



AFWERX
AFVENTURES

**AFX24.7/E Open Topic
Phase I Overview**

September 2024

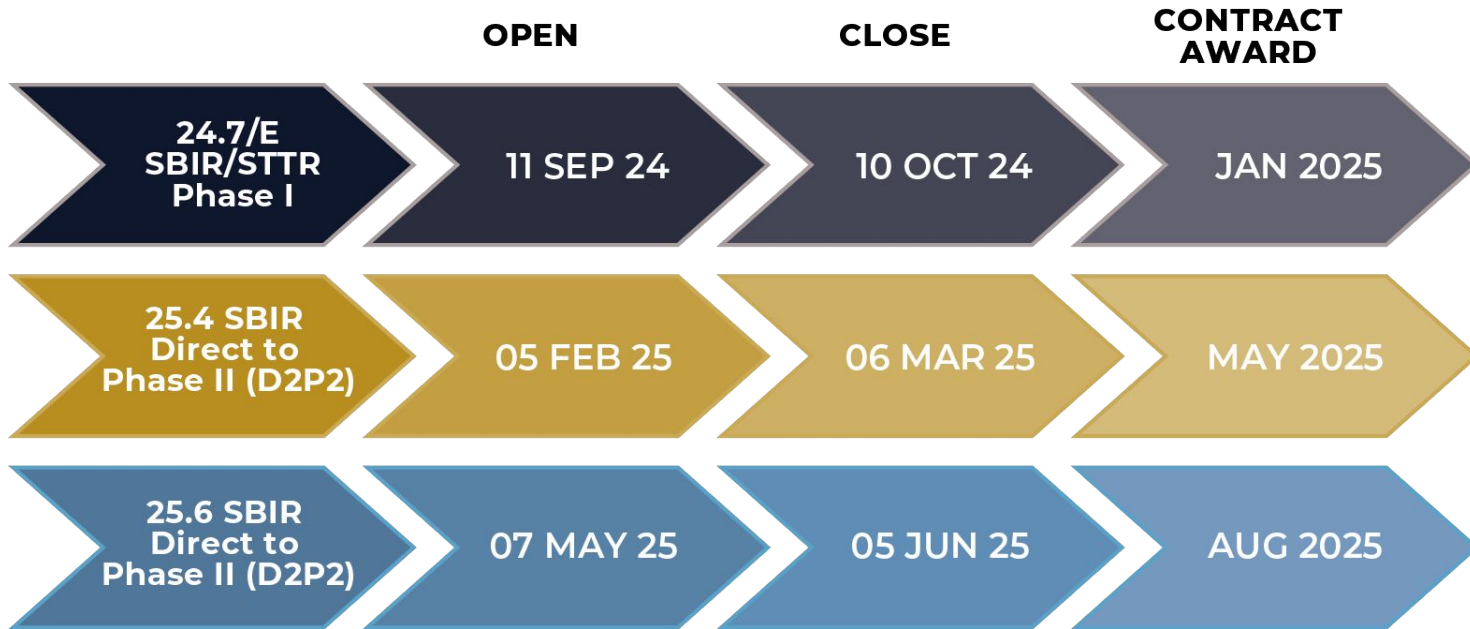
USAF OPEN TOPIC SOLICITATIONS

Topics are 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)
- 24.7/E is looking for a clear potential to solve a USAF mission need
- Capability to prototype under an accelerated schedule
- Ability to scale and grow the industrial base for defense
- Applied R&D efforts rather than basic research

OPEN TOPIC ANNUAL CYCLE



NOTE: Dates are subject to change.

Open Topic Limits

Phase I Feasibility Study	<ul style="list-style-type: none"> Up to \$75K per award (SBIR) Up to \$110K per award (STTR) 90 day period of performance ~700 awards per year
Phase II / D2P2 Prototyping	<ul style="list-style-type: none"> Up to \$1.25M per award (SBIR) Up to \$1.8M per award (STTR) Up to 21 month period of performance ~350 awards per year

Phase I and Phase II releases include SBIR and STTR.

D2P2 releases are SBIR only.

SOLICITATION HIGHLIGHTS

Open Topic Phase I SBIR/STTR

- Purpose: Find the fit between your validated non-defense commercial product and the defense market
- Period of Performance (PoP): up to 90 days
- Funding Limits: up to \$75K (SBIR) and \$110K (STTR)

SBIR vs STTR REQUIREMENTS

STTR is Similar to SBIR

- Three phase commercialization program codified in statute
 - Discover (P1) – Prototype (P2) – Transition (P3)
- Results in Phase III sole-source authority for use by **all U.S. federal agencies**

BUT - STTR has unique qualities based on its research focus

- Requires one qualifying research institute to perform 30% - 60% of work (e.g. university, non-profit, or Federally Funded Research & Development Center (FFRDC))
- Principal Investigator (PI) may be employed by either the research entity (e.g. professor) or the small business. However, at least 40% of their time **MUST** be spent with the SBC.
- Leverages close ties with both Federal R&D and operational communities

RESEARCH OR RESEARCH & DEVELOPMENT (R/RD)

SBIR/STTR programs are funded by Research, Development, Test & Evaluation (RDT&E) appropriations. Use of these funds is governed by federal financial law. Therefore, proposed projects must meet certain definitions and requirements to be eligible for SBIR/STTR funding.

Research or Research & Development (R/R&D):

- 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:

- Ensure your proposal explicitly explains the R/R&D work you will be accomplishing
- Ensure the proposal does not lump R/R&D costs under licensing to provide clarity to 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****

Some Items may become non-COTS if:

- The end item requires design and development in order to accept the COTS/NDI
- The COTS/NDI are required for RDT&E test purposes
- The proposal involves significant modification of COTS/NDI
 - To satisfy user requirements
 - Develop a capability

SBIR/STTR PROPOSAL STRUCTURE

- **Vol 1: Proposal Cover Sheet (SAM, UEI, CAGE, Name, Abstract, etc)**
- **Vol 2: Technical Volume**
 - Maximum of 25 slides (**11 required**, 6 required as applicable, remaining at applicant's discretion)
- **Vol 3: Cost Volume**
 - System formatted inputs: direct labor, direct material, and other direct costs
- **Vol 4: Company Commercialization Report (CCR)**
 - Follow solicitation instructions for Volume 4
 - CCR information is maintained and report is generated via sbir.gov
 - CCR is uploaded to DSIP as part of the proposal submission process, as applicable
- **Vol 5: Supporting Documents**
 - Additional Cost Info (your preferred format)
 - ***IP Agreement with RI (SBA template available) (STTR ONLY)**
 - Resumes for key personnel
 - DoD Funding Agreement Certification
 - Work Plan (Non-proprietary)
 - Additional Required Attachments (Ie: Lifecycle Certification)
- **Vol 6: Fraud, Waste, and Abuse Training**
- **Vol 7: Disclosures of Foreign Affiliations or Relationships to Foreign Countries**

NEW THIS CYCLE – Volume 7

Volume 7: Disclosures of Foreign Affiliations or Relationships to Foreign Countries

- **Purpose:** Gathers information about your small business's investment and foreign ties, as required by the SBIR and STTR Extension Act and Small Business Administration (SBA) SBIR/STTR Policy Directives
- **What's New:** You will now *enter and certify* this information from within DSIP
- **Job Aids:** May be located [HERE](#)

Disclosures of Foreign Affiliations or Relationships to Foreign Countries

In accordance with the SBIR and STTR Extension Act of 2022 (Pub. L. 117-183) and the Small Business Administration (SBA) SBIR/STTR Policy Directive, small business concerns are required to disclose the information requested below about the small business's investment and foreign ties. [Relevant definitions can be found here](#). An up-to-date list of countries determined to be countries of concern by the Secretary of State will be maintained and accessible on SBIR.gov.

NOTE: Responses to disclosure questions may contain trade secrets or commercial or financial information that is privileged or confidential and is exempt from public disclosure. Such information shall be used or disclosed only for evaluation purposes or in accordance with an award between the submitter and the Government.

Disclosure Questions

*1. Is any owner or [covered individual](#) of the applicant or awardee party to any [malign foreign talent recruitment program](#)?

Yes No

*8. Does the applicant or awardee have an owner, officer, or [covered individual](#) that has a [foreign affiliation](#) with a research institution located in a [foreign country of concern](#)?

Yes No

I hereby certify the information provided in response to the Disclosure Questions is accurate and complete. I understand that knowingly and willfully making any false, fictitious, or fraudulent statements or representations may be a felony under the Federal Criminal False Statement Act (18 U.S.C. Sec 1001), punishable by a fine of up to \$10,000, up to five years in prison, or both.

Note: Form needs to be re-certified when updates are made.

[Back](#) [Save](#) [Submit](#)

SUBMISSION REQUIREMENTS

- All eligible offerors must be qualifying, registered small businesses in SAM.gov
- Complete proposals must be submitted via the Defense SBIR/STTR Innovation Portal (DSIP)
 - We cannot pre-read or recommend proposals or receive non-DSIP submissions
- **Must be RDT&E activities**
 - Not services, not procurement
 - See modified-COTS description in solicitation
- **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.
- **STTR ONLY - Must propose effort with a qualifying RI subcontractor**
 - $\geq 40\%$ to the Small Business
 - $\geq 30\%$ to one Research Institution (RI)
 - The remaining 30% may be completed by the Small Business, RI, subcontractor, secondary RI, etc.
- **Proposals not meeting the above will not be considered**

COMMON CAUSES FOR NON-SELECTION

- **Exceeding Cost or Duration Limits** - \$75K (SBIR) and \$110K (STTR); 90 days max
- **SAM.gov Registration** - firms must have an active registration
- **Missing Documentation** - be sure to include all required Volumes and attachments
- **Multiple Submissions**
 - A small business concern may only submit one proposal under each solicitation (but may submit one (1) to both SBIR and STTR).
 - If more than one proposal from a small business concern is received for a single solicitation, **only the most recent proposal to be certified and submitted prior to the submission deadline** will receive an evaluation.
- **Not Clearly Addressing Evaluation Criteria** - (see section 6)
- **Failing to Ensure Signatures Remain on Documentation** - firms must make sure that signatures and/or answers are not stripped off upon submission to DSIP

WHAT'S NEXT?

- **PROPOSALS DUE 10 OCTOBER 2024 @ 12pm ET**
 - **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/>)
- **Volume 7:** Disclosures of Foreign Affiliations or Relationships to Foreign Countries (see slide 9 for more information)
- **Be familiar with Evaluation Criteria (Solicitation Section 6)**
 - Commercialization Potential
 - Defense Need
 - Technical Merit
- **Questions must be answered via DSIP Q&A**
 - The solicitation instructions provide your best source of information

SOLICITATION RESOURCES

Contracting Officer: Mr. Daniel Brewer

Program Manager: Ms. Candice Gebhardt

For questions, utilize DSIP Q&A section
<https://www.dodsbirsttr.mil/topics-app/>

Additional resources can be found at [AFWERX.com](https://www.afwerx.com)



AFWERX AFVENTURES

Still have questions?

Specific Topic: usaf.team@afsbirsttr.us

Open Topic Phase I: p1@afwerx.af.mil

Open Topic Phase II: p2@afwerx.af.mil

STRATFI/TACFI: stratfi.tacfi@afwerx.af.mil

