

SOLDIER POWER COHORT

INSTRUCTIONS TO JOIN

The Soldier Power Cohort will bring together a select group of commercial businesses to help the U.S. Army address its increasing demand for power and sustainable energy delivery capabilities at the Soldier and small-unit level. To be considered for this program, simply follow the instructions below to submit.



ABOUT THE COHORT

The Army Applications Laboratory (AAL) is partnering with a diverse group of Army modernization and transition stakeholders to stand up the **Soldier Power Cohort**. The Cohort is scheduled to start on 01.24.2022 and is expected to conclude on 03.18.2022.

Created and managed by a contractor team from Huntington Ingalls Industries (HII), this program will identify and explore technologies to help the Army deliver smaller, lighter energy and power generation capabilities to Soldiers. Specifically, we want to find solutions in the following areas:

- Compact power generation
- High-density energy storage
- Rapid charging / recharging
- Power conversion, distribution, and management

The Soldier Power Cohort will bring together commercial and military experts, as well as Army customers, to explore whether proposed solutions can be effectively deployed across the U.S. Army.

HOW TO SUBMIT

We want submitting to join the Soldier Power Cohort to be as easy as possible. After all, part of our mission is to reduce barriers for businesses that want to work with the Army. So, you can get it done in three simple steps.

1

Read the guidelines on page 2 for tips on what to include in your submission. If you have questions, **schedule a call** with our team.

2

Create a submission that presents your solution to the Soldier Power problem. There's no defined length or format, but 5-10 pages should be about right.

3

Upload your submission for our team to review using the easy online process at **aal.army/cohort/submit**. The deadline is 11:59pm CT on Tuesday, 11.16.2021.

What Happens Next?

Once you upload your document(s), you'll get an email confirming receipt of your submission. If you don't get that email within 24 hours, let us know so we can make sure your submission is received.

All submissions will go through an evaluation process conducted by our team. We may contact you or schedule a call if we have questions or need more info. After a thorough review, we'll invite selected companies to join the Soldier Power Cohort and notify all who submitted within 30 days.

SOLDIER POWER COHORT SUBMISSION GUIDELINES

Be sure to include these **three key elements** in your submission. In addition to these areas, feel free to include other relevant information — like a company profile or capability marketing materials — to give us the best picture of who you are and what you can do.

1. TECHNICAL CAPABILITY

Our team needs to understand your technology, know that it works, and have confidence in your team to deliver. The better we understand what you're proposing, the better we'll be able to assess it.

TIPS:

- 👉 Include key qualifications of your technical team and key personnel.
- 👉 Show how you compare to competitors and what differentiates your solution.
- 👉 Share the results of any relevant tests or demonstrations that will help us understand the maturity of your solution and evaluate its technology readiness level.
- 👉 If your proposed solution is not yet fully developed, give us an idea of the technical risks and anticipated timeline required to develop it.
- 👉 Explain how your solution — and support — would scale as demand increases.

2. PROBLEM RELEVANCE

Your submission will be evaluated based on how your technology could help solve the Army's increasing demand for power and sustainable energy delivery. Be sure to make that connection in whatever you submit.

TIPS:

- 👉 Explain how your technology could be applied or adapted to help address this Army problem, based on what you know so far. If selected to participate in the Soldier Power Cohort, you will learn much more!
- 👉 Tell us how participating in the Soldier Power Cohort would inform and/or advance your technology and create value for the Army.

3. BUSINESS VIABILITY

The Army needs to know that any companies selected to join the Soldier Power Cohort will be around to execute the work. So we'll look for evidence of your company's viability when evaluating your submission.

TIPS:

- 👉 Provide some background on your company structure, capabilities, and strategy.
- 👉 Introduce us to your management team and their key qualifications.
- 👉 Let us know if you have products that generate revenue. If not, tell us about other sources of funding.
- 👉 Share what resources you have (or would need) to prototype your solution and produce it at scale.
- 👉 It can be difficult for the Army to work with foreign businesses or individuals, but it's not impossible. To help us plan, let us know if any of the owners, board members, or key personnel from your company are not U.S. citizens.