

| Question   | Answer  |
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| Does participation in the Student Dual-Use program require a specific type or classification of CAGE code? I'm currently not incorporated due to capital constraints and can obtain a free CAGE code, but not the paid one required for SAM.gov registration.  | You should not have to pay on <a href="https://sam.gov">SAM.gov</a> for a CAGE code as part of this program. You should acquire whatever free CAGE code that applies to your business.  |
| What is the level of commitment is during the 12-week program (i.e. how many hours per week, how often are meetings held, etc.)  | We believe that the program will require between 3-8 hours depending on what programming we schedule during the duration of the program. There will be a requirement that the companies attend and present at the Plug and Play Summit in Sunnyvale, CA. that would require travel and some time commitment.  |
| Does funding also apply to technology regarding healthcare use for veterans?   | We encourage all companies that are eligible to apply for this challenge in whatever technology vertical they are working on. As long as the company feels as though there is a viable customer within the DoD ecosystem, they should feel compelled to apply.  |
| I am seeking clarification on the eligibility requirement that the proposing entity be "founded by students, faculty, staff, recent graduates (within the past 18 months), or any combination thereof."  |   |
| Could you please clarify if a company that has a faculty who is a recent graduate and/or part-time faculty is eligible to apply for the program?   | As long as one of the members of the founding team are faculty at a US based university, they would qualify as part of the eligibility requirements for this program and we would encourage them to apply.  |
| I am interested in the challenge, but I do not have a strong connection with the academic ecosystems. Is it still possible to apply for this challenge? Are there other challenges that might help me introduce my product to DOD?   | We continue to work to design and implement programs that have align with the DoD needs as well as enable us to work with a number of founders working on incredible early-stage technologies. We do not have any programs to announce today, but please continue to monitor our social channels as well as our website, <a href="https://diu.mil">DIU.mil</a>  |
| I am writing to inquire about the criteria for technology that is currently in the Technology Readiness Level (TRL) higher than 4, but the startup is still in the seed-stage phase. I would like to know if I am still eligible to apply for this program.  | The TRL 2-4 range was intended as a general guideline to reflect early-stage technologies. However, if your startup is still in the seed-stage and meets the other eligibility criteria, you would still be considered eligible to apply to the program.  |
| I was wondering if there is a certain minimum company ownership required to be eligible for this. Should the company be owned 100% by, say, a university staff? 51%? 10%? Also, regarding the term "founded by", does it refer to company's original founders only? What if I join a company and take partial ownership up to the required percentage? Would that still work?  | When we say that the team has to included founders that are student, faculty, staff, or any combination thereof, we are referring to members of the founding team at the company. We do not distinguish based on ownership percentage, they just have to be listed in the company formation documents as one of the original founding team members or have been added into the company documents as a "founder." This can also be represented in the cap table, founder agreement documents, or the company formation bylaws (if applicable). |
| Could you please clarify these two issues?   |   |
| Would there be a problem with apply for Project GI and the accelerator program, If the designed solution fits both?  | While we encourage companies to participate in multiple DIU programs and challenges, we do not recommend participating in those programs at the same time. It is difficult to commit time to two programs while also trying to build momentum into a business. These programs are meant not meant to be additive to the work companies are doing to grow, but there can be some dynamic commitment requirements that could have an impact and participating in two programs at the same time can be distracting.                              |
| What if the there's only the founder initially? will that hinder outlook of acceptance.  | We look at more than just the team when considering acceptance into the program. While we spend a lot of time and put considerable weight on the founding team, it is more important that the company can demonstrate DoD need and execution.   |
| One topic was discussed but I wasn't sure if I understood it correctly due to moment of interruption on my side. If we submitted a specific technology recently to Army XTechSearch9 competition, which selection is still pending, can we propose the same for this competition? I understand that this is not allowed when proposing applications for grants or contracts. But since both of them are competitions for prizes, will this be allowed? | While we encourage companies to participate in multiple DIU programs and challenges, we do not recommend participating in those programs at the same time. It is difficult to commit time to two programs while also trying to build momentum into a business. These programs are meant not meant to be additive to the work companies are doing to grow, but there can be some dynamic commitment requirements that could have an impact and participating in two programs at the same time can be distracting.                              |
| We are a pre-seed startup founded by a Lawrence Berkeley Nation Lab faculty member and his former postdoctoral fellow; do these affiliations make us eligible for this program?  | As long as the founding member of the formed company is a student, faculty, staff, recent graduate (within the past 18 months) or any combination thereof, the company would qualify for this program. We would encourage you to apply.   |
| Given the problem statement for this challenge, what is an example or hypothetical of an ideal outcome for the program and respective awardees?  | An ideal outcome is that a DOD partner becomes a customer. The goal is to find solutions that address real needs within the DOD, and the lens used for judging is whether a home for the solution can be found within the DOD.  |

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| Does a three-year old company qualify for this challenge? Or it should be recently (within the past 18 months) founded?  | Yes, a three-year-old company qualifies as long as one of the co-founders is a student, faculty, staff, or recent graduate. It is not about the age of the company but the founding team's affiliation. |
| Would a company be qualified for this challenge, if the cofounder of the company is a staff of a university?   | Yes, university staff as a co-founder qualifies the company.  |
| Are there particular DoD mission areas or tech domains that are especially high priority this cycle?   | No specific tech domains are prioritized. The key is whether the solution fits within the problem sets outlined and can be useful to the DOD.   |
| Does a company need to be established at the time of submission? Or prototypes / university research groups would be eligible? (with an expectation to incorporate)  | Yes, the company must be incorporated at the time of submission. The program is not funding science projects; incorporation shows commitment.   |
| For eligibility, are projects within a previously formed company with minimal DoD work accepted or does this need to be a newly formed entity?   | Yes, previously formed companies with minimal DOD work are accepted. The preference is for companies that haven't worked with the DOD before, but prior work does not disqualify them.                  |
| Does the solution need to be directly-procurable by DoD (e.g. a system or piece of hardware), or can it be a potential solution (e.g. software) that gets baked into a Program of Record?                              | Ideally, it should be directly procurable, but software that integrates into a Program of Record may also be acceptable, depending on DOD interest and security concerns.                               |
| How commercially viable would a competitive product/company be? In other words, do you expect the technology to be sold to private sector alongside DoD? Or could the technology be ONLY viable for defense use cases? | The program prioritizes dual-use solutions, technologies that are viable in both the defense and private sectors. Solely DOD-use cases are less ideal.  |
| Would a solo founder be at a disadvantage?   | Not disqualified, but solo founders may face more challenges. It's recommended to consider bringing in co-founders to strengthen the application and execution capacity.                                |
| Should the pitch deck lean toward investor-style (market size, TAM, GTM) or DoD problem-solution-impact framing?   | The pitch deck should focus on the problem you're solving for the DOD, your team, and how your solution fits, not investor-style slides.  |
| Are medical technologies serving veterans (in this case AI enhanced augmented reality technology for PTSD treatment) eligible?   | Yes, if it addresses a need within the DOD ecosystem and fits the outlined problem sets.  |
| Can the student, faculty, graduate be a minority owner/founder in the company to meet this requirement? Or, is there an ownership threshold required?  | There is no ownership percentage requirement. As long as they are a co-founder, they meet the criteria.   |
| Does the 18-month clock start from the date of incorporation or the date of start of operations?   | It starts from the date of graduation for the recent graduate co-founder, not from incorporation or start of operations.  |
| I believe our solution is an excellent fit, but we were founded as a university spinout in 2020. Is that outright disqualifying?   | No. If the founding team includes someone who is currently faculty, staff, or a recent graduate (within 18 months), the company qualifies.  |
| I was wondering if the requirement mandated a certain class of CAGE code. I'm not incorporated yet due to capital constraint and I could get the free cage code but not the paid one needed to be listed on Sam.gov.   | You can get a free CAGE code through <a href="https://sam.gov">sam.gov</a> . There is no paid version required.   |
| I have a similar issue regarding not yet being incorporated.   | You must incorporate to be eligible. It demonstrates your commitment and readiness to pursue the opportunity.   |
| Should you also focus on the dual-use perspective of your technology, how it can be used NOT in the DoD ecosystem?   | Yes. Dual-use is strongly encouraged. You should show commercial viability outside of the DOD.  |
| Is it ok if my co-founders aren't US citizens?   | Yes, but most of the founders should be U.S. citizens. Foreign ownership/influence is reviewed during due diligence. Canadian co-founders have been accepted before, but caution is advised.            |
| Could 'human systems' include biological therapeutics for warfighter solutions?  | Yes, human systems could include such solutions if they support DOD needs (e.g., warfighter health).  |
| We are developing a nanopharmaceutical therapy for major depressive disorder, is this a DoD topic area?  | Potentially yes, especially if it relates to warfighter health or mental readiness.   |
| Is the 500K divided between the selected companies, or is it 500K for each?  | It is divided evenly among selected companies.  |
| How important are aesthetics to the slide deck?  | Aesthetics are not critical. Focus on clearly outlining your problem, solution, fit with DOD, and team. No need to design an investor-grade deck.   |

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| Does the program include some technical development expectation like building / testing hardware? And should we include a plan for that in our slides?  | There is no technical development requirement. You can include testing plans, but it's not required for acceptance.  |
| We are a biotech company developing a platform technology with the possibility for many different applications. Is the DOD interested in funding technology that could be adapted for multiple purposes in the DOD, or are you looking for solutions that are both a platform and a complete solution?                      | The DOD is open to both platform and complete solutions, as long as there is a potential DOD application and partner.  |
| If the team is founded by a combination of university affiliated founders and non-eligible founders, is that OK? (majority university-affiliated)   | Yes, as long as at least one co-founder meets the eligibility (faculty, student, staff, or recent graduate), the company qualifies.  |
| Do all founders need to be US Citizens? Like CTO US Citizen and CEO from Germany?   | Not all founders must be U.S. citizens, but U.S. citizenship is preferred for primary team members. Foreign influence is reviewed.   |
| sorry can you repeat what you said about Canadian citizens? My co-founder is a Canadian citizen   | Canadian co-founders have been accepted before. Foreign citizenship does not automatically disqualify, but foreign influence is reviewed.  |
| does the university-affiliated co-founder need to apply or can anyone on the team apply?  | Anyone on the team can apply, as long as there's coordination and only one application per company. Include the university co-founder in your submission materials.  |
| Is there a monetary prize associated with the finalists that are chosen to attend the 12 week accelerator program on July 25th?   | There is no monetary prize associated with being selected as a finalist for the 12-week accelerator program. However, selected finalists will benefit from direct engagement with Department of Defense stakeholders, access to user feedback, and the opportunity to refine and showcase their solutions for potential government adoption.   |
| Can I join a recently established LLC that a colleague formed to submit a solution, even if I am not listed as a co-founder at the time of formation? Alternatively, should we form a new LLC from scratch?   | You can join a recently established LLC, but to be eligible for the challenge, at least one of the official co-founders listed for the application must meet the eligibility criteria (i.e., be a current student, faculty, staff, or recent graduate within the last 18 months).<br>If you do not meet that criteria and are not formally considered a co-founder, then your team must ensure that at least one co-founder does, or you may consider forming a new LLC where the eligible individual is clearly listed as a co-founder. |
| What is the "university" aspect of this challenge?<br>Is this supposed to be companies teaming with a university?<br>I see that it says participants must be, "founded by students, faculty, staff, recent graduates (within the past 18 months), or any combination thereof."<br>Is this basically the "university" angle? | Yes, that is the "university" angle. The program does not require a formal partnership with a university, but the founding team must include at least one individual who is affiliated with a university, either as a current student, faculty, staff, or someone who graduated in the past 18 months.<br>You do not need to be an active spinout from a university lab or tech transfer office, but the university tie must come from the founders themselves.  |