



# 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

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**.02 ABOUT PARTICIPATION**

**.03 ABOUT AFC AND AAL**

### ABOUT THE EVENT

#### **What is VERTEX | Energy?**

VERTEX | Energy is the concentrated source of energy market intelligence for the US Army. This 3-day symposium affords founders, investors, and market experts a rare opportunity to baseline product differentiation while informing the US Army's approach to next-gen energy and power. Hosted by Army Futures Command (AFC), the Army VERTEX | Energy event places commercial experts and innovators at the center of the conversation to explore and examine the current state of energy and power technology.

#### **Why was the Army VERTEX | Energy event created?**

Ultimately, the intent of this event is to capture market intelligence for Army Futures Command that can be used to inform everything from concepts to requirements. That said, we felt it was possible to add value back into the ecosystem by allowing others to benefit from that market intelligence as well. The idea is to facilitate a meaningful exchange of technical information among peers across the energy sector.

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

The in-person component of VERTEX | Energy event will take place April 19-21, 2022, at Capital Factory in downtown Austin, TX. Capital Factory is within the Omni hotel located at 701 Brazos Street, Austin, TX 78701. In addition, anyone can watch the sessions via livestream on AFC's YouTube channel. A link to this livestream will be shared with registered attendees prior to the event.



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### **Who is in charge of the Army VERTEX | Energy event?**

VERTEX | Energy is an AFC-hosted event. The Acquisitions and Systems (A&S) branch of Army Futures Command is bringing together all of the entities in the Army acquisition ecosystem to learn together from industry. The Army Applications Laboratory (AAL) is leading the effort within A&S to bring these key teams together from across the military and commercial worlds.

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

VERTEX | Energy is the first Army VERTEX event. We envision that this will become an event series, with each event focusing on a priority technology area for the Army. Both the frequency and the topics for future events are TBD. Before we formalize that plan, we want to capture lessons learned from this first event and use that data to inform the path forward so that we're maximizing value for attendees as well as the Army.

### **What topics will be covered during VERTEX | Energy?**

The Army VERTEX | Energy event will focus on four energy and electrification technology areas:

- **Platform Electrification & Modernization**, including: hybrid/all-electric propulsion, EV charging (fast, austere, extreme temps), platform exportable power (P2P and generator replacement), onboard power management (planning and real time), range extenders, and platform-to-Soldier power transfer.
- **Soldier & Small Unit Power**, including: power electronics, battery charging, high-density storage, demand reduction, diffuse energy concentration, and energy awareness (planning and real time).
- **OE Infrastructure & Integration**, including: standardization, intelligent power management (planning and real time), grid storage, AI/ML enhancement, power distribution in austere environments, and high temperature power inversion.
- **Operational Touchpoints with Installations**, including: power storage and density, vehicle-to-grid integration, small modular nuclear reactors, and fleet management.

To view all of the use cases that will be discussed during the event, visit [armyvertex.com/use-cases](https://armyvertex.com/use-cases).



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

No. VERTEX | Energy 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 at [aal.army/get-involved](https://aal.army/get-involved).

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

Once the event is complete, Army subject matter experts (SMEs) will consolidate and report findings 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. In addition, the [Project Convergence portal](#) will accept submissions from commercial entities who are interested in working with the US Army. We will review those submissions and route your technology appropriately to the most interested S&T or R&D division.

### **Why is the Army looking for nontraditionals and other commercial entities for energy solutions?**

Winning large-scale ground combat as part of joint, multi-domain operations requires the US military to be on the edge of technology so our warfighters 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 that is by streamlining acquisition processes and bringing new ideas to our teams that 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 the narrative about where people go to innovate and work on the cutting edge of technology – across the Army, our sister-services, and the entire DoD.



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### ABOUT PARTICIPATION

#### **What is the value of participating in VERTEX | Energy?**

The market intelligence available at VERTEX | Energy is valuable for the entire ecosystem, not just for the US Army. VERTEX | Energy participants will get a firsthand look at new or novel energy technologies and learn which are gaining commercial investment.

The event will also provide attendees with insight into the US Army's funding roadmap directly from the 4-Star Command that determines how and where the Army invests. You'll learn about the hardest problems that we're trying to solve and where the Army plans to invest its money.

In addition, startups and small businesses will have a chance to see how their technology compares and inform product development while highlighting areas for refinement. You can identify partnership opportunities with technologists, founders, and market experts working on the bleeding edge of technology – including the US Army – while helping close the gap between the US military and the commercial world.

#### **Who attends VERTEX | Energy?**

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 these technologies. It will also include commercial technologists, founders, and market experts who can contribute to a meaningful dialogue on next-generation energy technologies. While there will surely be opportunities to build relationships during VERTEX | Energy, we want to keep the focus on the technology.

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

Anyone can participate in VERTEX | Energy virtually by viewing the livestream sessions on the AFC YouTube channel. To support our focus on new and novel technology, however, we are limiting in-person attendance to



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150 people. Both panel presenters and attendees will be vetted and selected to ensure alignment with the use cases that AFC seeks to address through this event.

### **How do I apply for in-person attendance? How will in-person attendance be determined?**

To be considered for in-person attendance, register for VERTEX | Energy at [armyvertex.com](https://armyvertex.com). You can indicate the day(s) you want to attend in person as well as the specific use case breakout sessions you'd like to join as part of the registration process.

Our team will review your information and determine if you are a good fit as an audience member or panelist. We'll let you know within approximately three weeks whether you are selected to participate in person and in what capacity. Even if you are not selected, you are still encouraged to watch the VERTEX | Energy sessions via the AFC YouTube livestream.

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

To allow ample time for in-person selection and travel planning, the deadline to register for in-person attendance is March 25, 2022. Those who only wish to watch via the livestream have until April 18, 2022, to register.

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

Given the limitations on in-person attendees, we will be limiting attendance in Austin to no more than three people per company. There is not, however, a limit on the number of people from your company who can watch sessions via the livestream.

### **Can I join the event even if I don't already work with the DoD?**

Absolutely! VERTEX | Energy is designed for companies (i) that don't typically work with the US federal government but may have a capability useful to the DoD or (ii) that have done some work for the US federal 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 has a business model which 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 | Energy. All companies are invited to register and will be selected for in-person attendance based on the defined criteria (e.g., alignment with critical Army use cases).

### **Do I need to be vaccinated to participate?**

Yes. You'll need to provide proof of vaccination at reception each day of the event to help us maintain a safe, COVID-cautious environment. If you are not vaccinated, you are invited to watch VERTEX | Energy sessions via the livestream on AFC's YouTube channel.

## ABOUT AFC & AAL

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

Army Futures Command is a United States Army command aimed at modernizing the Army. AFC leads the persistent modernization of the Army in order to provide future warfighters with the concepts, capabilities, and organizational designs needed to dominate a future battlefield. 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).



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

AAL is not a laboratory in the traditional sense of the word. We don't make things – we make things possible. AAL is the Army's innovation unit and a partner for both industry and government organizations. We create practices and processes to speed capability development and turn cutting-edge ideas into real, relevant solutions for Soldiers. Learn how we do it at [aal.army](https://aal.army).

### **Is VERTEX | Energy 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 the Army Futures Command (AFC), and both are headquartered in Austin, Texas. They are separate and distinct from the Defense Innovation Unit (DIU). AAL and AFC exist to modernize the Army, while DIU works on Secretary of Defense problems applicable to the entire DoD.