Sources Sought

Defense Innovation OnRamp Hubs

Overview

The Defense Innovation Unit (DIU) issuing a sources sought to identify potential Defense Innovation OnRamp Hub locations and qualified organizations to establish and operate OnRamp Hubs as a sub-awardee under a cooperative agreement awarded under 2 CFR 200.

Background

DIU is focused on strengthening the defense innovation base by lowering the barriers to entry for talent and non-traditional companies to work with the Department of War (DoW). As part of this effort, DIU maintains a geographic presence to tap into commercial technology ecosystems and innovation bases across the country.

The Defense Innovation OnRamp Hubs are a key part of this strategy, providing a physical presence and infrastructure to support OnRamp Hub activities. OnRamp Hubs operate in the following states: Arizona, Hawaii, Kansas, Ohio, Kentucky, Montana, Minnesota, and Washington.

DIU is seeking the creation of additional OnRamp Hubs that:

- Delivers the products and services identified in the Statement of Work;
- Provides a dedicated physical presence and operational infrastructure to support DIU OnRamp Hub activities;
- Targeted outreach and engagement that accelerates the discovery and acquisition of commercial technologies that align with DIU and DoW priorities;
- Execute company support activities, including customer identification, mentoring, and aligning commercial capabilities to DoW mission needs;
- Establish and maintain relationships with DoW mission partners to understand demand signals and capability gaps, and translate those requirements into actionable opportunities by aligning commercial solutions that deliver tangible, lethal capabilities to the warfighter at speed and scale;
- Develop and Execute Independent Verification and Validation (IV&V) activities in operationally relevant environments, that support the transition of commercial capabilities to warfighters;
- Execute a sustainable operating model that supports strong partnership and business development, works with non-traditional and dual-use companies, and the ability to meet cost share requirements through non-federal funding sources.

Subawardee's are responsible for leading and executing initiatives that improve the ways in which non-traditional companies and talent engage with the DoW and strengthen the regional defense innovation ecosystem in the state. The OnRamp Hubs execute projects and initiatives that reduce barriers to DoW participation and enhance the defense innovation base. OnRamp Hubs are also required to coordinate with other OnRamp Hubs across the nation, as well as with broader DIU and U.S. Government partners and perform in accordance with the Statement of Work.

Submission Requirements

Submissions must include responses to items in Attachment 0001, DIU OnRamp Hub Questionnaire. Each response shall be limited to a maximum of 10 sentences.

All respondents must be U.S. based and U.S. owned companies and must be headquartered in the State of the proposed location.

Deadline

Questionnaire must be submitted no later than 5:00 p.m. (EST) on July 31, 2026 via email to onramp@theari.us.

In advance of the deadline, DIU in conjunction with ARI will be holding a virtual Q&A session for all interested parties on Monday, July 20 at 12:00 p.m (EST). Registration for the Q&A session is available here.

Disclaimer

This Request is issued for the purpose of identifying a qualified organization to execute the described effort. Issuance of this request does not guarantee an award. ARI on behalf of DIU reserves the right to select, not select, or negotiate with any respondent at its sole discretion. Respondents should be prepared to provide financial and administrative documentation, as requested, to support ARI's subrecipient risk assessment and compliance review.