accelerated Capability Events (ACEs), how is the enterprise capturing and sharing procurement intelligence — contract status, vendor performance, spend velocity, speed to field, etc. — to avoid duplicating acquisition efforts across theaters?

Answer:

The Global Tactical Edge Acquisition Directorate (G-TEAD) is a globally focused, regionally aligned organization; we are a single point of ingestion for priorities across theaters. We cross-walk any requirements received from Commanding Generals across ASCCs and map them to Forge priorities to identify areas of overlap, previous efforts, and opportunities for synchronization.

G-TEAD sequences and authorizes acquisition and testing efforts centrally to ensure that efforts in one theater are opportunities to fulfill requirements where similarities exist in others. We maintain continuous contact with ASCCs through forward-deployed teams to flag opportunities for collaboration and our quarterly ASCC/Enterprise Synchronization Forums provide insight into cross-regional efforts to both Government and Industry partners.

Question:

How and when will the G-TEAD Marketplace be launched, how can industry access it, and what pathways (e.g., xTech, ACE, Master Business Agreements) enable inclusion and visibility of capabilities to relevant customers?

Answer:

There will not be a standalone G-TEAD Marketplace; both G-TEAD and the Army recognize the importance of a centralized marketplace rather than a G-TEAD specific solution. An enterprise platform is currently being developed at the Army level which G-TEAD data and capabilities will feed into. G-TEAD maintains a consortium of Solder-vetted vendors with Master Business Agreements (MBAs), awarded through our ACE process, enabling follow-on contracts. These solutions and their information will enter the enterprise marketplace, giving visibility to foreign and U.S. Government entities looking to acquire capability.

Question: What does “high-quality industry participation” in G-TEAD events look like in practice?

Answer:

High-quality industry participants demonstrate the following:

- **Aligned to requirements:** White papers clearly map to the capabilities and functions outlined in G-TEAD solicitations

- **Ready to deploy:** Vendors initiate required authorizations (e.g., International Traffic in Arms Regulations, or ITAR) early and present Technology Readiness Level (TRL) 7+ prototypes that demonstrate operational readiness during the Soldier-led demo portion of an ACE
- **Compatible with unit systems:** Solutions integrate with unit Command and Control (C2) systems at demo (e.g., TAK, ATAK, WINTAK, Lattice, IBCS)
- **Ready for evaluation and iteration:** Vendors are prepared to transfer equipment to units for a 45–90 day post-demo evaluation and refine solutions based on Soldier feedback to support follow-on Other Transaction Agreements (OTAs)
- **Prepared to scale:** Vendors have a clear, defined path to production and are positioned to support rapid procurement and transition

Question:

How does G-TEAD/Army Pathway for Innovation and Technology (PIT) transition high-performing solutions from events into rapid integration, follow-on contracting opportunities, and scalable capability delivery?

Answer:

G-TEAD works with Portfolio Acquisition Executives (PAEs) and Capability Program Executives (CPEs) from requirement prioritization through transition to support a path for user-demonstrated solutions to scale. Forward-deployed team members maintain continuous insight into PAE priorities, and PAE partners are identified early in an ACE planning based on capability area. PAE partners remain engaged throughout the process to position high-potential solutions for contracting and funding.

Following live demonstrations and a leave-behind evaluation period, G-TEAD awards Prototype OTAs to acquire solutions demanded by Soldiers for further use and iteration. Upon successful completion, G-TEAD works with the designated PAE to provide the data, insights, and support needed to assume responsibility for scaling.

Question:

How does an MBA work? Who decides which capabilities receive MBAs and how many vendors are awarded an MBA per ACE?

Answer:

A Master Business Agreement (MBA) is an agreement between the U.S. Government and a business confirming the vendor has demonstrated capability through a competitive process. It enables rapid execution of subsequent agreements, such as follow-on OTAs. G-TEAD awards MBAs through our ACEs, informed by user feedback and a small panel of judges following live Soldier demonstrations. Solutions that do not win prize awards at Demo Day are still eligible for an MBA based on Soldier demand and have previously gone on to win follow-on contracts.

Question:

To what extent can non-U.S. entities engage with G-TEAD, and how are eligibility requirements, timelines, and onboarding pathways structured to facilitate international participation?

Answer:

International competition in a G-TEAD ACE is strongly encouraged; non-U.S. entities have both participated in and won past ACEs. International competition introduces unique capability from the global industrial base and is an asset to both U.S. Government and allied forces.

G-TEAD facilitates foreign entity eligibility through supporting completion and review of export controls (e.g., ITAR/Export Administration Regulations). It is crucial for international vendors to begin the ITAR authorization process as soon as they receive notice of an upward invite, or even before, if possible, in order to meet the approval deadline for participation. G-TEAD publishes full eligibility requirements on sam.gov alongside Industry solicitations and guides finalists through the authorizations process shortly after upward invitation to demonstrate capability.

Question:

How are procurement pathways, such as Direct Commercial Sales (DCS) via the Deputy Assistant Secretary of the Army for Defense Exports and Cooperation (DASA(DEC)) structured to enable foreign entities to acquire or partner on G-TEAD-supported capabilities?

Answer:

Enabling international transactions is a core component of G-TEAD's mission, expanding opportunities for engagement with international partners. G-TEAD maintains a close working relationship with DASA(DEC). G-TEAD-validated capabilities can be accessed by foreign buyers primarily through DCS mechanisms. As solutions mature into Programs of Record, allied partners may acquire them through Foreign Military Sales (FMS).

Question:

Are there opportunities for small business technology providers that have mature capabilities and are traversing the valley of death? What about lower-TRL technologies (below TRL 7)?

Answer:

G-TEAD encourages participation from vendors of all sizes and experience levels: historically, over 90% of ACE finalists have been small/non-traditional firms. At this time however, G-TEAD is seeking TRL 7+ capabilities ready for near-term operational use. We encourage vendors with lower-TRL capabilities to engage with Army FUZE, G-TEAD's sister organization under the PIT. Army FUZE has dedicated opportunities and funding, including the Army Small Business Innovation Research and Small Business Technology Transfer (SBIR|STTR) Program, to accelerate the development of

capabilities across maturity levels. We highly encourage vendors to re-engage with G-TEAD after achieving TRL 7+ to ensure readiness for rapid prototype buys and scaling.

Question:

Are ACEs structured to accelerate delivery of priority capabilities where production-ready solutions already exist as joint Programs of Record (PoR)?

Answer:

G-TEAD works directly with PAEs to surface relevant portfolio capabilities for competition and user feedback in G-TEAD ACEs. Although PoR capabilities do not require a contract vehicle, their inclusion provides another demand signal and data point on readiness for fielding, informing prioritization decisions and recommendations for prototype buys

Question:

How is G-TEAD addressing interoperability challenges across vendor and Army/Joint systems, and are there standardized architectures or models in place to guide integration?

Answer:

Integration of vendor solutions with the host unit's infrastructure during Demo Day and follow-on testing is critical to capability success and follow-on opportunities. G-TEAD supports this integration by bringing in C2 subject matter experts from PAEs and embedding a technical support Point of Contact to ensure selected solutions align with the Army's evolving architecture. Solutions must be interoperable with Army Next Generation Command and Control (NGC2) systems (e.g., TAK, ATAK, WINTAK, Lattice, IBCS), with specific interoperability requirements defined in each ACE solicitation.

Question:

How are Program Managers (PMs) incentivized to adopt external capabilities vs. protect existing programs?

Answer:

The Army enterprise is shifting how requirements enter the acquisition pipeline. ASCC CGs now have acquisition authority and forward funding, allowing operational needs from the field to mature into formal requirements that G-TEAD uses to plan ACEs. PMs, CPEs, and PAEs engage in the ACE process from the outset and are incentivized to adopt capabilities intentionally selected to address both operational and portfolio requirements.

PMs are increasingly seeking to deliver speed, performance, and Soldier impact, outcomes which G-TEAD ACEs are designed to support. Additionally, ACEs leverage Prototype OTAs and extended Soldier feedback to reduce integration and performance risk, making it easier for PMs to adopt and transition validated solutions.

Question:

How does G-TEAD select from and sequence priorities provided by ASCCs?

Answer:

G-TEAD employs a disciplined, repeatable process to receive CGs' requirements, prioritizing them by frontline relevance, global demand and supply, demonstration feasibility, capability maturity, and urgency. The sequencing of G-TEAD's industry opportunities is dynamic and strongly shaped by ASCC prioritization and global events. This flexible pipeline enables G-TEAD to identify and validate operationally relevant solutions at the speed of war, directly aligned to CGs' highest-priority needs.

Industry partners are encouraged to attend G-TEAD's quarterly ASCC/Enterprise Synchronization Forum and stay connected through the PIT's online channels for updates on opportunities from both G-TEAD and FUZE.