



AFWERX
AFVENTURES

SBIR/STTR Phase 1
Open Topic
February 24th, 2022

What is Open-Topic?

SBIR Open Topic

- The SBIR Open Topic program operates on a single solicitation that is an open call for all solutions - this allows businesses the flexibility to bring us tools and technology we didn't think to ask for.
- This program is open to startups and small businesses with less than 500 employees that are majority American-owned.

STTR Open Topic

- The STTR Open Topic program operates on a single solicitation that is an open call for all solutions - this allows businesses the flexibility to bring us tools and technology we didn't think to ask for.
- Businesses that apply to STTR must have less than 500 employees, be at least 51% U.S.-owned, complete at least 40% of the proposed work, and **partner with a university, research center, or non-profit development organization to perform at least 30% of the proposed work.**

Open-Topic vs Specific Topic

Open Topic

Looking for non-defense commercial solutions to adapt to meet AF needs

- AFWERX evaluates/selects/manages Phase I proposals
- Stakeholders review/evaluate/select/manage Phase II proposals
- Customer Memorandum and funding commitment required for Phase II
- Company's business plan is "Extremely" important

Specific Topic

Topics seek innovative solution to a specific Defense problem

- Phase I: NTE \$150K (9 Months) Feasibility Study
- AFRL & PEOs evaluate & select Phase I proposals (2 per topic)
- Phase II: \$750K (27 Months) NTE \$1.5M or D2P2 up to \$1.6M
- AFRL & PEOs evaluate & select Phase II (1 per topic)
- AFRL TPOC manages Phase I & II contracts
- Letters of support from customer highly encouraged
- Company's business plan "Relatively" important

SBIR/STTR Phase 1 “Open Topic”

Phase 1 Objective: Conduct feasibility-related experimental or theoretical research / R&D related to agency’s requirements to determine the scientific and technical merit and feasibility of the proposed effort and the quality of performance of the offeror.

In other words, find the fit between the non-defense solution and the Air Force Market

What to expect!

- Short Period of Performance: 3 months
- A maximum award of \$50K
- On contract to conduct Feasibility Study
- There are two deliverables (preliminary & final reports)
- Prepare for Phase II application
- Identify & codify DAF ‘demand signal’ for their solution (via Customer / End User signature of a Customer Memorandum)

Resources

MAJCOM Focus Areas - submit Focus Area ideas to:

focus.areas@afwerx.af.mil

Focus Area Dashboard

<https://afwerx.com/focus-areas/>

Open Topic Company Portfolio:

<https://app.kitesrm.com/share/57cc444c79a47e964e89e15fd3c29482/reports/2020/views/6509-overview>

Weekly Webinar Series:

<https://www.afsbirsttr.af.mil/Events/AFVentures-Weekly-Webinar-Series/>



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Questions?

Please type your questions in the Q&A section or email:

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