

VENTURES

Open Topic 25.5/E Release 10 Overview:

Phase I & Proposal Template

10 July 2025

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)
- 4. Only questions regarding: 25.5/E Release 10 Phase I and the proposal template will be answered on today's call **and as time allows**
- 5. 25.5/E Release 10 Phase I questions received via registration survey will be answered first

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

IMPORTANT NOTE

This information is intended to answer common questions and provide general guidance. This slidedeck does not constitute part of the official solicitation.

Any questions shall be submitted in accordance with the official Topic Release Instructions (TRI).

https://www.dodsbirsttr.mil/topics-app/?baa=DOD_SBIR_2025_P1_C5

DEPARTMENT OF THE AIR FORCE (DAF) SBIR/STTR BACKGROUND

OPEN TOPIC: SBIR/STTR BENEFITS

Although there are many, here is a snapshot of the powerful benefits of a DAF SBIR/STTR award:

- 1. Results in Phase III sole-source authority for use by all U.S. federal agencies
- 2. Retain rights to the intellectual property (IP) developed
- 3. Financial and subject matter expert (SME) support for early-stage research development test and evaluation (RDT&E)
- 4. Possible access to Department of Defense facilities for testing and expertise

OPEN TOPIC: SBIR/STTR REQUIREMENTS

Does your business qualify for the SBIR/STTR Program?

- 1. Organized for profit, with a place of business located in the United States
- 2. More than 50 percent owned and controlled by a United States entity
- 3. 500 employees or less

OPEN TOPIC: ADDITIONAL STTR REQUIREMENTS

REQUIREMENTSSTTR is Similar to SBIR, however STTR has unique qualities based on its research focus:

- Requires <u>one</u> 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
- Attachments in the CSO may also be different so it's important to check the correct solicitation

DAF: OPEN TOPIC SOLICITATION

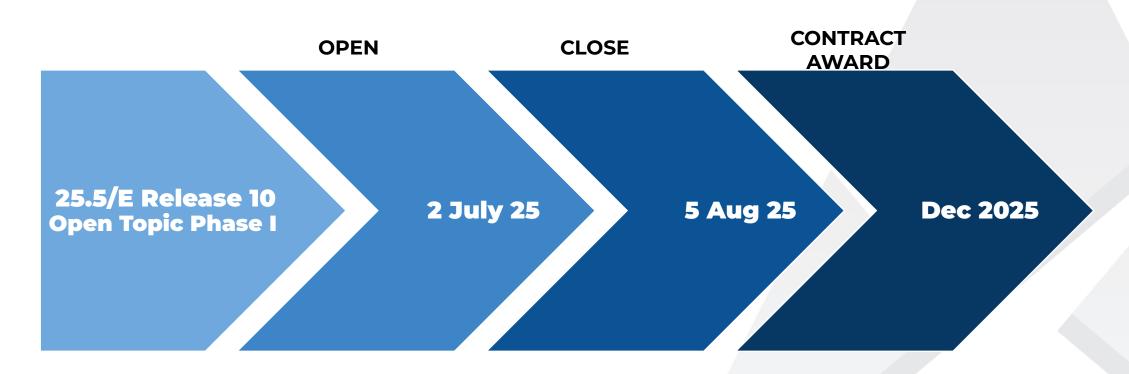
Topics are truly "open" and agnostic of industry, technology, or problem area.

We are seeking...

- Innovative, <u>dual-use</u> tech solutions (i.e. applicable to defense and non-defense)
- Clear potential to solve a <u>DAF mission need</u> (USAF, USSF)
- Capability to prototype under an <u>accelerated schedule</u>
- Ability to scale and grow the industrial base for defense
- Commitment from an empowered <u>DAF end-user and customer</u>
- <u>Applied</u> Research/Research and Development or Test and Evaluation (RDT&E) efforts rather than "front-end" or basic research



OPEN TOPIC: 25.5/E RELEASE 10



Phase I

Feasibility /
Customer Discovery

Open Topic Phase I SBIR/STTR Purpose:

Find the fit between your validated non-defense commercial product and the defense market

- SBIR up to \$75K per award
- STTR up to \$110K per award
- 3 month period of performance
- ~700 awards per year

25.5/E RELEASE 10: SUBMISSION RULES

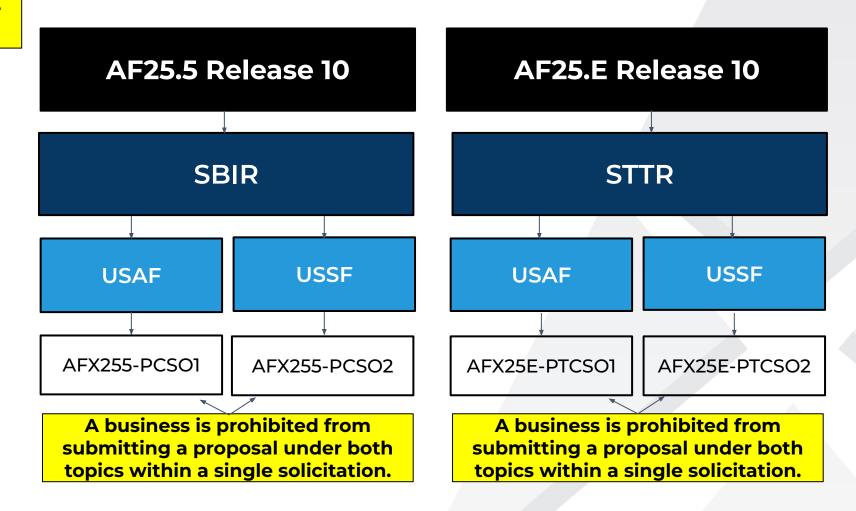
A business may only submit <u>one</u> proposal per <u>solicitation.</u>

Solicitation:

Commercial Solutions
Opening (CSO) Type:

Component:

Topics:



*If more than one proposal from a small business concern is received for a single solicitation, only the most recent proposal to be certified

COMMON REASONS: FOR DQ or NON SELECT

- Exceeding Cost or Duration Limits Pay careful attention to not exceed these
- Inactive/Not Updated SAM.gov Registration Firms must have an active registration prior to award (registering early to avoid delays) that is eligible for all awards
- Unaddressed Requirements All required volumes and attachments must be included and complete. SBCs must address all solicitation requirements, particularly those in the evaluation criteria
- **Uncertain Defense Need** Must have a clear proposed benefit to the government customer
- Proposed Work is NOT Appropriate for SBIR funding This is an applied RDT&E solicitation, not a Commercial-Off-the-Shelf (COTS) resale solicitation.
- Wrong Topic Number SBC must propose to the correct topic number
- Not Using the Proposal Template The proposal template is required.



25.5/E RELEASE 10: STRUCTURE

- Vol 1: Proposal Cover Sheet SAM, UEI, CAGE, Abstract, etc. prepared on DSIP
- Vol 2: Technical Volume Proposal Template (using the template is a requirement)
- Vol 3: Cost Volume Accomplished by using online form in DSIP
- Vol 4: Company Commercialization Report (CCR) -
 - Completion of the CCR as Volume 4 of the proposal submission in DSIP is required
 - Refer to the DoD Program CSO for full details on this requirement

25.5/E RELEASE 10: STRUCTURE cont.

- Vol 5: Supporting Documents -
 - Att 1.) <u>Phase I Proposal Template</u> (Required for Vol 2)
 - Att 2.) SBIR/STTR Funding Agreement Certification
 - Att 3.) SBIR/STTR Funding Agreement Certification Life Cycle Certification
 - Att 4.) Identification and Assertion of Use, Release or Disclosure Restrictions
 - SBIR Att 5.) Certification for SBIR Applicants that are Majority-Owned Multiple
 Venture Capital Operating Companies, Hedge Funds, or Private Equity Firms
 - STTR Att 5.) Contractor Certification Regarding Preaward Requirement for Small Business Technology Transfer Program
- Vol 6: Fraud, Waste, and Abuse Training Module in DSIP
- Vol 7: Disclosure of Foreign Affiliations or Relationships to Foreign Countries -Accomplished by using online form in DSIP

25.5/E RELEASE 10: PROPOSAL

TEMPLATE

- It is <u>REQUIRED</u> that you adhere to the proposal template (DQ able if not used)
- Both SBIR and STTR will utilize the same proposal template
- Follow the instructions including:
 - ☐ Read the solicitation
 - ☐ Content is on the designated pages as listed on table of contents (see next slide)
 - ☐ Update all details as directed by the **[instructional text]** (bold, blue, italicized, bracketed)
 - ☐ Go through the checklist
 - ☐ Upon completion, delete [instructional text], instruction page, and checklist

25.5/E RELEASE 10: PROPOSAL TEMPLATE cont.

UNDERSTANDING THE TABLE OF CONTENTS:

- Content is on the designated pages as listed on Table of Contents
- Evaluators will only be looking at designated pages for information to rate - ie Technical Merit written on page 10 will NOT be evaluated
- You may have blank pages eg Technical Merit is completed on page 2 & 3 so page 4 is blank
- Page limit all proposals will be
 13 pages (+ optional Glossary)

TABLE OF CONTENTS

CONTENTS	DESIGNATED PAGE NUMBER(S)
Small Business Concern	1
Technical Merit Summary Including Key Personnel	2-4
Concept & Significance of Problem/Opportunity	5
Defense Need	6
OUSD(R&E) Critical Technology Areas and/or Commercial Space Strategy Mission Area	6
Transition Plan	7
Summary of the Proposed Solution's Commercialization and Non-Defense Commercial Potential Business Plan	8, 9
Related Work (Dual-Use)	10
Non-Proprietary Work Plan Outline and Phase I Objectives	11, 12
Foreign Persons	13
Glossary	[If needed]



25.5/E RELEASE 10: WHAT'S NEXT

- Proposals due Thursday, 05 August 2025 @ Noon 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/)
- Be familiar with evaluation criteria-in descending order of importance:
 - Defense need
 - Technical merit
 - Commercialization

25.5/E RELEASE 10: SOLICITATION

QUESTIONS Contracting Officer: Mr. Daniel Brewer

Applicants may request clarification on the terms, conditions, and/or requirements of the solicitation, including the Customer Memorandum and all solicitation attachments.

Open Period for Questions: July 2, 2025 - July 15, 2025 4:00pm ET. DAF does not intend to answer solicitation questions received late.

Question Submission: Questions shall be emailed to <u>daniel.brewer.13@us.af.mil</u> and solicitations@afwerx.af.mil.

Government Responses: DAF intends to release a consolidated list of received questions and their respective answers on approximately July 18, 2025. DAF reserves the right not to answer every question submitted, and will not answer any questions related to a specific applicant's proposal. All submitted questions will be kept anonymous.

25.5/E RELEASE 10: ADMIN QUESTIONS

Administrative questions based on the process, not the interpretation of solicitation terms and conditions

Admin Question Open Period: Solicitation open period (2 July 2025 - 5 August 2025 - Dates are subject to change)

Question Submission: Questions shall be emailed to <u>daniel.brewer.13@us.af.mil</u> and <u>solicitations@afwerx.af.mil</u>.

Responses: Applicants will receive direct email responses.

25.5/E RELEASE 10: DSIP QUESTIONS

Issues related to website navigation and proposal submission processes

DSIP Question Open Period: Solicitation open period (2 July 2025 - 5 August 2025 - *Dates are subject to change*)

Email questions to: DoDSBIRSupport@reisystems.com

Responses: DSIP helpdesk will respond directly to applicant questions.

25.5/E RELEASE 10: SOLICITATION

RESOURCESThe most up-to-date FAQs can be found in our resource section:

https://afwerx.com/divisions/ventures/open-topic/

Required Phase I Proposal Template:

https://afwerx.com/wp-content/uploads/25.E-Open-Topic-Phase-I-Proposal-Template-FI NAL-_-CLEARED-AFRL-2025-3182.docx

25.5/E RELEASE 10: ADDITIONAL RESOURCES

SBIR.gov Tutorials:

https://www.sbir.gov/tutorials/

Defense SBIR/STTR Innovation Portal (DSIP) Tutorials:

https://www.dodsbirsttr.mil/submissions/learning-support/training-materials

Defense SBIR/STTR Innovation Portal (DSIP) Home Page:

https://www.dodsbirsttr.mil

AFWERX.com:

https://afwerx.com/

Ventures Webinar Series:

https://afwerx.com/divisions/ventures/weekly-webinar-series/

Open Topic Phase II Team:

afrl.rgv.p2@us.af.mil

CONTACT US: BRANCH ORG BOXES

- Open Topic Phase I: <u>afrl.rgv.pl@us.af.mil</u>
- Open Topic Phase II/D2P2 Program Manager: <u>afrl.rgv.p2@us.af.mil</u>
- Specific Topic: <u>usaf.team@afsbirsttr.us</u>
- STRATFI/TACFI: <u>afrl.rgv.stratfi-tacfi@us.af.mil</u>
- Solicitation questions (through 7/15 at 4pm ET): solicitations@afwerx.af.mil





