



# VERTEX

## FREQUENTLY ASKED QUESTIONS (FAQS)

If you don't find the answer to your question here, please [send a note](#) to our team.

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### FAQ Sections

[.01 ABOUT THE EVENT](#)

[.02 ABOUT PARTICIPATION](#)

[.03 ABOUT AFC AND AAL](#)

### ABOUT THE EVENT

#### **What is VERTEX | Robotics?**

VERTEX | Robotics is an exclusive two-day workshop to explore the opportunities and challenges surrounding robotic systems. This US Army market intelligence event creates a public-private exchange on new or novel robotics solutions. This year focuses on the technology, devices, and methods that can enhance uncrewed systems. Together, commercial innovators and government experts will examine promising concepts, tackle real-world use cases, and uncover current opportunities and trends — all in one place.

#### **Why was the Army VERTEX event series created?**

The intent of the VERTEX | Robotics is to capture market intelligence that can be used to inform everything from concepts to requirements for the Army's technical problems. We realized it was possible to add value to the ecosystem by facilitating a meaningful exchange of technical information among peers across the robotics sector and allowing others to benefit from that market intelligence.

#### **What are the dates for VERTEX | Robotics? Where will the event be held?**

VERTEX | Robotics will take place July 19-20, 2023, at [Capital Factory](#) in downtown Austin, TX.



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### **Who hosts VERTEX | Robotics?**

VERTEX | Robotics is an AFC-hosted event. Army Futures Command brings all the entities in the Army acquisition ecosystem together to learn from industry. The Army Applications Laboratory (AAL) leads the effort to bring key teams together across the military and the commercial sector.

### **Is this the first Army VERTEX event? Is this an annual event?**

VERTEX | Robotics is the third iteration of the VERTEX series. Each VERTEX event focuses on a priority technology area for the Army, as envisioned by AFC leadership. This upcoming VERTEX event focuses on robotics. The frequency and the topics for future events are determined by evolving Army needs.

### **What is on the agenda for VERTEX | Robotics?**

Packed with plenty of time for Army and commercial technologists to collaborate, the [morning agenda](#) includes keynotes and panel discussions on robotics and uncrewed systems from leading private-sector innovators. In the afternoons, participants will break into small groups to talk about how these technologies can help the Army address its most critical robotics [use cases](#).

VERTEX | Robotics content will focus on answering questions in four core areas.

- **Survivability:** How can we improve the chances for Soldiers and uncrewed systems to survive and continue to operate while facing various attacks?
- **Command and Control:** How do we make it easier for Soldiers to communicate, collaborate on, collect, and interpret critical information across multiple uncrewed air and ground platforms?
- **Mobility:** How does a unit on the move, transport, deploy, recover, and maintain uncrewed systems?
- **Lethality:** How can uncrewed systems give Soldiers without heavy vehicles and equipment the advantage when faced with armored vehicles?



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### **Will contracts be awarded at this event?**

No. VERTEX | Robotics is not a pitch competition, and no contracts or funding will be awarded directly from this event. If you are interested in working with the US Army, visit [sam.gov](https://sam.gov) to find open contract opportunities or check out the [open opportunities with AAL](#).

### **What happens after VERTEX | Robotics?**

Army subject matter experts (SMEs) will consolidate and report recommendations to key stakeholders and leadership across the enterprise. New opportunities will be informed by this event, and the acquisition community will have your contact information when beginning a solicitation for a new project.

### **Will the event be live streamed or recorded?**

The morning sessions (only) will be livestreamed during the event and available via AFC's YouTube channel.

### **Why is the Army looking for nontraditional and other commercial entities for robotics solutions?**

Winning large-scale ground combat as part of joint, multi-domain operations requires the US Army to be on the forward edge of technology, so our Soldiers can gain moments of advantage. To enable that, the Army wants to foster a community where new and different private-sector innovators can partner with military innovators to solve critical problems together.

One of the ways we do this is by streamlining acquisition processes and bringing new ideas to our teams who develop requirements, concepts, and technology. Developing more intentional interaction with all the SMEs in the room can speed the pace of innovation. The Army has a role in changing ideas about where technologists go to innovate and work on the cutting edge – across the Army, our sister services, and the entire DoD.



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### ABOUT PARTICIPATION

#### **Why should I consider participating in VERTEX | Robotics?**

The market intelligence available at VERTEX | Robotics is valuable for the entire ecosystem, not just for the Army. VERTEX | Robotics participants will get a firsthand look at novel robotics solutions and products that haven't hit the broader market but are on the path to commercialization.

As part of the event, attendees will also be able to meet US Army leaders and government subject matter experts who have non-dilutive funding for new robotics technologies. You'll learn about the hardest problems that we are trying to solve and where the Army needs to evolve. With this information, you can inform what the Army develops and highlight areas for refinement by aligning your R&D or investments to the market trajectory.

In addition, startups and small businesses will have a chance to see how their technology stacks up. You may uncover new applications for your technology or get mainstream validation of innovative concepts. And you can identify partnership opportunities with other technologists, founders, and market experts who are working on the bleeding edge of technology.

#### **Who attends VERTEX | Robotics?**

Army VERTEX attendees will include personnel (leaders, SMEs, etc.) from across Army Futures Command as well as Army Program Executive Offices (PEOs) with a vested interest in robotics technologies. It will also include commercial technologists, founders, and market experts who can contribute to a meaningful dialogue on next-generation robotics technologies. While there will be opportunities to build relationships during VERTEX | Robotics, the goal is to keep the focus on the technology, not on contracts or business development.

#### **Can I attend VERTEX even if I don't work with the DoD?**

Absolutely! VERTEX | Robotics is designed for companies that don't typically work with the US government but may have a capability useful to the DoD, or that have done some work for the US government but have not yet reached a critical mass of sales for sustained engagement. Frequently, these companies might be considered "nontraditional" defense vendors, and we would love to see you there.



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### **What defines a “nontraditional” company, and does my company need to be one to attend?**

While there is not a fixed definition of “nontraditional” companies for this event, AFC considers a nontraditional company to be one that generates revenue primarily from non-DoD activities. When speaking of nontraditional companies, it means that we want to include technologies from throughout the commercial industry that can be applied and converted to solve Army problems.

That said, you do not need to be a nontraditional company to attend VERTEX | Robotics. All companies are welcome to request an invite and will be selected to participate based on who would contribute to, or learn from, discussions on robotics the most.

### **How many people attend VERTEX | Robotics?**

This market intelligence event will bring together about 150 commercial innovators with US Army experts for a technical exchange on new and novel solutions related to robotics.

### **How do I request to participate in VERTEX? How is attendance determined?**

To be considered for attendance, register for VERTEX | Robotics at [vertex.aal.army](https://vertex.aal.army).

While anyone can request an invitation, attendance at VERTEX | Robotics is limited to 150 people. Prior to receiving a formal invitation, individuals will be vetted to ensure alignment with AFC's use cases for this event. If your area of expertise is a good fit, we'll let you know if you are selected to participate within about three weeks. Please do not book your travel arrangements until you have received an invitation to attend.

### **What is the deadline to register?**

The deadline to register is June 23, 2023 to allow ample time for in-person selection and travel planning.

### **Is there a limit to the number of people who can attend the event from my company?**

Attendance from any one company is limited to three people.



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### **I received information about a government-only activity on July 18. What's that about?**

A group of robotics stakeholders from across the Army will gather on July 18 to discuss shared goals and objectives for VERTEX | Robotics as well as for the Army's robotics capabilities overall. If you received information on this activity but have questions, please refer to the email you received or contact Michael Borzcik directly.

### **Do I need to be vaccinated for COVID-19 to participate?**

We no longer require vaccinations. Please consider the health of others if you are feeling sick. Here is a link for more information on [COVID-19](#).

### **Can I post about what I learn during VERTEX on my social media channels?**

You can post publicly about anything you learn in the plenary sessions each morning, as these sessions will also be live streamed via AFC's YouTube Channel. But we ask that you not post any information from the use case breakout sessions each afternoon, which will be closed-door sessions exclusively for individuals who are invited to attend in person.

Feel free to tag our social channels in your posts:

- [Army Futures Command](#) (LinkedIn) & [@armyfuture](#)s (Twitter)
- [Army Applications Laboratory](#) (LinkedIn) & [@aal\\_innovation](#) (Twitter)



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### ABOUT AFC & AAL

#### **What is Army Futures Command?**

Army Futures Command is a United States Army command responsible for Army transformation. AFC has three priorities to support our purpose – prioritize people, design Army 2040 and deliver Army 2030. Headquartered in Austin, Texas, AFC has more than 26,000 people worldwide.

The Army's six modernization priorities are the focus of our eight Cross Functional Teams: Long Range Precision Fires; Next Generation Combat Vehicle; Future Vertical Lift; Army Network; Air and Missile Defense; Soldier Lethality; Assured Positioning Navigation Timing; and, Synthetic Training Environment. The Artificial Intelligence Task Force and the Army Applications Laboratory also support our efforts.

Collaborating with entrepreneurs, scientists, industry, and academia, AFC strives to create the best solutions to keep Soldiers safe and America strong. For more information, visit [armyfuturescommand.com](https://armyfuturescommand.com).

#### **What is the Army Application Laboratory (AAL)?**

Army Applications Laboratory (AAL), based in Austin, Texas, focuses on finding new commercial technologies and cutting-edge ideas that can be turned into real, relevant solutions for Soldiers – experimenting directly with Army units to speed technology development and test and refine improved capability development models that can be used widely across the Army. Learn how we do it at [aal.army](https://aal.army).

#### **Is VERTEX | Robotics the main focus of AAL?**

No. AAL is working on a variety of problem sets in addition to this one. You can discover more open opportunities to work with AAL at [aal.army/get-involved](https://aal.army/get-involved).

#### **Is AAL affiliated with DIU?**

No. AAL is a part of Army Futures Command (AFC), headquartered in Austin, Texas. They are separate and distinct from the Defense Innovation Unit (DIU). AAL and AFC exist to modernize and transform the Army, while DIU works on problems applicable to the entire DoD.