



AFVENTURES OPEN TOPIC - AWARD DECISIONS SELECTABLE, NOT FUNDED

OUR COMPANY RECEIVED A NOTIFICATION LETTER STATING OUR PROPOSAL WAS “SELECTABLE, NOT FUNDED.” WHAT DOES THIS MEAN?

Proposals are evaluated in accordance with the evaluation criteria published in the solicitations. Evaluations establish those proposals with technical merit, i.e., “Selectable,” and are then considered in accordance with importance to agency programs. This results in a prioritized ranking of all Selectable proposals. Available funding is then allocated, starting with the highest priority proposal, until budgeted funding is exhausted. Funded proposals are categorized as “Selectable, Funded,” while the remaining Selectable proposals are categorized as “Selectable, Not Funded.”

Note: AFWERX Open Topic SBIR/STTR solicitations are very competitive. Approximately 20% of submitted proposals are selected and awarded per Open Topic.

WHAT ARE MY OPTIONS AFTER A “SELECTABLE, NOT FUNDED” AWARD DECISION?

Offerors will receive a notification letter for each proposal submission. **PLEASE DO NOT** contact General Officers or Senior Leaders for award feedback. Given the large volume of Open Topic proposal submissions and the fact that “Selectable, Not Funded” proposals are determined to have technical merit, **“Selectable, Not Funded” proposals are not eligible for feedback per the solicitation.** Proposal and evaluation information is controlled in accordance with legal and source selection statute and regulation.

Work with your customer! Proposals determined to be “Selectable, Not Funded” may be transferred to other Department of the Air Force (DAF) organizations or DoD components for award. Organizations interested in executing a proposal must use their organizational research and development funding and contracting support. AFWERX and the DAF SBIR/STTR Program Office are available to answer questions the government customer may have. The executing organization does not need to be the Customer Memorandum’s identified end-user or customer.

Companies may also **re-submit proposals under future solicitations with an Open Direct to Phase II (D2P2) Topic.** D2P2 proposals require details of a “Phase I-like” feasibility study which cannot be predominantly based on previous SBIR/STTR-funded efforts. Companies should carefully read and follow the current solicitation, as requirements are subject to change between cycles.

I FOUND A DOD ORGANIZATION INTERESTED IN AWARDING OUR PROPOSAL! WHAT SHOULD I DO?

(Phase II Proposal) – Have the organization contact the Air Force SBIR/STTR Help Desk, usaf.team@afsbirsttr.us, to start the process. Organizations must formally request a proposal transfer, which requires AFWERX concurrence. If concurrence is given, AFWERX Finance, Contracting, and Administration will transfer the pertinent documents enabling the DoD organization to execute the award.

RESOURCES

<https://www.afsbirsttr.af.mil/FAQs/>

<https://www.afwerx.com>

<https://rt.cto.mil/rti-small-business-resources/sbir-sttr/>