



Virtual Tech Ten Talk FAQ's

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

VT3 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.)

- New to General Dynamics Mission Systems? We suggest an overview of your company capabilities and differentiators.
- New Products or Services? We suggest a product or solution overview with targeted customers and applications.
- Have a Success Story or Innovative Idea? That's a great topic for a VT3.

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

VT3 Answer: You will not be able to view the video; it is for internal use only. However, we will send you the link to the recording so you can provide it to any General Dynamics Mission Systems employee!

Question: How often are you releasing Tech Ten Talks?

VT3 Answer: They are uploaded into the video library approximately 3-5 business days after recording. 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?

VT3 Answer: Approximately 3-5 business days after production.

Question: Who is the target audience for the Tech Ten Talks?

VT3 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: VT3s provide valuable information to our procurement team. This is an opportunity to showcase the full scope of your capabilities.
- Business Development: Our customer facing organization.



Virtual Tech Ten Talk FAQ's

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

VT3 Answer: No, we only want one-on-one exchanges with a single company. Please do not include affiliates or extended networks.

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

VT3 Answer: No. We provide the Zoom for Government links and functionality. Zoom for Government has all the same features as Zoom Commercial but operates in a dedicated, secure infrastructure designed to meet federal requirements.

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

VT3 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?

VT3 Answer: There is no information to be shared during the Virtual Tech Ten Talks that is proprietary or import/export controlled. No NDA information is to be shared. At the beginning of the Virtual Tech Ten Talk we will ask you to verify your name and confirm that you certify that all information you are sharing is publicly releasable.