

# AAL BUSINESS MODEL

## OUR COMPETENCIES



### SOLDIERING

Soldier insights and experiences are central to our team and keep us grounded to the Warfighter.



### SCIENCE & ENGINEERING

Our team includes experienced engineers & PhDs who understand the possibilities of technology.



### TRANSITION & SCALING

With embedded program and contracting professionals, we know how to get solutions into the field.



### COMMERCIAL INNOVATION

We have expertise in commercial business best practices and keep a pulse on the innovation ecosystem.

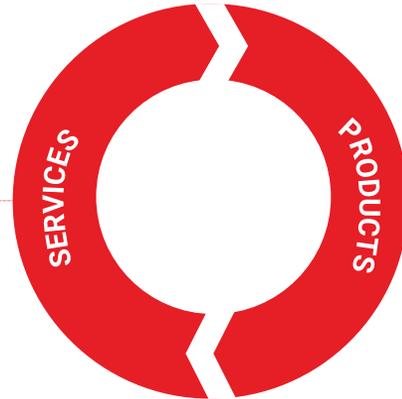
## OUR PRODUCT LINES

### PROBLEM FRAMING

- Identify underlying problems, not just requirements
- Explain Army problems in ways commercial solvers understand
- Align with commercial product development roadmaps

### SOLUTION INNOVATION

- Uncover novel solutions and technology from industry
- Help develop and translate solutions for a military use case
- Hands-on concierge for Army and commercial stakeholders



### TECHNOLOGY ANALYSIS

- Emerging commercial technology research and analysis
- Validate fit and viability of commercial solutions for Army use
- Identify novel applications of existing Army-derived technology

### INNOVATION NETWORK

- Central database of commercial *solvers* interested in Army work
- Central database of commercial *solutions* with Army applications
- Technology trend & commercial market research and analysis

## OUR VALUE

### 01. ACCESS

- To commercial solvers & solutions
- To Army contracts & decision makers
- To new, dual-use tech & solutions

### 02. INFORMATION

- On the tech innovation ecosystem
- On technology trends & investments
- On how to work with the Army

### 03. INSIGHT

- Into the Army's pressing problems
- Into commercial models & practices
- Into business & technology viability

### 04. SUPPORT

- To de-risk full-scale acquisition
- To navigate Army acquisition paths
- To reimagine uses of existing tech