



Virtual TechTen Talk FAQ's

Question: What content are you looking to feature in the TechTen Talks?

VTTT Answer: This is your ten minutes to share your unique value/differentiator about your product or service. We recommend that you focus on a single technology area and share your expertise. Do not share any proprietary information. Consider this your extended elevator speech with one of our technical team members. We want to understand your technical chops and what sets you apart from your competitors; however do not reveal any secret sauce. Please be sure to include a brief segment of your talk on your company demographics (for example: headquarters, locations, clearances, small business class certifications, quality certifications, past performance, relevant experience, etc.)

Question: Will we be able to view the video after it is posted?

VTTT Answer: You will not be able to view the video; it is for internal General Dynamics Mission Systems use only.

Question: How often are you releasing TechTen Talks?

VTTT Answer: They are loaded onto the portal approximately 3-5 business days after produced. We share emails with links to specific users that we know have interest. We market our channel where the talks are across the company routinely. We also have an internal Facebook like social feed that we promote the talks.

Question: What is the timeline for when our video will be posted?

VTTT Answer: Approximately 3-5 business days after production.

Question: Can we have someone else in our presentation from another company?

VTTT Answer: No. we only want one-on-one exchanges with a single company. Please do not include affiliates or extended networks.

Question: Who is the target audience for the TechTen Talks?

VTTT Answer: The talks are shared with

Capture teams: These teams are working 18-24 months in advance of opportunities and are looking for potential teammates.

Engineers: Our talks are shared with our engineers who are building our technical solutions.

Procurement team: VTTTs provide valuable information to our procurement team. This is an opportunity to showcase the full scope of your capabilities.



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Question: Are we able to set up our own WebEx meeting?

VTTT Answer: No. We provide the WebEx links and functionality.

Question: What type of searchability do you use for these TechTen Talks?

VTTT Answer: Please provide a one to two sentence describing your business and capabilities. If you have key words from your Search Engine Optimization (your website) on how you are found or how you want to be found these are great searchable terms.

Question: Should we only present public information or can we present NDA information if we mark it as NDA?

VTTT Answer: There is no information to be shared during the Virtual TechTen Talks that is proprietary or import/export controlled. No NDA information is to be shared, at the beginning of the Virtual TechTen Talk we will ask you to verify your name and confirm that you certify that all information you are sharing is publicly releasable.