# Statement of Objectives (SOO)

**UAS Marketplace: Unmanned Systems (US) Payloads, Software, Components, and Enablers/Accessories**

**31 July 2026**

## 1.0 INTRODUCTION AND PURPOSE

This Statement of Objectives (SOO) defines the high-level objectives for innovative, commercially available US payloads, software, components, and enablers/accessories to be onboarded to the UAS Marketplace.

The purpose of this document is to outline the Government's overall objectives for the hardware, software, and lifecycle support services required. It is not a prescriptive SOO. To be eligible for consideration under this Commercial Solutions Opening Call for Solutions, offerors must propose solutions that are demonstrably innovative and commercially available. The Government's objective is to then acquire these solutions through the offeror's established commercial practices for delivery, training, and support.

## 2.0 BACKGROUND

The character and pace of modern warfare are being redefined by the rapid proliferation of US. To maintain a technological overmatch, the U.S. Army has established the UAS Marketplace. This strategic initiative marks a pivot from traditional acquisition to a dynamic, free-market concept designed to rapidly identify, assess, and field innovative commercial capabilities. This SOO supports that goal by defining the objectives for complete, innovative commercially available solutions that can be procured to fill critical capability gaps.

## 3.0 SCOPE

This SOO applies to all innovative commercial US payloads, software, components, and enablers/accessories solutions sought under the companion Call for Solutions.

The primary objective is to provide modular mission capabilities, resilient digital architectures, and supporting sub-systems that maximize the operational utility of host platforms. This scope is defined by the following categories:

- US Payloads: Encompass the mission-specific hardware, sensors, systems, or cargo carried by a US to execute designated operational tasks. These integrated systems include, but are not limited to, Electro-Optical/Infrared (EO/IR) cameras for Intelligence, Surveillance, and Reconnaissance (ISR); Light Detection and Ranging (LiDAR) and Synthetic Aperture Radar (SAR); Laser Designators (LD) and Rangefinders (LRF); Signals Intelligence (SIGINT) and Electronic Warfare (EW) modules; communications relays; and physical cargo delivery systems.
- US Software: Encompasses the architecture and applications necessary for the operation, control, integration, and data exploitation of the US. This includes Control System software for mission planning; Autonomy and Artificial Intelligence/Machine Learning (AI/ML) algorithms for advanced navigation and collaborative teaming; Command and Control (C2) software for resilient datalinks; and Data Analytics software for real-time sensor exploitation.

- US Components: Encompass the fundamental internal sub-systems, modules, and hardware parts that make up the aircraft or its critical operational architecture, but which are offered independently from a fully integrated platform. This includes, but is not limited to, flight controllers, independent datalink radios and antennas, low-signature propulsion systems (motors, Electronic Speed Controllers (ESCs), propellers), advanced battery technologies, and power management systems.
- US Enablers/Accessories (Not on Platforms): Encompass the auxiliary systems, hardware, and infrastructure that directly support, launch, or sustain US operations but are not physically integrated onto the air vehicle itself. This includes Ground Control Stations (GCS) and operator terminals, tactical launch and recovery systems (e.g., catapults, capture nets), portable charging and expeditionary power stations, tether systems, specialized ruggedized transit cases, and field-level maintenance and repair toolkits.

Key objectives include:

- Sensor and Effect Integration: Delivery of high-fidelity ISR data, EW capabilities, communications relays, or physical cargo delivery.
- Modular Flexibility: Rapidly interchangeable, field-swappable form factors utilizing open-architecture hardware interfaces.
- Advanced Autonomy and Control: AI/ML-driven navigation, intuitive GCS operations, and resilient C2 datalinks.
- Data Exploitation and Interoperability: Real-time processing and dissemination of mission data, strictly adhering to MOSA principles.
- Platform Independence & Support: Providing the critical parts (components) and expeditionary support infrastructure (enablers) that keep systems flying and maintained in austere environments.

## 4.0 QUALITY ASSURANCE

The Government's objective is to rely on the contractor's existing quality assurance system. The contractor shall be responsible for delivering products and services that meet its own established commercial quality standards. The Government reserves the right to review the contractor's quality system and processes to gain confidence in the proposed solution.

## 5.0 UAS MARKETPLACE ACCOUNT MANAGEMENT

The contractor shall provide a single point of contact responsible for managing the UAS Marketplace effort and any Basic Ordering Agreement (BOA) orders. The Government is not directing the contractor to provide a stand-alone project manager but rather identify the point of contact. This arrangement should be consistent with the support provided for customary commercial sales. The contractor may be asked to participate in a post-award conference and subsequent periodic program reviews (e.g., quarterly) with

Government representatives to discuss schedule, performance, supply chain status, and other relevant topics.

## 6.0 TECHNOLOGY REFRESHMENT AND END-OF-LIFE MANAGEMENT

The Government's objective is to maintain a continuous infusion of innovative technology to the UAS Marketplace. The contractor shall have a standard commercial process for introducing technology refreshments, upgrades, and improvements to its product line. Additionally, the contractor shall have a process for notifying the Government of any components or systems nearing their end-of-life, along with a proposed transition plan to successor products.

## 7.0 OBJECTIVES

The overarching objective is for the contractor to provide innovative and complete commercial US payloads, software, components, or enablers/accessories. The contractor shall propose their standard commercial offerings that best meet the following objectives.

### 7.1 System Attributes

Vendors must provide information addressing each attribute as part of the Initial Assessment Packet (IAP) and the Verification Activities Questionnaire (VAQ) process.

- Modular Open Systems Approach (MOSA): Vendors shall articulate their MOSA strategy detailing how interoperability is achieved with host platforms and Army enterprise networks.
- Government Right to Repair and Right to Modify: The Government's objective is to secure the rights necessary to support organic, field-level maintenance, repair, and modification. The vendor must provide a comprehensive plan identifying the data and IP rights the Government will be granted.
- Core Operational Capabilities: The VAQ will require information on the following capabilities (as applicable to the specific item being offered):
    - Functional Capability: A fully functional payload, software application, component, or enabler capable of reliable operation in its intended environment.
    - Secure Integration/C2: For items requiring data transmission, a secure, encrypted interface or datalink (e.g., AES-256).
    - Safety & Compliance: Relevant documentation establishing the item's safety, compatibility, and compliance with military or commercial standards.
- Innovative Features: The VAQ will gather information on advanced features, such as:
    - Advanced Autonomy/Processing: Edge-computing, AI/ML target handling, or advanced algorithms.

- Modular and Multi-Function Design: Ability to rapidly integrate with various host platforms.
- All-Weather/Ruggedized Operation: Effective performance in adverse conditions.
- Reduced Logistical Footprint: Man-packable, intuitive, low-SWaP (Size, Weight, and Power) designs.

### 7.2 Required Supporting Deliverables and Services

Specific quantities, configurations, and delivery schedules will be defined in each individual order.

- Hardware / Software:
  - Mission Payloads, US Components, Enablers/Accessories, or Software packages/licenses.
- Data & Documentation:
  - Technical Manuals: Standard commercial Operator and Maintainer manuals.
  - Interface & Integration Data: Interface Control Documents (ICDs), Form, Fit, and Function (FFF), and Operations, Maintenance, Installation, and Training (OMIT) data for integration.
  - Commercial Price List: Covering all items, software licenses, spares, and support services.
  - Supply & Inventory Data: Regular data feeds for inventory and lead times.
- Services:
  - Logistics & Sustainment Support: Standard commercial technical "reachback" support.
  - Training: Commercial training materials or instructors upon request.

## 8.0 DATA RIGHTS OBJECTIVES

The following sections detail the Government’s specific objectives for the enhanced data rights required beyond a standard commercial license. The plan submitted by the vendor (as required in Section 8.1) must address how they intend to meet these objectives.

### 8.1 Data Rights for External Interfaces

To support the Government's MOSA strategy, the Government’s objective is to obtain, at a minimum, Government Purpose Rights (GPR) for all data and software related to key external interfaces (e.g., payloads, radios). This is critical to ensure future interoperability and enable competitive hardware and software upgrades.

### 8.2 Data Rights for Maintenance, Repair, Modification, and Training

To enable Government-led training and organic, field-level sustainment, the Government's objective is to obtain the necessary commercial license rights to use, reproduce, and distribute all technical documentation (e.g., operator manuals, maintenance manuals, training materials) within the Government.

## 9.0 PLACE OF PERFORMANCE

The delivery and performance of services (such as training or repairs) will occur at CONUS and OCONUS locations as specified in each individual order placed against the BOA.

## 10.0 SECURITY OBJECTIVES

The contractor shall adhere to the following security objectives throughout the period of performance.

### 10.1 Cybersecurity

The contractor shall maintain a robust cybersecurity posture in accordance with the requirements of DFARS 252.204-7019 and NIST SP 800-171, as stipulated in the overarching Call for Solutions. The primary objective is to ensure all Controlled Unclassified Information (CUI) related to this effort is protected from unauthorized access, use, or disclosure.

### 10.2 Classification

The base effort under this SOO is UNCLASSIFIED. No classified access is required to obtain a BOA. However, individual orders placed against the BOA may require the handling of classified information. If an order requires such access, a DD Form 254, Contract Security Classification Specification, will be issued with that specific order, and the contractor must possess the appropriate facility and personnel clearances as required by that order.

### 10.3 Supply Chain Risk Management (SCRM)

The contractor shall have and maintain a process for managing supply chain risk for key components (e.g., flight controllers, communications hardware, GPS modules, processing units). The objective of this process is to ensure the integrity of the delivered system and to comply with all applicable National Defense Authorization Act (NDAA) sourcing prohibitions.

### 10.4 Operations Security (OPSEC)

The contractor shall implement basic operational security measures to safeguard unclassified but sensitive program-related information. The objective is to prevent the aggregation of information that could provide an advantage to an adversary. This

includes, but is not limited to, protecting details regarding specific ordering units, delivery quantities and locations, and deployment timelines from public disclosure.

## 11.0 INSPECTION AND ACCEPTANCE

The Government's inspection and acceptance of all items and services will be destination (CONUS) unless specified differently in each individual order. Unless otherwise stipulated in an order, inspection may be based on the contractor's standard commercial quality control system or certificates of conformance. Final acceptance will be performed by an authorized Government representative at the delivery destination specified in the order.