



AFWERX  
ADVENTURES

**STRATFI/TACFI:  
Making Big Bets on Great Ideas**

March 3rd, 2022

# Strategic and Tactical Funding Increase (STRATFI/TACFI)

## AGENDA

Purpose

FY21 Results

Structure

Eligibility

Matching Requirements

Notice of Opportunity

Next Steps

# Purpose

**Catalyze** relationships between Air Force and Space Force end-users and acquisition professionals, private-sector innovators, and investors.

**Bridge the capability gap** between current SBIR/STTR Phase II efforts and Phase III scaling efforts, facilitating delivery of strategic capabilities for the Department of the Air Force.

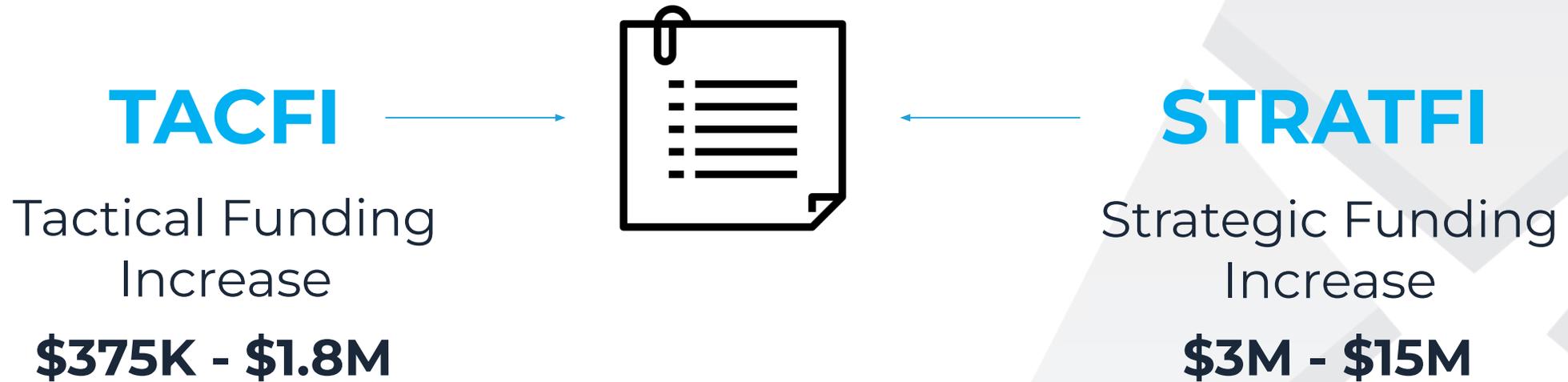


# FY21 STRATFI/TACFI Results

- **162** Capability Packages submitted
- Packages supported but not necessarily awarded (this may change over time)
  - **16 STRATFI** and **92 TACFI** selected
  - **\$275M** in SBIR funds
    - Air Force: **\$230M**
    - Space Force: **\$45M**
- **\$309M** in matching government funds
- **\$272.5M** in matching private funds

# FY22 Structure

## Notice of Opportunity



# Structure

Notice of Opportunity



AF Customer Releases RFP and Makes Award



# Eligibility

## Must meet all criteria:

- Company is still considered an SBC and is eligible for a SBIR/STTR award
- On an **active** DAF SBIR/STTR PII or **completed within 2 years\***  
**\*The two year date is calculated from day one of the original contract award date.**
- The subject effort has **not already been awarded a “Sequential” PII**
- At least **90 days** have passed since the beginning of PII execution
- **Not executing a prior STRATFI effort** at the time of submission
- Anticipated work is to be **performed in the United States**
- Able to achieve the **minimum matching/investment requirements**
- Able to obtain the **required End-User & Customer Collaboration Agreement**

# Matching Options

	Defense-Only	or	Dual-Use
TACFI	1:1 SBIR/STTR : Gov*		1:1 SBIR/STTR : Private**
STRATFI	1:2 SBIR/STTR : Gov*	or	1:1:2 SBIR/STTR : Gov* : Private**

\* Phase III awards within **six** months of submission may count toward Gov. matching. SBIR funds do not count towards Gov. matching. **Subcontracts \*may\* count.**

\*\* Eligible third-party funds received after the start of PII and within 24 months of submission counts toward Private matching. All funds must be received prior to TACFI award. Funds received during the course of STRATFI count towards match.

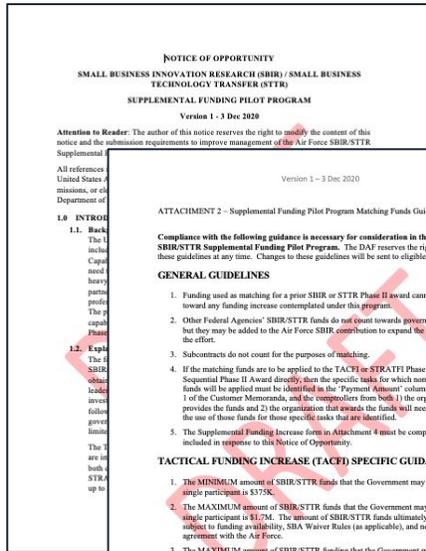
# FY21's TOP 10 Common Mistakes = Incomplete Packages

- Finance/Contracting Acceptance
- Contract Award Responsibility
- Missing Elements of Capability Package
- Missing End-User/Customer / TPOC Staff Function POC Info / Incorrect POCs
- Inaccurate Funds Match
- Milestones and Funding Alignment
- Incorrect Document Signatories
- Inaccurate PII Contract #
- Document Integrity (different info on each)
- Emails sent to addresses other than [afventures@afwerx.af.mil](mailto:afventures@afwerx.af.mil)

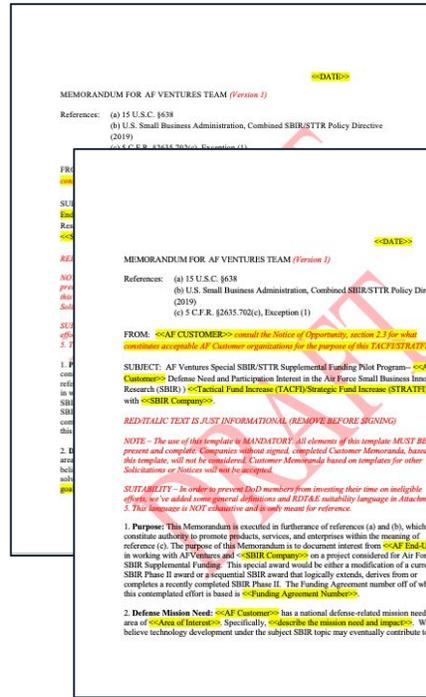
# What's New for 2022?

- No longer a Pilot Program - now the Strategic & Tactical Funding Increase Program
- TACFI increased to \$1.8M
- Updated guidance, documentation, and templates
- All supporting information now located on the AFWERX page
- Utilization of a submission form to increase data integrity and speed of review
- Companies issued a unique identifier to track status after capability package has been successfully submitted
- The afventures@afwerx.af.mil account will no longer be used to accept submissions

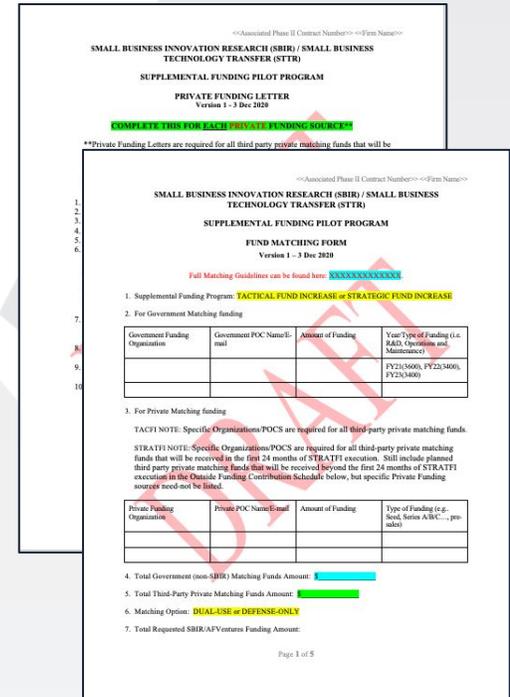
# Notice of Opportunity



Notice of Opportunity  
Matching Funds Guidance



Combined End-User/Customer  
Collaboration Agreement\*



Private Funding Letter  
Gov Funding Letter  
Spend Plan

# Capability Package & Other Documents

- **Capability Package Elements**

- **Company Information**

- Company Description and Profile
- Key Personnel, Shareholders, etc.
- Ownership Profile
- Supply Chain

- **Contract Information**

- Award History
- Pending Contracts

- **Phase II Overview**

- **Proposed STRATFI/TACFI Effort**

- Summary of Technology Solution
- Description of How it Meets DAF Need
- Identification of End-User & Customer

- **Commercialization Strategy**

- **Other Documents**

- **SBC Participation Memorandum**

- **Spend Plan & Milestones Worksheet**

- **Matching Funds Letter(s)**

- Private
- Government

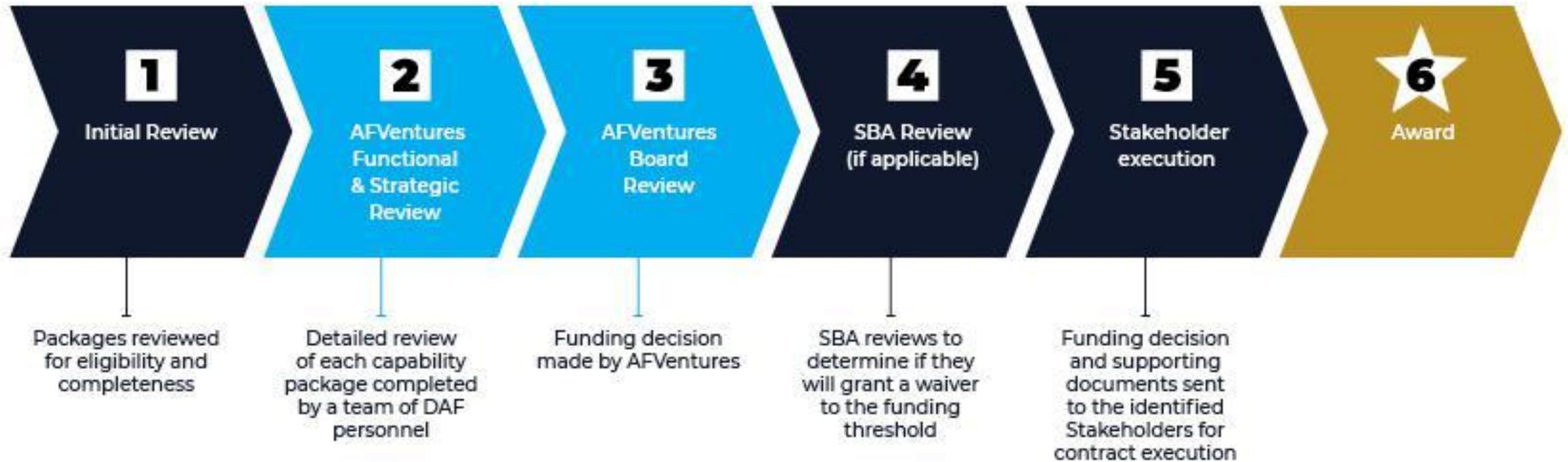
- **Collaboration Agreement (Combined)**

- End-User
- Customer

- **Finance MOU**

- **Contracting MOU**

# Review Process



# Next Steps

Official Notice of Opportunity available at:

<https://afwerx.com/stratfi-tacfi/>

Submission window closes Midnight, June 30th

# Helpful Resources

STRATFI/TACFI Page (<https://afwerx.com/stratfi-tacfi/>)

UNION (<https://union.vc/air-force-phase-ii/pages/strategic-phase-ii-instructions>)

AFWERX/AFVentures (<https://afwerx.com/afventures-overview/>)

AF SBIR/STTR (<https://www.afsbirsttr.af.mil/>)

Email questions to [afventures@afwerx.af.mil](mailto:afventures@afwerx.af.mil) with the subject “{TACFI/STRATFI}\_{Firm Name}”



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**Questions?**

Please type your questions in the Q&A section or email:  
[ENGAGEMENTS@AFWERX.AF.MIL](mailto:ENGAGEMENTS@AFWERX.AF.MIL)