

Joint Interagency Task Force – 401 Counter-Unmanned Aircraft System Marketplace

February 24, 2026

Overview

The Joint Interagency Task Force (JITF) 401 announced a Counter-Unmanned Aircraft Systems (C-UAS) Marketplace. The online platform is a government-only, online acquisition, and comparison platform. The platform created by the U.S. Department of Defense JIATF 401 to rapidly identify, evaluate, and procure validated C-UAS technologies to military and interagency users.

The marketplace reached Initial Operational Capability (IOC)) on February 24-25, 2026. The IOC's current offerings as of (3/2/25):

- 1,600+ items are already listed
- Includes Sensors, effectors, command-and control (C2) systems and modular components
- Inventory is actively expanding to include all validated C-UAS systems not designated as a formal program of record

What Does This Mean for Government?

The platform was developed to address three long-standing problems in C-UAS acquisition:

- Slow procurement timelines under traditional defense contracting
- Fragmented testing data across agencies and services
- Lack of standardization and interoperability among C-UAS components

The marketplace allows authorized users (U.S. Military Services, Combatant Commands, Federal Interagency Partners (DHS, DOJ, FBI, etc.)) to purchase centralized vetted C-UAS technology while eliminating redundant testing and contracting. The platform represents one of the most significant acquisition process reforms in U.S. counter-drone efforts to date.

What Does This Mean for Industry?

The JIATF-401 C-UAS Marketplace is fundamentally shifting how the industry sells to the DOD. The JIATF-401 Counter-UAS Marketplace signals a lasting shift toward fast, data-driven, buyer-controlled acquisition, where industry success depends less on capture strategy and more on validated performance, interoperability, and price discipline.

Key takeaways for vendors:

- **Performance Beats Marketing:** Only systems that pass JIATF-401 testing and validation get listed, and buyers compare options using government performance data, not vendor claims.
- **Faster Path to Revenue, Less Control:** Industry can reach buyers quicker via an existing IDIQ, but vendors lose influence over the sales process as users self-select solutions directly
- **Modular competition increases pressure:** Buyers can mix and match sensors, effectors, and C2 components, intensifying competition at the component level and challenging closes, monolithic systems
- **Lower Barriers for Non-Traditional Vendors:** The marketplace and related CSOs make it easier for startups and mid-tier firms to compete alongside primes if their tech performs well in testing
- **Pricing Transparency Drives Down Margins:** Side-by-side comparison of cost and performance increases pricing pressure and rewards scalable, cost-effective solutions

Vendors that adapt to modular competition and government-verified results will scale; those that rely on closed systems and marketing advantage will struggle to remain relevant.