Why Does the Government and Industry participate in the various trade shows throughout the country?

By Joint Tactical Networking Center (JTNC)

We all understand that trade shows are great opportunities to share information, show off capabilities, and make contacts that benefit the respective organizations in attendance. With travel budgets and other factors limiting participation, a decision has to be made on which trade shows to attend. An option is to virtualize the trade show experience by making the information and products available without the need to travel. The Joint Tactical Networking Center (JTNC) recently developed the Tactical Communications Marketplace (TCM), designed to complement these various trade shows by allowing our industry partners to showcase their communications products in a secure online portal while providing a location for Government stakeholders to review the communications products, specifications, capabilities, and reference associated documents.

The TCM is available for industry partners to upload products for Government users to search, filter, view, and conduct market research on various innovations and technology enhancements in the tactical communications domain. Unlike other Government websites and portals, the TCM operates on a "Push" model vice a "Pull" model. This means industry can push their product information to the TCM without the need of a Request for Information. While the Services may have an idea of the various products being developed, they do not know all of the innovation and capabilities being worked and developed by our industry partners. The TCM is a secure online portal using a commercial cloud based Software as a service (SaaS) infrastructure and operates with an approved Authority to Operate (ATO) at Impact Level-4 (IL4).

There are currently no constraints or limitations on uploading information from the industry vendor regarding the number or types of communications products. Examples of product categories include: radio and radio subsystems, waveforms, and ancillary devices like antennas, amplifiers, gateways, and data centers for tactical use. Initial product entry is submitted through the Product Information Form and is available upon registering to the TCM. There are currently 40 companies registered in the TCM with approximately 90 various products for consideration. Participating industry partners have full access to their respective product information and items in the TCM that are publicly releasable. One area in the TCM developed for industry partners is the Capability Gaps Community. This community is a collection of releasable information from the Services on their foreseeable communication needs. For example, the Army's Capability Set 23 briefing is available within this community with extensibility to other presentations to better inform our industry partners.

Tactical Communications Marketplace

RADIOS   **WAVEFORMS**   **ACCESSORIES**

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In the attempt to ensure the most capable and innovative solutions are deployed with our warfighters, the Services are conducting numerous demonstrations and testing events to gain more confidence and reduce risk with the respective products under review. To assist in collecting this type of data, the JTNC is aggregating various test reports from the Services' lab facilities and making the reports available with each product on TCM. This sharing of data and outcomes from various tests and demonstrations, allows the Services to avoid duplicative performance testing and saves taxpayer funds for more selective testing. To enhance information available related to specific products, the JTNC conducts Capability Characterizations on these selected products. The JTNC Capability Characterization is an effort to verify and validate a product's performance against developer stated specifications. The intent is to provide a preliminary characterization report on the innovative technologies and capabilities the product was designed to perform. This report, along with other available test documents and whitepapers, can be viewed with product information.

The TCM is up and running as of October 2019 with more improvements and capabilities in progress. The next baseline for the TCM will support improved CAC access and authentication, compare capability for multiple products, and include a communications Standards community of interest. If you have any questions about the JTNC or the TCM, please visit: https://www.jtnc.mil.