



DEPARTMENT OF THE AIR FORCE
AIR FORCE RESEARCH LABORATORY (AFRL)
WRIGHT-PATTERSON AIR FORCE BASE OHIO

February 5, 2025

MEMORANDUM FOR PROSPECTIVE GOVERNMENT CUSTOMERS AND
END-USERS FOR DAF PHASE II SBIR/STTR PROJECTS

FROM: AFRL/RGVB

SUBJECT: Customer Memorandum Support Agreement

On behalf of the AFWERX/SpaceWERX Ventures Open Topic Team, thank you for taking the time to consider engaging with this Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) small business concern.

Ventures invests in emerging technologies to scale Department of the Air Force (DAF) and joint capabilities, strengthening the U.S. industrial base by incentivizing private, for-profit investment in national security interests. Our success is achieved by connecting novel commercial solutions with defense problem sets, de-risking Airmen, Guardian, and joint initiatives to fill capability gaps and transition technologies. To that end, the DAF supports efforts to source prospective customer (program office) and end-user (warfighter) signatures on the attached customer memorandum (CM).

The CM is an official memo (per AF Tongue & Quill) that should not be confused with a Memo of Understanding (MOU), which falls under DODI 4000.19 "Support Agreements." The CM conveys your potential interest in working with the small business on transitioning their technology to the warfighter. It does not commit you to funding or resource allocation.

The CM is not binding. It seeks only to express interest from you, improve understanding of expectations, and eliminate the need for legal counsel or language modification by DAF and joint members. Once the signed CM – a requirement for submitting a Phase II proposal – is received, the small business will compete to proceed to prototyping their solution.

If you have questions about the CM or would like to learn more about AFWERX, SpaceWERX, and Ventures, visit afwerx.com or contact us at afrl.rgv.pl@us.af.mil.

//SIGNED//
TIFFANY L. ROBINSON, DR-04, DAF
Acting Chief, Open Topic Branch
Ventures

Attachment:
Customer Memorandum