



AFWERX
AFVENTURES

Open Topic Overview & AMA
AFX244-DPCSO1 (SBIR D2P2)

2 November 2023

Rules of Engagement

1. Call is recorded and will be available on AFWERX.com
2. No Classified/Proprietary Information
3. Post Questions in the Q&A section (not via chat)

All information is subject to change. The final, authoritative source of info & requirements is the solicitation instructions found on DSIP.

DAF Open Topic Solicitation

This topic is truly 'open' and agnostic of industry, technology, or problem area.

We are seeking...

- Innovative, dual-use tech solutions (i.e. applicable to defense and non-defense)
- Clear potential to solve a DAF mission need (USAF, USSF, or both)
- Capability to prototype under an accelerated schedule
- Ability to scale and grow the industrial base for defense
- Commitment from an empowered DAF end-user and customer
- Applied R&D efforts rather than 'front-end' or basic research

Open Topic Fall D2P2

AFX244-DPCSO1

24 October 2023: DAF began accepting proposals

22 November 2023: Full proposals due NLT 12:00 p.m. ET

Period of performance: 21 months

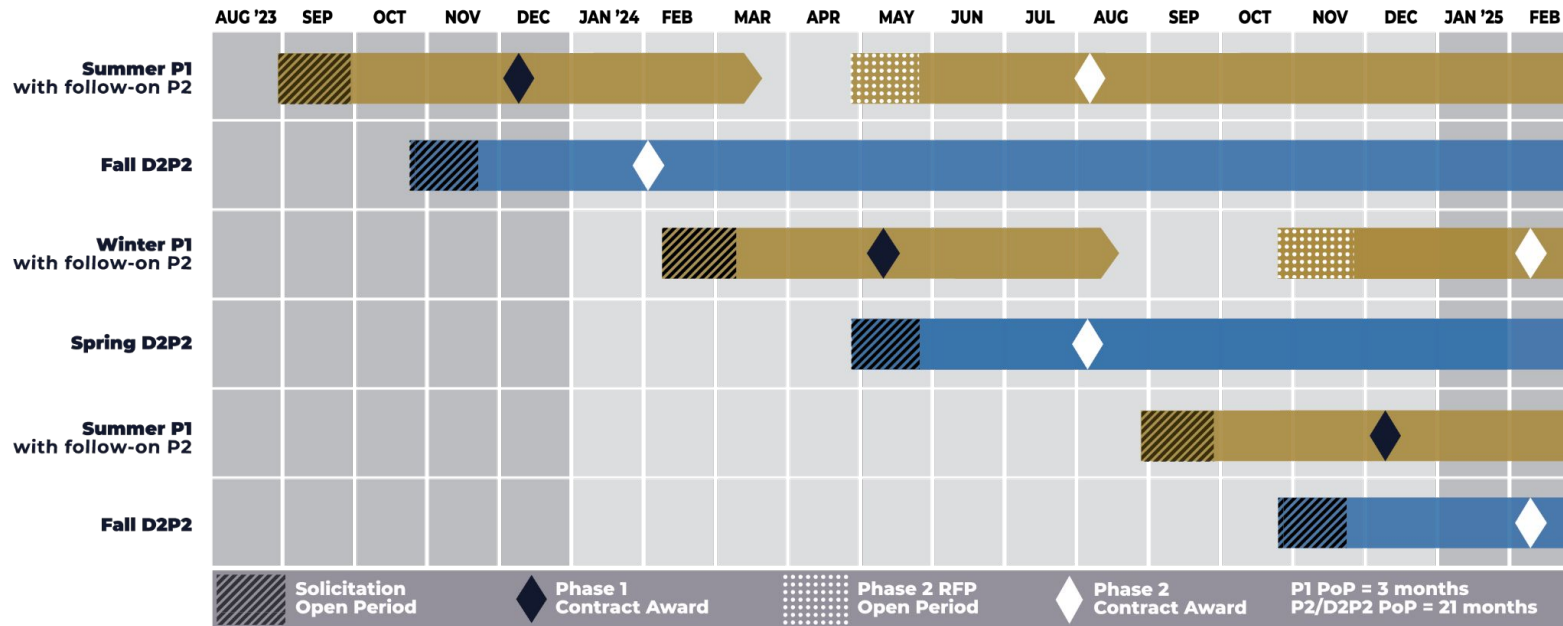
Max Award: \$1.25M

Customer Memorandum is required

All proposals must be prepared and submitted through the Department of Defense (DOD) SBIR/STTR Innovation Portal (DSIP), <https://www.dodsbirsttr.mil/>

Open Topic Annual Cycle

ANNUAL CYCLE FOR DAF SBIR/STTR OPEN TOPIC



NOTE: Dates are subject to change.

Open Topic Limits

Phase I

Feasibility Study

- SBIR up to \$75K per award
- STTR up to \$75K per award
- 3 month period of performance
- ~700 awards per year

Phase II

Prototyping

- SBIR up to \$1.25M per award
- STTR up to \$1.8M per award
- Up to 21 month period of performance
- ~350 awards per year

Phase I releases include SBIR and STTR

D2P2 releases are SBIR only

What is R/R&D?

In meeting the requirements put forward in the SBIR/STTR Policy Directive, these programs utilize 3600 funds (RDT&E), so funding appropriability decisions are thus based in financial law.

- A **systematic study** directed specifically toward **applying knowledge and innovation to meet a recognized but unmet need**
- A **systematic application of knowledge and innovation** toward the production of useful materials, devices, and systems or methods, **including design, development, and improvement of prototypes and new processes** to meet specific requirements.

Suggestions:

- Demonstrate completion of R/R&D through means not solely based on previous efforts under the SBIR/STTR Programs to establish Phase II proposal feasibility based on criteria provided in the D2P2 topic descriptions
- Ensure your proposal is explicit in explaining the RDT&E work you will be accomplishing
- Ensure your proposal does not lump R&D costs under licensing to provide clarity to the actual costs

R/R&D concerning COTS & NDIs

Items purchased directly from a commercial source that can be utilized without alteration through design and development, or without modification, are Commercial Off-the-Shelf (COTS) or Non-Developmental Items (NDI). This includes ready-to-use software, training services, and ready-to-use products.

COTS and NDIs by themselves are not suitable for SBIR/STTR funding.

****HOWEVER****

If (A) an end item requires design and development in order to accept the COTS or NDI OR (B) a COTS or NDI is required for RDT&E test purposes, funding for design and development, then they are classified as Modified COTS or Modified NDI and could be funded by SBIR/STTR funds.

Phase I-like feasibility study

- Direct-to-Phase II awards are granted to continue the R&D from prior non-SBIR research and feasibility studies, aka 'Phase I-like effort'.
- Proposals should demonstrate sufficient technical progress or problem-solving results to warrant more extensive RDT&E via a comprehensive, detailed description of previous efforts.
- **Feasibility documentation MUST NOT be solely based on work performed under prior or ongoing Federally-funded SBIR or STTR work.**

Submission Requirements

- All eligible offerors must be qualifying, registered small businesses in SAM.gov at time of submission
- This solicitation is for **Direct-to-Phase II only**
 - Max contract terms of \$1.25M, 21 mos (18 mos technical performance, 3 mos reporting)
- Complete proposals must be submitted via the Defense SBIR/STTR Innovation Portal (DSIP)
 - We cannot pre-read or recommend proposals
 - No email or other non-DSIP submissions will be received
- Must be Research, Development, Test, and Evaluation (RDT&E) activities
 - Not services, not procurement
 - See modified-COTS description in solicitation, section 3(b)(xv)
- Fraud, Waste, and Abuse training - completed by applicant
 - Must be completed by one DSIP firm user with read/write access (Proposal Owner, Corporate Official, or Firm admin) on behalf of the firm
- **Proposals that don't meet submission requirements won't be considered**

Limitations on Proposals Submission

- Section 7 of the SBIR and STTR Extension Act of 2022 requires the DoD to establish innovation open topic activities in order to:
 - (A) Increase the transition of commercial technology to the DoD;
 - (B) Expand the small business nontraditional industrial base;
 - (C) Increase commercialization derived from investments of the DoD; and
 - (D) Expand the ability for qualifying small business concerns to propose technology solutions to meet the needs of the DoD.
- Unlike conventional topics, which specify the desired technical objective and output, open topics can use generalized mission requirements or specific technology areas to adapt commercial products or solutions to close capability gaps, improve performance, or provide technological advancements in existing capabilities. **A small business concern may only submit one (1) proposal to each open topic. If more than one proposal from a small business concern is received for a single open topic, only the most recent proposal to be certified and submitted prior to the submission deadline will receive an evaluation.** All prior proposals submitted by the small business concern for the same open topic will be marked as non responsive and will not receive an evaluation.

Combined USAF and USSF Topic

Two Services, One Open Topic

What does this mean for you?

You must specify whether your solution potentially meets a need for USAF, USSF, or both.

- See solicitation 'Note About Funding Methodology'
- Also specified via Customer Memorandum

The combined topic does not decrease the anticipated number of awards

DAF subject matter experts will make final categorization determinations.

Customer Memorandum

- **Must include one signed memorandum** to formally capture interest from the empowered and committed DAF End-User, Customer, and TPOC
- Proposals that do not include a Customer Memorandum with [three CAC-enabled signatures](#) in accordance with the [mandatory template](#) will not be considered.
- Joint organizations may be the End-User or Customer.
 - The Customer Memorandum must clearly articulate how the Joint End-User/Customer represents a validated Department of the Air Force need.
 - The Primary TPOC must be a DAF employee (that includes Air Force and Space Force, Civilian and Military).

Additional Funds (non-SBIR)

- For Government second phase commitments, if the funds are to be applied directly to the D2P2 contract, the draft funding document (e.g. MIPR or Form 9) must be received by AFRL/RGF within **45 days** of CSO closing. To start the process, the Gov org must email AFRL.SBIR.STTR@us.af.mil.
- For private investment, a letter as detailed in Attachment 6 must be submitted with the proposal. Additionally, the awardee must provide evidence of funds receipt within **90 days** of award and provide it to the Government Agreements Officer.
- Price reasonableness and realism will be considered to the extent appropriate. IAW 15 USC 638(dd)(7), investment by venture capital, private equity firms, or hedge funds shall not be used as an award criterion. However, cost share or match serves as evidence of commercial potential in accordance with 15 USC 638(e)(4)(B)(ii).

Common Causes for Non-Selection

- Invalid or missing Customer Memo - must have THREE valid signatures and use the most recent version with the matching solicitation header
- Exceeding Cost or Duration Limits - \$1.25M and 21 months max
- SAM.gov Registration - firms must have an active registration at time of submission
- Missing Documentation - be sure to include all required Volumes and attachments
- Not clearly addressing evaluation criteria outlined in the solicitation

What's Next?

- **Proposals due **Wednesday, 22 November @ Noon Eastern****
 - Do not wait until the end of the submission period to submit proposal materials
 - All proposals must be submitted via DSIP (<https://www.dodsbirsttr.mil/>)
- **Be familiar with Evaluation Criteria**
 - Commercialization Potential
 - Defense Need
 - Technical Merit
- **Questions must be answered via DSIP Q&A or AMA webinars**
 - The solicitation is the final, authoritative source of info & requirements

Solicitation Resources

Contracting Officer: Mr. Daniel Brewer

Program Manager: Emily Primeaux

For questions, utilize DSIP Q&A section

<https://www.dodsbirsttr.mil/submissions/baa-schedule/active-baa-announcements>

Customer Memorandum 23.5/D Phase II and 24.4 D2P2 template

<https://afwerx.com/open-topic/>

5 Oct Completing the Customer Memorandum: Open Topic Phase II and D2P2

<https://afwerx.com/divisions/afventures/weekly-webinar-series/>



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Questions?

Please type your questions in the Q&A section.

Let us know how we are doing. Please complete the survey as you leave today's meeting.