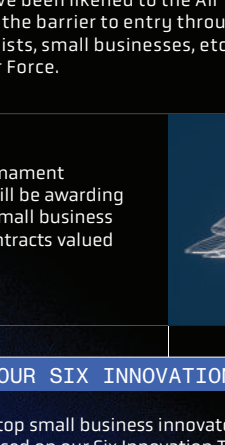


U.S. AIR FORCE ARMAMENT DIRECTORATE

WEAPONS PITCH DAY

DATE: JULY 20-21, 2022
LOCATION: DOOLITTLE INSTITUTE, NICEVILLE, FLORIDA



AIRFORCEWEAPONS.COM/WPD

WEAPONS PITCH DAY

\$30M

TO BE AWARDED

U.S. Air Force "Pitch Days" have been likened to the Air Force's version of "Shark Tank" – as the event is focused on lowering the barrier to entry through accelerated, same-day contracting for entrepreneurs, technologists, small businesses, etc. – innovators who are intent on bringing cutting-edge ideas to the Air Force.

This year, the U.S. Air Force Armament Directorate's third Pitch Day will be awarding \$30M in funding to multiple small business innovators with individual contracts valued at up to \$1.8M each.

OUR SIX INNOVATION TARGETS

This event will feature the top small business innovators pitching the Directorate early-stage, "low-maturity" ideas – focused on our Six Innovation Targets.

- Digital Engineering
- Non-Kinetic Effects
- Reach
- Sensing and Communications
- Autonomous Collaboration
- Affordable Mass

For more information, please visit www.airforceweapons.com/invite

ACTIVATE THE QR CODE TO WATCH THE LIVE STREAM
www.airforceweapons.com/live



U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

MEET THE JUDGES AND THE SMALL BUSINESS INNOVATORS

JUDGING PANEL

Meet our Judging Panel that will evaluate selected small businesses pitching. Winners will be awarded individual contracts within the \$30M allocation, valued at up to \$1.8M each.

- MAJ GEN R. SCOTT JOBE, HEADQUARTERS AIR FORCE, DIRECTOR OF PROGRAMS, POLICIES, AND REQUIREMENTS
- COL SLOAN L. HOLTS, VICE COMMANDER OF THE 5TH AIR FORCE
- COL MARTIN SAINES, II, AIR FORCE ASSISTANT CHIEF OF STAFF, AFFORDABLE MASS
- COL WOODROW ANTHONY BEERS, AIR FORCE ASSISTANT CHIEF OF STAFF, AFFORDABLE MASS
- COL CHRISTOPHER BUCKLEY, HEADQUARTERS AIR FORCE, CHIEF OF REQUISITION AND REQUIREMENTS

SMALL BUSINESS INNOVATORS PITCHING

Here are the final businesses who will pitch their ideas to our Judging Panel for same-day awarded contracts within the \$30M allocation. These individual contract awards, valued at up to \$1.8M each, give small businesses the opportunity to continue developing their tech ideas for future integration with Armament Directorate munitions and program priorities.

- ANTARA TEKNIK LLC
- ASYMMETRIC
- CAUDLA ENGINEERING
- FGC PLASMA
- GALT
- HELICON CHEMICAL
- INFORMATION SYSTEMS LABORATORIES (ISL)
- INNVEERING
- INTEGRATED SOLUTIONS FOR SYSTEMS (IS4S)
- INTELLIGENSE SYSTEMS
- ISARI DIGITAL
- PHYSICS MATERIALS AND APPLIED MATHEMATICS RESEARCH
- SECMATION
- SHIELD AI
- STRATEGIC TECHNOLOGIES
- UNARMED EXPERTS
- VELONTRA

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

DAY 1

EVENT WELCOME, CLOSED PITCHES, POST-PITCH DEBRIEFS, AND MEET & GREETS

WEDNESDAY • JULY 20, 2022

7:30 A.M. Registration Opens (Recommended Arrival Time)

8:35 A.M. THE ROAD TO WEAPONS PITCH DAY

DEPUTY PROGRAM EXECUTIVE OFFICER FOR WEAPONS

Michael Sorial welcomes in-person and virtual attendees to Weapons Pitch Day 2022. This is the Armament Directorate's third Pitch Day, an event synonymous with speed and agility as the Air Force moves quickly to contract emerging technologies.

8:00 A.M. WELCOME AND INTRODUCTION TO THE DAY

BUSINESS MEET & GREETS BEGIN
Media Interviews Begin

8:15 A.M. Meet The Judges

8:30 A.M. [All Day] Meet The Small Business Innovators

CLOSED PITCHES BEGIN
Uninvited personnel will not be permitted into the Private Pitch Room or Invite-Only Sessions.

8:50 A.M. [All Day] Post-Pitch Debriefs Begin

9:00 P.M. Day 1 Closing Remarks

9:00 P.M. Day 1 Concludes

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

DAY 2

INDUSTRY DAY, THOUGHT LEADERSHIP, KEYNOTE SPEAKERS, AND MILLION DOLLAR MOMENT

THURSDAY • JULY 21, 2022

8:30 A.M. DAY TWO LINEUP

7:30 A.M. Registration Opens

8:00 A.M. Welcome and Introduction to The Day

8:30 A.M. [All Day] Business Meet & Greets Begin

Media Interviews Begin

8:35 A.M. THE AIR FORCE THE NATION NEEDS

THE END OF THE KILL CHAIN: THE WEAPONRY NEEDED TO ARM THE AIR FORCE WE NEED

Col Christopher Buckley from Air Force Futures at Headquarters Air Force will talk about the attributes and capabilities of the future weapons that arm the Air Force the Nation Needs.

The Air Force needs a new mix of weapons to compete with and, if necessary, defeat adversaries in the future environment. These weapons will have to go beyond the attributes of range, speed, and lethality into places such as networked, collaborative, and autonomous.

The Air Force must design secure open systems architecture and modularity into these weapons to ensure rapid capability upgrades as fast as the tactical situation dictates, and we must do all of this in cooperation with our joint and allied partners. Welcome to the end of the kill chain.

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

DAY 2

INDUSTRY DAY, THOUGHT LEADERSHIP, KEYNOTE SPEAKERS, AND MILLION DOLLAR MOMENT

THURSDAY • JULY 21, 2022

8:35 A.M. TECHNOLOGY TRANSITION

BEYOND "INNOVATION THEATER": VISION, TARGETS, CHALLENGES

With a strategic view from the Pentagon, Dr. Yvette Weber will speak to evolving models that address more effective transition of technologies, to take the U.S. Air Force and Department of Defense beyond "innovation theater" – evaluating the vision, targets, and challenges to increase and maximize private sector innovation and integration with the Air Force.

COMM • 83992_38

8:30 A.M. TECHNOLOGY TRANSITION

PANEL: "LANDING PADS" – BUILDING MORE ALLIANCES

This panel is comprised of executives from the largest defense contractors, with representatives from the business unit and venture arms. We will examine the concept of increasing "landing pads" – establishing more effective alliances with, and investment in, small business innovators. This panel will discuss the vision, tactics, and challenges to making this happen faster, and more efficiently from the perspectives of various leaders in the defense industry.

- PANELIST: JAMES BELLIS, VICE PRESIDENT AND DIRECTOR OF ACQUISITION
- PANELIST: DANIEL WELLS, VICE PRESIDENT AND DIRECTOR OF ACQUISITION
- PANELIST: JOHN CHRISTOPHER MOORE, VICE PRESIDENT AND DIRECTOR OF ACQUISITION
- PANELIST: ROMAN MULLER, VICE PRESIDENT AND DIRECTOR OF ACQUISITION
- PANELIST: STEPHEN RODRIGUEZ, VICE PRESIDENT AND DIRECTOR OF ACQUISITION

10:15 A.M. DISRUPTIVE INNOVATION

Exploring new models of acquisition, Dr. Emily Doucette and Major Jorge Ramirez will analyze the "challenge-based acquisition" model with examples from the recent Protovision challenge, and how its success will accelerate the Golden Horde program.

EVOLUTION OF ACQUISITION

DR. EMILY DOUCETTE, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION

MAJ JORGE RAMIREZ, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

10:30 A.M. FEATURED SPEAKER PAUL SCHARRE

ARMY OF NONE: AUTONOMOUS WEAPONS AND THE FUTURE OF WAR

"ARTIFICIAL INTELLIGENCE IS COMING AND IT WILL BE USED IN WAR. NOW IT IS USED; HOWEVER, IS AN OPEN QUESTION."

A Pentagon defense expert, former U.S. Army Ranger, author of the bestselling book, Army of None, and vice President of Center for a New American Security – Paul Scharre explores next-generation warfare and high tech weapons systems.

He will unpack trends emerging out of the AI revolution, and the role between the human and the machine (and the evolving boundaries of machine learning). As warfare is rapidly evolving in highly contested environments – Paul will discuss lessons from Ukraine, including the ongoing development of drone usage and specific applications to the U.S. Air Force.

1:00 P.M. ARTIFICIAL INTELLIGENCE

THE U.S. AIR FORCE ARMAMENT DIRECTORATE PRIORITIES

Maj Jorge Ramirez will speak to the U.S. Air Force Armament Directorate priorities as they relate to Artificial Intelligence.

COMM • 83992_38

1:00 P.M. ARTIFICIAL INTELLIGENCE

PANEL: TRUST AND ETHICS IN AUTONOMOUS WEAPONS

This panel will explore the boundaries of trust and ethics in the evolution of autonomous weapons innovation.

Weapons Pitch Day sits at the nexus of Artificial Intelligence and weapons, and given the state of world affairs – this topic is a top priority. Col Javorssek will lead this conversation with Paul Scharre and Dr. Emily Doucette.

This will be set up for the Collaboration Session focused on AI. It will explore ideas and challenges in break-out sessions – as various thought leaders break down specific weapons innovation scenarios.

- PANEL CHAIR: COL DAN JAVORSSEK, AIR FORCE OPERATIONS, TEST, AND EVALUATION CENTER, CHIEF OF STAFF, OPERATIONAL TEST TEAM
- SPEAKER: DR. EMILY DOUCETTE, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- SPEAKER: PAUL SCHARRE, CENTER FOR A NEW AMERICAN SECURITY, DIRECTOR OF STUDIES

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

2:15 P.M. GENERAL AUDIENCE BREAK

All attendees have a break for 1 hour, 50 minutes while the Invite Only, AI-Focused Collaboration Session occurs during this time.

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

THE MILLION DOLLAR MOMENT

\$30M

TO BE AWARDED

The road ends here. It is the moment we have all been waiting for.

Watch the Million Dollar Moment as the final businesses are selected and awarded "Direct to Phase II" (D2P2) contracts.

These individual contract awards, valued at up to \$1.8M each, give small businesses the opportunity to continue developing their technology ideas for future integration with Armament Directorate munitions and program priorities.

Total value of the contracts awarded is \$30M.

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

3:20 P.M. CLOSING REMARKS

Maj Gen Scott Jobe and Michael Sorial presents closing remarks for a most memorable day as we look ahead to our time together.

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

4:45 P.M. ARTIFICIAL INTELLIGENCE FOCUSED COLLABORATION SESSION

(INVITE ONLY) CHALLENGE-BASED, BREAK-OUT SESSIONS WITH AIR FORCE, INDUSTRY, AND ACADEMIA

These in-person collaboration sessions are challenge-based breakout sessions between U.S. Air Force, Industry, and Academia leaders focusing on Artificial Intelligence (AI) and Machine Learning (ML).

Various thought leaders will break down specific weapons innovation scenarios, exploring ideas and solutions to specific challenges.

Collaborators in Alphabetical Order by Company Name, Collaborator Last Name.

- SESSION LEADER: COL DAN JAVORSSEK, AIR FORCE OPERATIONS, TEST, AND EVALUATION CENTER, CHIEF OF STAFF, OPERATIONAL TEST TEAM
- SESSION LEADER: MAJ JORGE RAMIREZ, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION

- PANEL CHAIR: COL DAN JAVORSSEK, AIR FORCE OPERATIONS, TEST, AND EVALUATION CENTER, CHIEF OF STAFF, OPERATIONAL TEST TEAM
- SPEAKER: PAUL SCHARRE, CENTER FOR A NEW AMERICAN SECURITY, DIRECTOR OF STUDIES

- COLLABORATOR: DAVID GRAY, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- COLLABORATOR: DONALD WAGEN, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION

- COLLABORATOR: SEAN FORESTER, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- COLLABORATOR: ROB NOLEN, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- COLLABORATOR: NICK MILLER, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- COLLABORATOR: SCOTT PABSON, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION

- COLLABORATOR: GENTRY LANE, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- COLLABORATOR: PAUL SCHARRE, CENTER FOR A NEW AMERICAN SECURITY, DIRECTOR OF STUDIES

- PANELIST: STEPHEN MILANO, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- COLLABORATOR: JERRY SCHLABACH, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION
- PANEL FACILITATOR: STEPHEN RODRIGUEZ, AIR FORCE RESEARCH LABORATORY, TECHNOLOGY ACQUISITION

5:00 P.M. DAY 2 CONCLUDES

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

EVENT LAYOUT

- A. SHANGRI-LA MAIN STAGE (PUBLIC) | SHANGRI-LA SIDE STAGE BUSINESS AND VIP INTERVIEWS (PUBLIC)
- B. OUTSIDE LOOP BUSINESS MEET & GREETS (INVITE ONLY)
- C. TROPHY PUBLIC AFFAIRS MEDIA (INVITE ONLY)
- F. OCTANE AT-FOCUSED COLLABORATION SESSION (INVITE ONLY)
- H. USS HORNET SMALL BUSINESS INNOVATORS PREP ROOM (INVITE ONLY)
- J. RAIDER CLOSED PITCHES (INVITE ONLY)

Unauthorized parties will not be permitted into the "Closed Pitches" Room, nor any Invite-Only Rooms and Sessions.

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

STAY CONNECTED

WE LOOK FORWARD TO SEEING YOU AT OUR UPCOMING EVENTS

AIRFORCEWEAPONS.COM/EVENTS

AIR FORCE ASSOCIATION AIR, SPACE & CYBER CONFERENCE
September 19-21
National Harbor, Maryland

WEPON ALPHA
Approximately October 31

[@AIFWeapons](https://twitter.com/AIFWeapons)

[US Air Force Weapons](https://www.facebook.com/AIFWeapons)

[US Air Force Weapons](https://www.linkedin.com/company/AIFWeapons)

[@AIFWeapons](https://www.instagram.com/AIFWeapons)

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD

ARMAMENT DIRECTORATE

PRODUCED BY ACCOLICES

YOUR PRIMARY POINT OF CONTACTS WILL BE:

- TESSA LAU, ACQUISITION PROGRAM MANAGER
- ANDREW BROWN, DIRECTOR OF OPERATIONS
- LILLY EVAN, PROJECT MANAGER
- LEWIS JOHNSON, ACQUISITION PROGRAM MANAGER

CONTACT AT EVENTSB@COMPLICES.CO

AIRFORCEWEAPONS.COM

U.S. AIR FORCE ARMAMENT DIRECTORATE | AIRFORCEWEAPONS.COM/WPD