



DEPARTMENT OF THE ARMY
INNOVATION AND EXPERIMENTATION DIRECTORATE, I CORPS
2025 LIGGETT AVE RM 315
JOINT BASE LEWIS-MCCHORD, WASHINGTON 98433-9500

AFHZ-IED

17 February 2026

MEMORANDUM FOR RECORD

SUBJECT: I Corps Industry Engagement Standards

1. The purpose of this memorandum is to document baseline standards of conduct for I Corps Industry Engagements. These standards are in place to ensure industry partners have an impartial and accessible means to describe their capabilities to I Corps.
2. I Corps created an Industry Engagement portal for companies to submit product and company information that will allow I Corps staff to review and better access this information. This submission portal can be found at <https://www.army.mil/icorps#org-industry>. Submissions must include the name of a company, the name of its product, a description of the product, and a point of contact who can field additional requests for information regarding the product or service. Additional information provided beyond this is not required for review by I Corps staff but may be submitted at the discretion of the company.
3. Representatives from the I Corps staff will review all submissions provided by industry partners in a timely manner to understand if current technologies or products can solve problems facing I Corps. Submissions on the portal do not guarantee further contact with I Corps staff and any additional contact is at its discretion.
4. This process will take effect on 01 March 2026.
5. The point of contact for this memorandum is CPT Alexander M. Soler at (253) 477-1340 or alexander.m.soler.mil@army.mil.

A handwritten signature in black ink, appearing to read "Drew R. Conover", is positioned above the printed name.

DREW R. CONOVER
COL, IN
Director