INSTRUCTIONS

Entries that do not comply with these instructions will not be accepted. Please read carefully!

PAGE LIMIT: Your completed document must be no more than (5) Five total pages.

FORMAT: Complete this entire template using Calibri font using an 11-point font size.

- **Do not change this document's margins or alter its format.**
- Use the embedded **purple prompts** to guide you. The prompts precisely track the evaluation criteria used by the reviewer, so it is in your interest to organize your document using these prompts.
- Additional reference section is allowed but must be contained within the page limit.
- Footnotes are not allowed.
- Delete the Instruction text on this page
- Save your White paper as a PDF

Some of the details below may be duplicated on the sign-up form. Keep this handy so you can copy and paste those details when completing your submission.

Basic Information	
Company Name	
Proposal Title	
Contact Name	
Contact's Title	
Email	
Phone number	
Company Website	

All the purple text should be **DELETED** prior to you saving your final PDF. The purple text prompts directly map to the evaluation rubric and should be used as a guide to help tell your story within each section of this white paper. You can use as much of the space as you want for each section within the page limit.

In addition to scores for each of the below parts, you will be scored on the overall quality of this document. Below are the overarching metrics for the quality of this document:

Quality of prose. Prove you write clearly. Prove you argue convincingly.
Data quality & attribution. Support your arguments with relevant, properly attributed data to enhance. Support your arguments with relevant, properly attributed data to enhance your credibility. (Where you can, cite facts, statistics or metrics from the most reputable sources possible.)

Part 1: Introduction

Introduction. Write a clear, concise description of what your innovation does and where you are in your evolution. Make clear your capability area and its intended impact on the Army. Be sure to briefly explain how you leverage Hemodynamic Status to help triage casualties.

Part 2: System Effectiveness

Clinical efficacy. Attempt to prove that your solution accurately measures Hemodynamic Status that will meaningfully (1) reduce triage time and (2) increase casualty throughput vs. today's status quo. Do you have strong, credible clinical validation in a relevant environment, such as an emergency department, or that you are currently gathering rigorous data?

Human Factors - Field Use. Argue your system will be easy to use in a battlefield environment on a diverse soldier population. Prove you've designed for: simple hemodynamic status visual cue (supporting at-a-glance comprehension); low ambient light; extreme temperatures; presence of patient clothing; gloved use; skin tone of patient; hair removal; dirt; drops; and >= 72 hour battery life.

Systems Integration. Desired features for software and networking include: integration into DoW and NATO data systems (e.g., the electronic health record), applications, and fielded products (e.g., BATDOK, ATAK); cloud and on-premise functionality to enable streamlined continuity of information across medical personnel in multiple contexts.

In addition to delivering capability for real-time medical triage, solutions that are extensible for other use-cases are a plus. These may include Combat Casualty Care (TCCC) integration, medical resupply, casualty evacuation (CASEVAC), and medical evacuation (MEDEVAC). Regardless of the use-case, solutions must be capable of being rapidly fielded to multiple theaters and exportable to allies.

FDA 510(k) Status. The Army requires FDA 510(k) clearance for use (minimally, in trauma patients) and that companies receive clearance before procurement and fielding to the force.

Efficacy Data quality & attribution. Support your arguments with relevant, properly attributed data to enhance. Support your arguments with relevant, properly attributed data to enhance your credibility. (Where you can, cite facts, statistics or metrics from the most reputable sources possible.)

Part 3: Technical Feasibility

System Architecture. Please deliver a written (in prose) detailed description of the solution's architecture and theory of operation. Optionally include visual architecture diagrams in this section.

Networking Adaptability. Internal data logging should be possible for Denied, Disrupted, Intermittent, and Limited (DDIL) operations, and where network capability exists, data transfers should occur with minimal delay.

INFOSEC. Securing the information security (INFOSEC) accreditation for this solution is (eventually) required. Demonstrate your progress in securing (or at least awareness of) an Authority to Operate (ATO) at the IL-5 level.

Future Technical Risk Narrative. Outline the biggest technical development challenges you would face between now and high volume production. Briefly state how these risks might be overcome.

Part 4: System Scalability / Economics

Scalability. Describe how your solution will scale to high volumes as high as 140k units / year. What is the basis for your claims of achieving higher volume solution delivery while bringing down per unit costs?

30 Units Fielded in May 2026. Convince the reader that your team can deliver at least 30 operational example units for testing for the May 2026 DIU event in Europe if you advance.

15k Units Fielded by May 2027. Convince the reader that your team can deliver at least 15,000 operational units by May 2027 if you advance through the entire DIU prize challenge cycle.

Supply Chain. Please describe the supply chain for your solution going back as close to raw materials / basic inputs as you can. Supply chains that go through only the U.S., Allied or Partnered countries will be reviewed more favorably.

Unit Cost. At an order volume of 15,000 patient devices / year, what is the per patient cost for your solution? Support any pricing assertions you make with any past sales data or government contracts you've already won with this technology.

Part 5: Commercial Viability

Competitive Edge. Why will you win? Every company needs to have a competitive edge in the marketplace: Something your team does very well that's difficult to match. Some examples include: well protected intellectual property, unmatched relevant expertise, a novel business model, and network effects.

Financial Health. DoW sales cycles are long. DIU wants to fund companies with enough capital to fight on. Demonstrate that your company will be financially healthy in 24 months WITHOUT assuming you will win this prize or follow-on contracts that stem from DIU.