



# Introduction to G-TEAD

## BLUF

**G-TEAD Mission:** Close the gap between rapidly evolving threats and the Army's multi-year acquisition cycle, delivering capability at speed of war.

G-TEAD's forward-deployed expert teams **translate urgent Army Service Component Command (ASCC) Commander needs into affordable, warfighter-tested solutions**, delivered within 90 days of an exercise.

## G-TEAD Value Drivers

**Direct commander alignment:** Embedded with ASCC Commanders to translate top operational priorities into executable tech needs.

**Rapid industry access:** Design and run accelerated capability events with partners (e.g., Army FUZE xTech, Defense Innovation Unit) to push targeted solicitations to industry and quickly evaluate responses.

**Operational validation:** Execute live demonstrations with units to test leading prototypes in real-world conditions.

**Path to scale:** Transition successful prototypes via other transaction agreements (OTAs) to enable follow-on buys or scale through a Portfolio Acquisition Executive (PAE).



# Why Work with G-TEAD?



**Accelerated path to contract**

➤ From **demo to contracts** in months, not years

**Immediate prize award funding**

➤ **\$5M+** in funding awarded over first two Accelerated Capability Events

**Direct access to subject matter experts and Soldiers**

➤ Refine your tech against **real mission needs**

**Extended user prototype validation**

➤ Receive **45 day performance data** from warfighters

**Rapid access to joint acquisition**

➤ **22 independent contract vehicles** within 90 days

**Level playing field**

➤ Evaluation **based on capability**, not credentials; engaged **80% non-traditional firms** in first event

**Joint and worldwide buyer exposure**

➤ **Domestic and allied forces** can order your tech **<90 days** after validation

**Access to contract vehicle**

➤ Working with G-TEAD **satisfies competition requirements** needed to enable contracts

**G-TEAD offers a rapid path from demonstration to transition within the Army enterprise, backed by Soldier feedback**

# G-TEAD's Vision is Enabled by Partners



**VISION:** The Army's forward deployed hubs for rapidly translating ASCC Commanders' needs into battlefield-ready capabilities demonstrated in-theater by Soldiers



**ASCC Hosts**  
Regionally aligned, globally focused teams **define Tactical Needs Statements (TNS)** through direct engagement with **ASCC Commanders**

**Enabling Partners**  
Establish **direct industry and consortium links** for new tactical needs, and synchronize and leverage **DoW enterprise** for existing capabilities

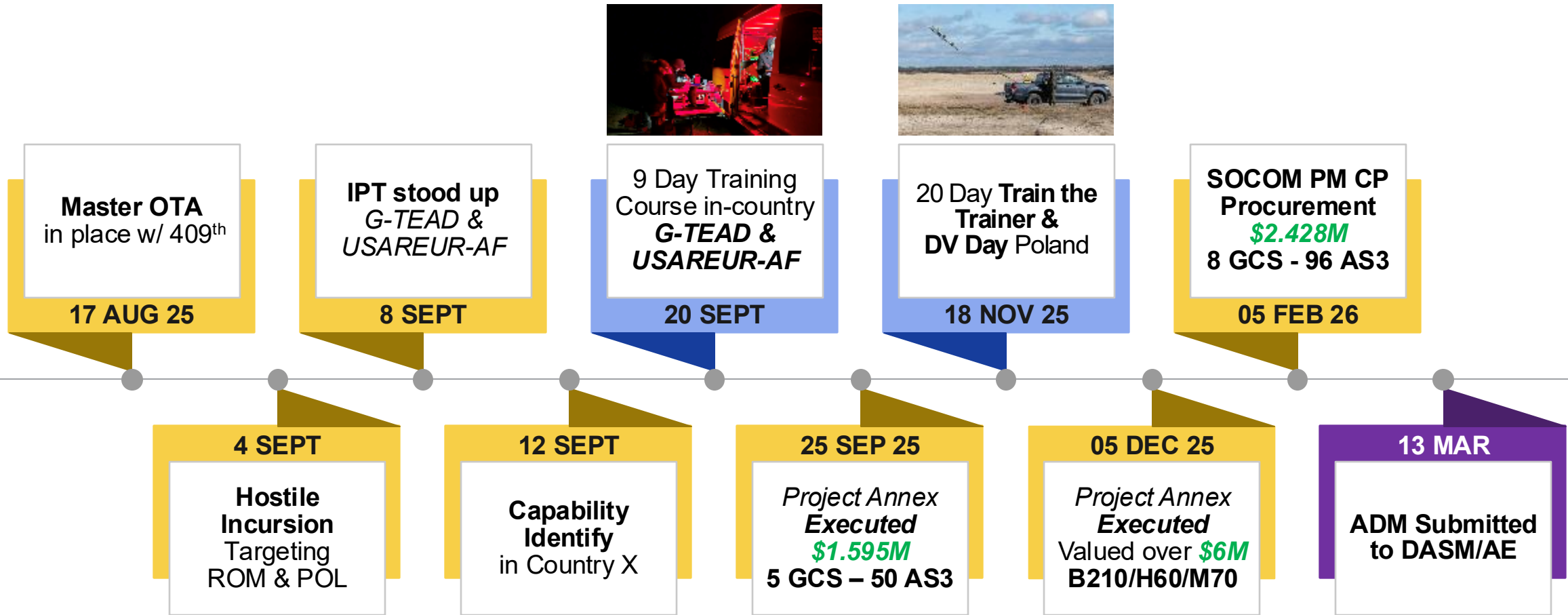
**Embedded Partners**  
**Conduct quarterly, Soldier-led demos** to ensure combat viability prior to acquisition, delivering ASCCs **5+ innovative capabilities every 90 days**

**Delivery partners**  
**Deploy leave-behind kit** and new equipment (via MBAs/OTAs) to **rapidly scale validated capabilities within 90 days**

**Delivery partners**  
We will enable **flexible options for delivery to USG and foreign partners** (e.g., via an Enterprise transaction platform direct from vendor, FMS)



# Spotlight: Deployed c-UAS Program of Record within 5 months of requirement





### USAREUR-AF

(Germany)

Regional Capability Leads:  
MAJ Cody Lucas  
MAJ Brian Jernigan

Est. Q3 FY25



### USARPAC

(Hawaii)

Regional Capability Leads:  
MAJ Doug Richardson  
MAJ Bryant Burch

Est. Q2 FY26



### ARCENT

(Shaw AFB/Kuwait)

Regional Capability Leads:  
TBD

Est. Q1 FY27



### USAR-AF/SET-AF

(Italy)

Regional Capability Lead:  
MAJ Katlin Vanwye

Est. Q4FY26



### SOF AT&L/USARWHC

(North Carolina)

Regional Capability Leads:  
MAJ Josh McMillion  
MAJ Rob Davis

Est. Q4 FY26

#### Regional Teams

Build deep understanding of regional requirements; introduce and rapidly integrate solutions for ASCCs

#### PAE Portfolio Leads

Integrated with CPEs to eliminate duplication of efforts and enable capability transition

### Headquarters

(Ft. Belvoir)

#### Director:

COL Christopher Hill

#### Deputy Director:

LTC Melvin McDonald

CTO: Mr. Ed Fallon  
Integrations Chief: Ms. Jennifer Parker  
Contracting Officer: TBD  
Planning/Budget Officer: TBD  
Contract Support: TBD  
Operations Lead: TBD

### PAE Portfolio Leads

(Collocated with PAEs)

PAE Maneuver Air (Huntsville): MAJ Bobby Filipunas  
PAE Maneuver Ground (Detroit): MAJ Janet Williams  
PAE Fires (Huntsville): LTC John Hawkins  
PAE C2/CC2 (Aberdeen): TBD  
PAE Sustainment: TBD  
PAE LP & CBRND: TBD



# Overview | How To Do Business With Us



G-TEAD engages with industry through **our Accelerated Capability Events (ACEs)**

An ACE is G-TEAD's fast-track pathway for industry to **demonstrate solutions, get direct Soldier feedback, and transition** into an Army Program of Record

An ACE consists of three main phases:

- 1 Submission & Preparation** Learn about upcoming events, submit your technology in response to solicitation, and prepare your equipment and authorizations for in-theater demonstration
- 2 Live Soldier-Led Demonstration** Invited vendors bring their equipment to a ~2-week event including verbal pitches, Soldier demonstration, Distinguished Visitor day, and award ceremony
- 3 Follow-On Evaluation** Selected equipment is left behind with units for extended use and feedback; Soldiers decide which tech to buy prototypes of with the goal of follow-on contracts and scaling



# ACE Process | Submission & Preparation



Partner ID & Funding req.

RFI posted

Upward invite

## 1 Submission & Preparation

### Learn About G-TEAD Events

- **Attend Quarterly Forums** for early visibility into industry pipeline
- Follow the PIT on **social media** and regularly **check website** for upcoming and open regional ACEs

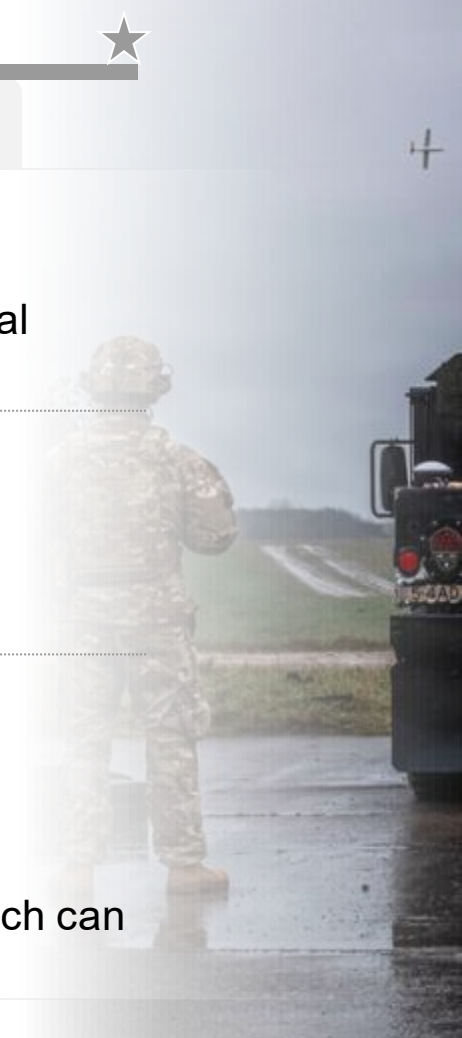
### Prepare Your Submission

- Industry **responds to solicitation** with a white paper describing their TRL 6+ system that addresses stated ASCC needs

### Prepare for Soldier-led Demonstration

G-TEAD's ACE delivery partners evaluate submissions and selects up to **20 finalists for a live, Soldier-led event**

- Finalists receive an **initial cash award**
- Finalists **attend regular preparation syncs and prepare authorizations early** to ensure tech can be transported and demonstrated





# ACE Process | Demonstration & Evaluation

Demo begins

## 2 Live Soldier-Led Demonstration

Demonstrations are held in theater and consist of:

1. **Soldier-led training and demonstration**
2. **Vendor pitch** of solution concept
  - ACE delivery partners award top performers **cash awards**

MBAs

OTAs

Transition

## 3 Follow-On Evaluation

### Leave Equipment for Evaluation

- Unit independently selects vendors to **leave behind kit for 45+ day evaluation**
- G-TEAD issues **MBA contract vehicles** to these vendors to enable joint acquisition via marketplace
- Vendors receive **continuous Soldier feedback** to improve their tech's usability

### Initial Prototype OTA

- G-TEAD executes a 90D **rapid OTA** and issues funds for units to **acquire prototypes**
- At 90D, unit **decides if tech is ready to scale** or if **another OTA period** is needed

### 2<sup>nd</sup> Prototype OTA to Transition

- If desired, G-TEAD facilitates **2<sup>nd</sup> 90-Day prototype OTA** for further tests and iteration
- Solution transitions to PAE to become a **Program of Record**



# What Success Looks Like

## Common solution gaps from prior ACEs:

*Misaligned to capability focus*

*Tech or compliance not ready for demo*

*Non-interoperable tech*

*No kit left with Soldiers*

*Lack of clear path to scale*

## Successful solutions are:


Aligned to requirements <span>1</span>	Ready to deploy now <span>2</span>	Compatible with unit systems <span>3</span>	Ready for eval. & iteration <span>4</span>	Prepared to scale quickly <span>5</span>
<ul style="list-style-type: none"><li>✓ Whitepaper directly maps to capability and functions outlined in RFI</li></ul>	<ul style="list-style-type: none"><li>✓ TRL 6+ prototype</li><li>✓ Operational readiness demonstrated in Soldier-led demo</li><li>✓ Authorization (e.g., ITAR) initiated early</li></ul>	<ul style="list-style-type: none"><li>✓ Integrates with unit C2 systems at demo (e.g., TAK, ATAK, ITAK, WINTAK, Lattice, IBCS)</li><li>✓ Vendor trains Soldiers</li></ul>	<ul style="list-style-type: none"><li>✓ Kit transferred to unit for 45-90-day post-demo evaluation</li><li>✓ Vendor refines tech based on Soldier feedback to secure OTA</li></ul>	<ul style="list-style-type: none"><li>✓ Clear, pre-defined path to production</li><li>✓ Vendor ready to support rapid procurement and transition</li></ul>




# G-TEAD's Preliminary FY27 ACE Roadmap



FY 27

**NOV** 


*Agile Sustainment*

**MAR** 

*Pending priorities*

**APR** 

*Army Watercraft,  
Deep Effects*

**JUL** 

*Pending priorities*

**AUG** 


*All Domain Fires*

1Q

2Q

3Q


4Q

**NOV** 


*Unmanned Sustainment,  
Signature Mgmt.,  
Deep Sensing*

**FEB** 

*Allies & Partners Tech Interoperability,  
Advanced Manufacturing*

**MAR** 

*Pending priorities*

**JUN** 


*Medical & Casualty Evacuation*

**AUG** 

*Medical Logistics Resilience*

USAREUR-AF 

USARPAC 

SETAF-AF 

USARCEN 

Timing and capability focus of all ACEs are **tentative and subject to change** until solicitations are posted