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Innoviz Sees Strong Counter-UAS Demand at AUSA 2026, Reinforcing the Fit of Innoviz Perciz for U.S. Defense and Homeland Security Markets

Meetings with senior leaders of major defense companies and dozens of prospective customers highlight a growing need for precise 3D localization to counter low-cost drone threats, including FPV and fiber-optic drones.

TEL AVIV, Israel, Oct. 28, 2026 /PRNewswire/ -- [Innoviz Technologies](#) Ltd. (NASDAQ: INVZ) ("Innoviz" or the "Company"), a leading supplier of high-performance, automotive-grade LiDAR sensor platforms for autonomous driving, defense and homeland security, industrial, and smart infrastructure applications, today shared highlights from its attendance at the Association of the United States Army (AUSA) Annual Meeting and Exposition, held October 12-14, 2026, at the Walter E. Washington Convention Center in Washington, D.C. Over three days, Innoviz executives met with CTOs and senior leaders of leading defense companies, system integrators, and dozens of prospective customers, with counter-unmanned aircraft systems (C-UAS) at the center of the conversation.



AUSA is North America's largest land power exposition and professional development forum. Innoviz's participation came three months after the Company launched Perciz, its dedicated defense and homeland security brand, and followed its first multimillion-dollar orders from a defense customer, announced in July 2026, to power counter-drone systems and perimeter intrusion detection applications.

Counter-UAS at the Center of the Conversation

Throughout the exposition, the threat posed by small, inexpensive drones, including first-person-view (FPV) drones, was one of the most widely discussed topics among military leaders, defense primes, and technology providers. Discussions repeatedly returned to a shared operational challenge: existing sensors can alert operators that a drone is present but often cannot fix its position precisely enough to engage it quickly and cost-effectively. Fiber-optic controlled drones, which emit no radio signal, further limit the effectiveness of RF-based detection and jamming.

Across its meetings, Innoviz heard consistent demand for two capabilities: high-resolution 3D sensing that delivers the precise, real-time position of a drone, and perception software that supports drone tracking and positive identification (PID). Innoviz believes its automotive-grade LiDAR, offered for defense and homeland security under the Perciz brand, is well positioned to address both needs as part of a layered C-UAS architecture.

Why Perciz Fits the Counter-UAS Mission

Perciz brings Innoviz's production-ready, automotive-grade LiDAR platform, selected by BMW, Volkswagen, Mobileye and Daimler Truck, to defense and homeland security applications. In the context of the needs raised at AUSA, Perciz offers:

Precise 3D localization: Centimeter-level 3D positioning with the potential to replace a circle of uncertainty with a precise coordinate that interceptors and effectors can act on.

Resilience to signal-based evasion: As an active optical sensor that responds to the physical world rather than to emitted signals, LiDAR is well-positioned not to depend on whether a drone is RF-controlled, autonomous, or fiber-optic guided.

Performance in cluttered and harsh environments: High-resolution point cloud data helps separate drones from background clutter such as fences, vegetation, and structures, with blockage resilience against rain, mud, and debris.

Cost-effective response: Precise localization supports lower-cost interception methods, helping close the gap between the cost of a drone and the cost of the systems traditionally used to defeat it.

"AUSA was one of the busiest and most energizing conferences I have attended in many years," said Omer Keilaf, Founder and CEO of Innoviz Technologies. "What we heard again and again is that defense organizations can detect drones, but they need to know exactly where they are. Innoviz Perciz is well-positioned to deliver a coordinate accurate enough to guide an effective response - not just flag a general area, and it is based on the same automotive-grade precision trusted by leading carmakers."

"The response we received at AUSA exceeded our expectations," said Jeremie Kletzki,

Vice President of Business Development at Innoviz. "We arrived with a full calendar of meetings scheduled in advance, and the exposition quickly generated many more introductions, including with technology leaders at some of the most important players in the counter-UAS space. The interest from U.S. integrators and prime contractors supports a real need for LiDAR combined with perception software for drone tracking and identification. Our focus now is on turning these conversations into evaluations and long-term collaborations with U.S. customers and partners."

Building Momentum in the U.S. Defense Market

Innoviz is now following up on a significant number of new opportunities identified at the exposition, the majority of them related to C-UAS applications. Innoviz's engagement at AUSA was supported by Maj. Gen. (Ret.) Yoav Har-Even, former President and CEO of Rafael Advanced Defense Systems and Chairman of the Innoviz Board of Directors, who helped introduce the Company to senior leaders across the defense industry.

The exposition builds on the momentum of Perciz since its launch in July 2026, including the Company's first multimillion-dollar defense orders and collaborations with several defense and C-UAS providers. Innoviz plans to continue expanding Perciz's presence in the U.S. defense and homeland security market, including at upcoming industry events such as C-UAS Technology USA taking place on November 30-December 2 in Washington, D.C.

About Innoviz

Innoviz is a leading provider of LiDAR technology, serving as a Tier-1 supplier to the world's leading automotive manufacturers while extending its existing sensing solutions into defense, homeland security, industrial, and smart infrastructure markets.

Innoviz's LiDAR sensors and complementary software suite are designed to deliver exceptional range, resolution, and reliability, providing accurate 3D sensing even in harsh weather conditions. Built to meet the automotive industry's strict standards for performance and safety, Innoviz's sensors are increasingly supplied for applications that demand precise, real-time spatial awareness and continuous object localization.

Operating across the U.S., Europe, and Asia, Innoviz designs solutions for automotive OEMs, system integrators, municipalities, commercial enterprises, government organizations, and other customers worldwide. Under the Perciz brand, Innoviz offers its existing automotive-grade LiDAR sensors for defense, counter-UAS, perimeter intrusion detection, and homeland security applications.

For more information, visit [innoviz.tech](https://www.innoviz.tech).

About Innoviz Perciz

Perciz is Innoviz's dedicated defense and homeland security brand, focused on using Innoviz's existing LiDAR solutions for defense, homeland security, and critical infrastructure applications. By using Innoviz's rich data, we believe operators will be able to perceive, understand, and act in the physical world with greater intelligence and precision. Perciz has the ability to support the next-generation defense and homeland security systems designed to address the increasing complexity of modern threats. For more information,

visit [innoviz.tech/perciz](https://www.innoviz.tech/perciz).

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Forward Looking Statements

This announcement contains certain forward-looking statements within the meaning of the federal securities laws, including statements regarding the services and products offered by Innoviz, the anticipated technological capability of Innoviz's products, including performance under various environmental and operational conditions, the markets in which Innoviz operates, and the Company's ability to successfully enter and compete in the defense and homeland security markets, and the potential for synergies between the Company's automotive and defense market activities. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "design(ed)," "strategy," "future," "opportunity," "plan," "potential," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions.

Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties.

Many factors could cause actual future events to differ materially from the forward-looking statements in this announcement, including but not limited to, the ability to implement business plans, forecasts, and other expectations, the ability to achieve broader market adoption of Innoviz's products and solutions, the risks associated with the defense and homeland security market, including procurement cycles, budgetary constraints and regulatory and export control considerations, the early stage of the Company's defense and security business, and our expectations regarding the impact of geopolitical developments in the Middle East including the evolving conflict in Israel on our ongoing operations. The foregoing list is not exhaustive. You should carefully consider such risks and the other risks and uncertainties described in Innoviz's annual report on Form 20-F for the year ended December 31, 2025, filed with the U.S. Securities and Exchange Commission ("SEC") on March 4, 2026, and in other documents filed by Innoviz from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Innoviz assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Innoviz gives no assurance that it will achieve its expectations.

[releases/innoviz-sees-strong-counter-uas-demand-at-aisa-2026-reinforcing-the-fit-of-innoviz-perciz-for-us-defense-and-homeland-security-markets-302922078.html](https://www.innoviz.com/press-releases/innoviz-sees-strong-counter-uas-demand-at-aisa-2026-reinforcing-the-fit-of-innoviz-perciz-for-us-defense-and-homeland-security-markets-302922078.html)

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