

Disrupter Event Submission and Evaluation Criteria

1. White Paper and Quad Chart Submissions Guidelines:

- 1a. All solution briefs shall be unclassified and non-proprietary information.
- 1b. Foreign-Owned businesses may be a submitter alone or through some form of teaming arrangement with one or more United States-owned businesses. However, the ability to obtain an agreement based upon a submission may depend upon the ability of the Foreign Owned business to obtain necessary clearances and approvals to obtain proscribed information.
- 1c. We encourage limiting the white paper to three (3) pages, 12-point font. However, you will not be penalized for submitting more information. What is most important, is that you adequately convey information about the above four categories, such that the government can make an effective determination.

2. White Paper and Quad Chart Content

- 2a. White Papers should address the following areas:
 - Title Page (does not count against page limit) – Company Name, Title, Date, Point of Contact Name, E-Mail Address, Phone, and Address
 - Executive Summary – Provide an executive summary of the technology/capability.
 - Technology Concept – Describe the unique aspects of your technology/capability, any detailed technical specifications, and the proposed work as it relates to the selected Technology Focus Area. Describe the current state of your technology referencing Technology Readiness Levels (TRL), Manufacturing Readiness Levels (MRL), or other metrics to illustrate the current development level. Include any diagrams or charts if needed.
 - Company Viability: Provide a brief overview of the company, and a summary of current fundraising or of the top line (gross sales/revenues). You may also describe any facilities, personnel, qualifications, liquidity or solvency information, product commercialization, or go-to-market strategy that speaks to your company's strengths.
 - ROM Cost/Schedule: Lay out your Rough Order of Magnitude for cost and schedule to implement your company's solution. You may want to list the variables that could influence the cost and schedule, and you may want to include any assumptions made in calculating the ROM cost and schedule.
- 2b. Proposers should download and follow the Quad Chart template provided on the Disrupter event page and address the following:
 - Capability Overview
 - ROM Cost/Schedule
 - Approach
 - Pictures or illustrations

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3. White Paper and Quad Chart Basis of Evaluation

3a. Individual White Papers and Quad Charts will be evaluated without regard to other submissions received under this announcement. The Government will aim to complete these evaluations and Company notification within 30 calendar days of submission deadline.

3b. Evaluation criteria are as follows:

- Technical merit of the proposed concept (i.e. the feasibility of the proposed solution).
- Relevancy of the proposed concept/technology/solution to the Problem Statement.
- Degree to which the proposed concept provides an innovative, unique and/or disruptive capability.*

**"Innovative" is defined as (1) Any technology, process, or method, including research and development, that is new as of the date of submission of a proposal; or (2) Any application that is new as of the date of submission of a proposal of a technology, process, or method existing as of such date.*

3c. Companies whose White Papers and Quad Charts are favorably evaluated will receive an invitation to the Disrupter Event to pitch and/or demonstrate their proposed technology in person.

3d. The Government may request additional information from the Proposer to evaluate White Papers and Quad Charts.