



AFWERX  
AFVENTURES

# Open Topic Phase II and D2P2 Customer Memorandum

**05 October 2023**

# Rules of Engagement

1. Call is recorded
2. No Classified/Proprietary Information
3. Post Questions in Q&A portion

*All information subject to change.*

*Solicitation instructions found on DSIP  
are the final, authoritative source  
of information & requirements.*

## Branch Org Inboxes

- Open Topic Phase I: [p1@afwerx.af.mil](mailto:p1@afwerx.af.mil)
- Open Topic Phase II: [p2@afwerx.af.mil](mailto:p2@afwerx.af.mil)
- Specific Topic: [usaf.team@afsbirsttr.us](mailto:usaf.team@afsbirsttr.us)
- STRATFI/TACFI: [stratfi.tacfi@afwerx.af.mil](mailto:stratfi.tacfi@afwerx.af.mil)



Visit our website at [AFWERX.com](https://afwerx.com)  
and social media channels:





# AFVentures

SBIR/STTR Program Quickview

# Strategy: Capital as a Capability

Open Topic, Specific Topic & STRATFI/TACFI programs fall under AFVentures management.

## Open Topic:

- Technology-agnostic solicitation
- Encourages commercial industry to submit dual-use technology solutions without having a known end-user
- Used to capture the best capabilities and emerging technologies that can impact our Airmen and Guardians

## Specific Topic:

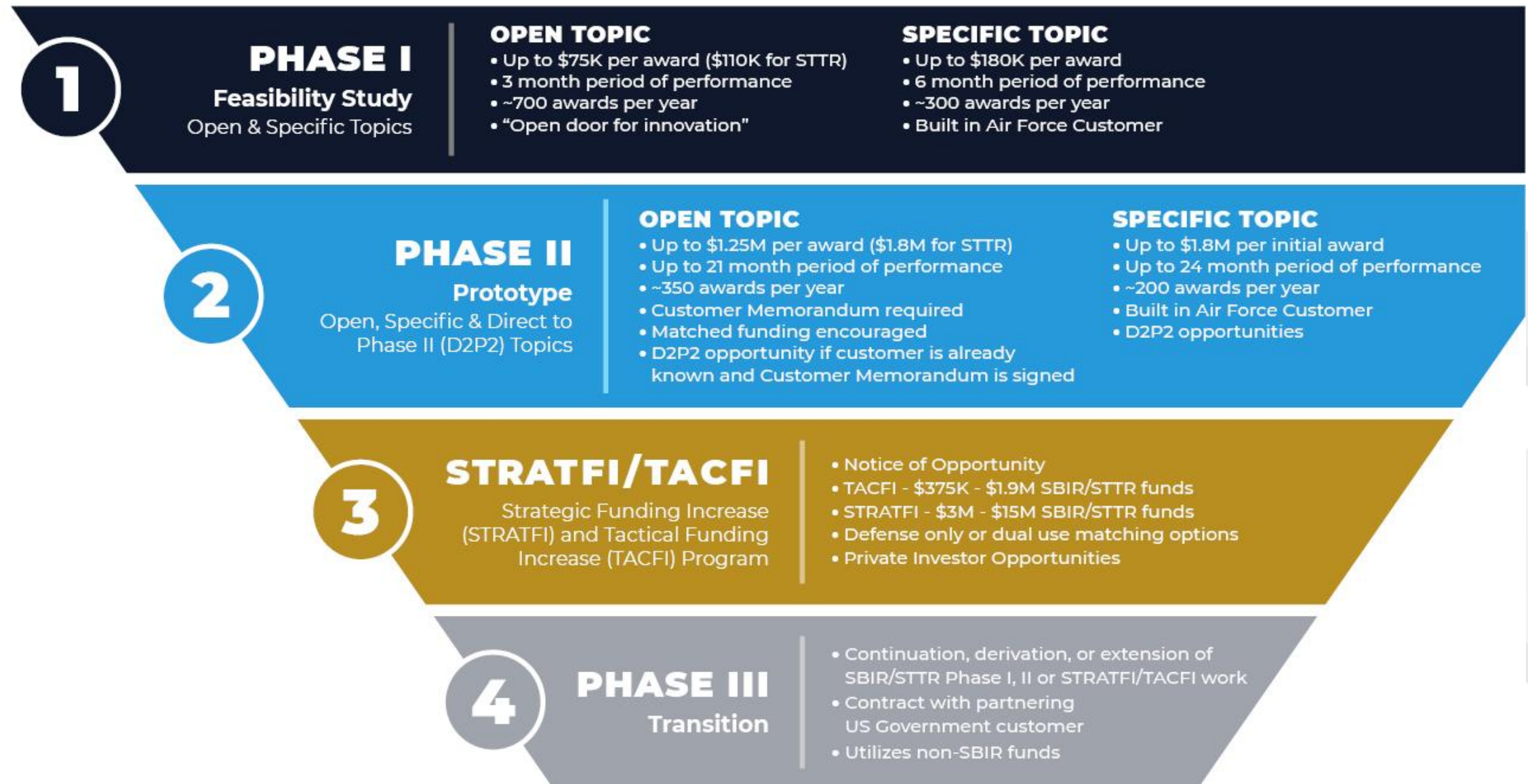
- Seeks innovative solutions for a particular problem set defined by a DAF end user or customer
- Many times, the topics and requirements are not a dual-use capability and are specific to the DoD
- These topics have clearly-defined requirements and a known DAF customer built in to the topic solicitation

## STRATFI/TACFI:

- STRATFI (Strategic Funding Increase) Program
- TACFI (Tactical Funding Increase)
- Awards help scale Phase II efforts to the level needed to achieve better technology transitions
- De-risks development through syndication with multiple transition-focused partners and leveraging outside investment



# AFVentures - HOW THE PROGRAM WORKS





# SBIR/STTR

Phase II/D2P2 Review

2

## PHASE II Prototype

Open, Specific & Direct to  
Phase II (D2P2) Topics

### OPEN TOPIC

- Up to \$1.25M per award (\$1.8M for STTR)
- Up to 21 month period of performance
- ~350 awards per year
- Customer Memorandum required
- Matched funding encouraged
- D2P2 opportunity if customer is already known and Customer Memorandum is signed

### SPECIFIC TOPIC

- Up to \$1.8M per award
- Up to 24 month period of performance
- ~250 awards per year
- Built in Air Force Customer
- D2P2 opportunities

## Phase II/D2P2: Purpose

- The principal Research or Research and Development (R/R&D) effort
  - **Open/Specific Phase II Topic:** Aims to continue effort from the completed Phase I effort
  - **Open/Specific Direct to Phase II (D2P2) Topic:** Aims to continue R&D from prior non-SBIR/STTR research
- Expected to produce a well-defined deliverable prototype



2

## PHASE II Prototype

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## Phase II/D2P2: Proposal Standard

Proposal should provide sufficient information to persuade the DAF the proposed effort represents an innovative solution worthy of support under the stated evaluation criteria.

# Open Topic Phase II & D2P2 Proposal Structure

**Vol 1: Proposal Cover Sheet** (Basic Information - SAM, UEID, CAGE, Abstract, etc)

**Vol 2: Technical**

- **MANDATORY** White Paper
- 15 page maximum, excluding Table of Contents and Glossary (pages in excess NOT reviewed)

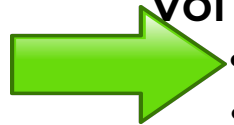
**Vol 3: Cost**

- System formatted inputs

**Vol 4: Company Commercialization Report (CCR)**

- Entered via DSIP, but not considered as part of evaluation

**Vol 5: Supporting Documentation\***



- **MANDATORY** Customer Memorandum (CM) on Required Template\*\*
- Various Required Attachments
- Other Attachments, as Required
- SBIR/STTR Funding Agreement Certification (Encouraged at proposal submission, required prior to award)
- Optional Attachments
- STTR ONLY: Intellectual Property Agreement with Research Institution

**Vol 6: Fraud, Waste, and Abuse (FWA) Training** (via DSIP)



# Customer Memorandum

The Why

# Customer Memorandum

## Purpose

Document interest from DAF/Joint organization(s) to work w/AFWERX and an Open Topic SBIR/STTR Phase II awardee on a proposed Phase II effort

**AFWERX**  
**AFVENTURES**

**CUSTOMER MEMORANDUM**  
For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2

 **DEPARTMENT OF THE AIR FORCE**

DATE

**OPEN TOPIC CUSTOMER MEMORANDUM** See page 14 for Form Instructions

References:

- a. 15 U.S.C. §638
- b. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Policy Directive (Oct 2020)
- c. 5 C.F.R. §2635.702(c), Exception (1)

# Customer Memorandum

## **X DOES NOT:**

Qualify as a support agreement or Memorandum of Understanding (MOU) as defined by DoDI 4000.19

- Involve binding resource sharing
- Require additional review by other legal teams/HQ
- Require lengthy approval



**IS:**

Simply validation of DAF and/or Joint interest in a proposed solution

The image shows a sample Customer Memorandum form. At the top, it has the AFWERX AFVENTURES logo and the title 'CUSTOMER MEMORANDUM' with subtext 'For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2'. Below this is the Department of the Air Force seal and the text 'DEPARTMENT OF THE AIR FORCE'. There is a 'DATE' field. The main body of the form contains a large, light blue rectangular area with blurred text, representing the content of the memorandum. At the bottom, it says 'OPEN TOPIC CUSTOMER MEMORANDUM' followed by a link to 'See page 14 for Form Instructions'. Below that is a 'References:' section with three items: a. 15 U.S.C. §638, b. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Policy Directive (Oct 2020), and c. 5 C.F.R. §2635.702(c), Exception (1).



# Customer Memorandum

## Open Topic Phase II: Common Disqualifier

- All elements **MUST** be present & complete
- Fill in all fields (if question not applicable to solution, use “N/A”)
- Ensure required number of signatures

**Proposals w/o completed & signed memoranda accomplished IAW the current template will be determined non-responsive to the solicitation and will not be considered for award.**

### **“Attachments” Table of Solicitations Notes\*:**

**Note 1:** Applicants must use the latest version of the template in order to fulfill this requirement. Previous versions ... will not be considered for award.

**Note 2:** Document must contain the term “Customer Memorandum” somewhere in the filename.

Why?

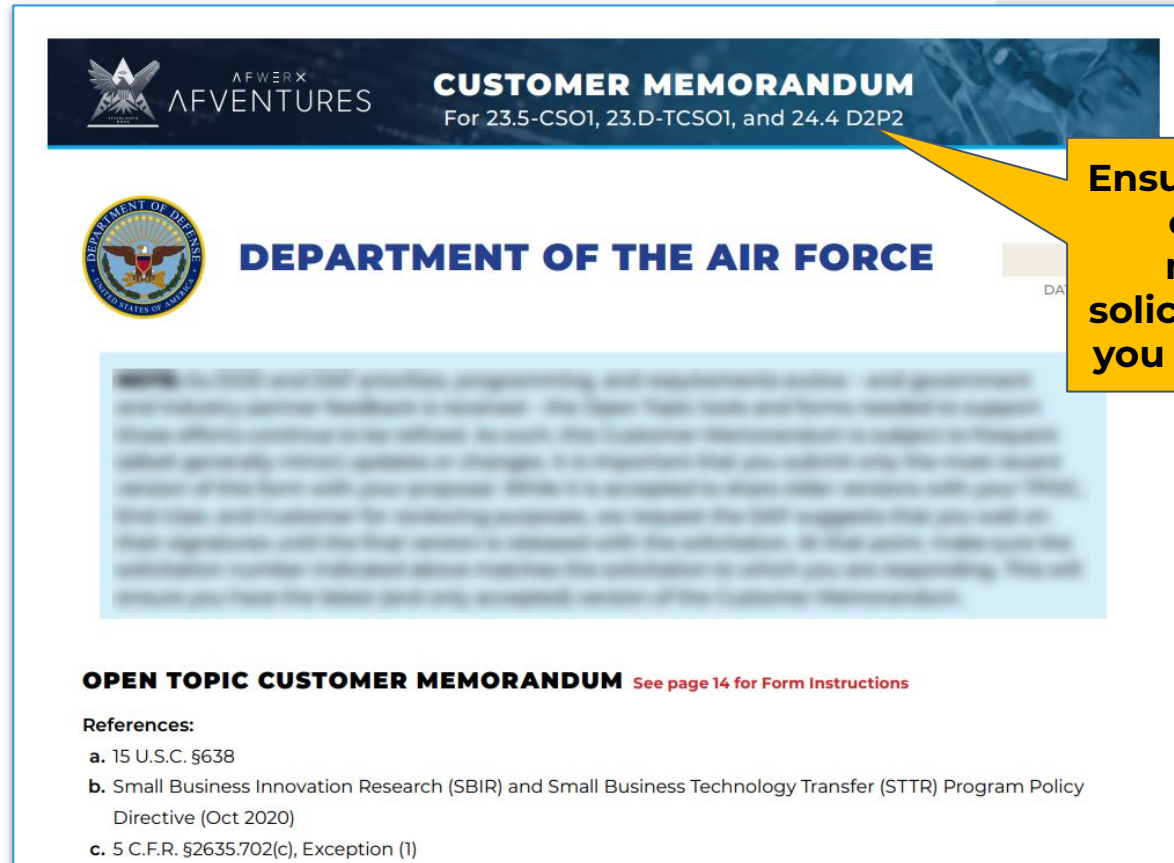
# Customer Memorandum

## Template Updates

Subject to frequent (generally minor) updates or changes.

**It is important that you submit only the most recent version with your proposal.**

*The most recent version will be made available on [afwerx.com](https://afwerx.com) and also attached to each Phase II solicitation in DSIP.*



**CUSTOMER MEMORANDUM**  
For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2

**DEPARTMENT OF THE AIR FORCE**

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**Ensure solicitation # on template matches the solicitation to which you are responding.**

# Customer Memorandum

## Open Topic Phase II: Criteria A\*

Why?

The potential for Government or private sector commercialization and benefits expected to accrue from commercialization.

The SBC's record of commercializing SBIR or other research, as indicated by pre-sales, pilots, sales, revenue, active users, subscriptions, downloads, and/or other forms of traction/adoption.

The **existence of Phase II follow-on commitments** for the subject research, and funding commitments related to the subject effort, whether **from Government sources, as documented in the Air Force Customer Memorandum**, or private sources, as documented through a letter of commitment, **are evidence of commercialization potential.**

**A sound transition strategy in the Air Force Customer Memorandum is also evidence of commercialization potential.**

# Customer Memorandum

## Open Topic Phase II: Criteria B\*

Why?

The appropriateness, relevance, and specificity of an identified Defense Need.

**A complete and compelling Customer Memorandum using the mandatory template, signed by an appropriate end-user and customer, indicates the appropriateness, relevance, and specificity of an identified Defense Need.**

While not required, signed letters of support from other Government personnel may be indicators of the appropriateness, relevance, and specificity of an identified Defense Need.

Adequacy of the proposed effort and its relationship to fulfilling the identified Defense Need.



# Customer Memorandum


The What




# Customer Memorandum

## Sections

1. CM Purpose Statement
2. Defense Mission Need
3. Project Timeline
4. Phase II Funding Commitment
5. Additional Agreement
6. Phase III Interest
7. Milestones



**AFWERX AFVENTURES** **CUSTOMER MEMORANDUM**  
For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2

 **DEPARTMENT OF THE AIR FORCE** DATE

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- c. 5 C.F.R. §2635.702(c), Exception (I)


# Customer Memorandum

## Sections, Cont'd

8. Stakeholders
  - a. Primary Customer Organization
  - b. Primary End-User Organization
  - c. TPOC/Other Stakeholders
9. Phase III Transition Strategy
10. Security Requirements
11. Cybersecurity
12. Flight Testing/Utilization of UAS
13. Human Subject Research
14. Signatories



**AFWERX AFVENTURES** **CUSTOMER MEMORANDUM**  
For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2

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# Customer Memorandum

## Attachments

- 1.1 Schedule of Milestones **(REQUIRED)**
  - 1.2 Non-Proprietary Work Plan **(REQUIRED)**
  - ~~1.3 TPOC Designation Letter **(REQUIRED)**~~
  - 1.4 SBIR/STTR Definitions & Suitability Resources
- 1.4 only: Do not include w/signed memo**

**AFWERX ADVENTURES** **CUSTOMER MEMORANDUM**  
For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2

**DEPARTMENT OF THE AIR FORCE** DATE

**TPOC Designation Letter now incorporated into Customer Memorandum; TPOC signature is a requirement at time of submission.**

**REFERENCES**

- a. 15 U.S.C. 6355
- b. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Policy Directive (Oct 2020)
- c. 5 C.F.R. §2635.702(c), Exception (I)



# Customer Memorandum

The How: A Deeper Dig

# Customer Memorandum

## 2. Defense Mission Need

- Details and describes the customer's national Defense-related mission need
- Identifies solution alignment with Operational Imperatives
- Describes how technology developed under the effort could contribute to future mission-need fulfillment and describes the mission impact on the DAF (Air or Space Forces) and DoD
- Identifies and describes main, measurable goals of your involvement in the project



### 2. DEFENSE MISSION NEED

(DAF CUSTOMER ORGANIZATION)

has a national Defense-related mission need in the area of (AREA OF INTEREST)

, specifically (DESCRIBE MISSION NEED)



### 2. DEFENSE MISSION NEED (CONTINUED)

We believe this solution supports the following Operational Imperatives:

☐ Space Order of Battle



### 2. DEFENSE MISSION NEED (CONTINUED)

The main goals of our involvement in this project are: **(NOTE: Describe only as many measurable goals as are required. If you wish to describe more than five measurable goals, please continue on a separate document and submit it with this memorandum. If applicant believes Defense Mission Need is applicable to both AF and SF, indicate as such so that the Government may determine the appropriate appropriation to fund.)**

(MEASURABLE GOAL 1)



# Customer Memorandum

## 4. Phase II Funding Commitment

- Documents non-SBIR/STTR Government Matching Funds
  - aka Supplemental Funding Requirements
  - Non-AFWERX Gov't Org adds funding to Phase II contract prior to award
- Funding documents (Form 9s/MIPRs) must be provided to AFRL/RGF w/in 45 calendar days after corresponding solicitation closing date
- Once selection letters sent, CERTIFIED funding documents are due five business days later.

**4. PHASE II FUNDING COMMITMENT**

Has non-SBIR/STTR Government funding been secured?

☐ No (If **No** is selected, please enter N/A into the next five fields.)

☐ Yes (If **Yes**, complete the following fields. This commitment does not constitute an obligation and is subject to funds availability at the time of contract execution.)

<sup>1</sup> If a Phase II award is executed, (DOD/DAF PARTNER FULL NAME) will provide (AMOUNT AND TYPE OF FUNDS) non-SBIR/STTR Government funds. (DAF PARTNER FINANCE OFFICE SYMBOL) concurs with this funding type's use and verifies funds availability. This commitment does not constitute an obligation and is subject to funds availability at the time of contract execution.

(DOD/DAF PARTNER) (MA3COM) will submit DRAFT funding documents (Form 9s/MIPRs) within 45 days of the solicitation closing. If the Phase I company is not selected for Phase II award, the funds will be returned to the providing DAF organization. Once selection letters have been sent, CERTIFIED funding documents from the partner organization are due within five business days. If certified funding documents are not provided by the due date, the effort will move forward without consideration of the Phase II funding commitment.

***Matching funds (Government or Commercial) are NOT required to participate in Phase II.***

***However, DAF Customers may choose to provide their own funds to supplement SBIR/STTR funds to increase project scope.***

# Customer Memorandum

## 4. Phase II Funding Commitment

- Documents non-SBIR/STTR Government

Matching Funds

- aka Supplemental
- Non-AFV

Phase II

- Funding documents provided to DAF after corresponding solicitation closing date
- Once selection letters sent, CERTIFIED funding documents are due five business days later.

### NOTE:

***If CERTIFIED funding documents are not provided by [solicitation close date + 45 days], the effort will move forward without the second phase funding commitment considered.***

#### 4. PHASE II FUNDING COMMITMENT

Has non-SBIR/STTR Government funding been secured?

- ☐ No (If No is selected, please enter N/A into the next five fields.)
- ☐ Yes (If Yes, complete the following fields. This commitment does not constitute an obligation and is subject to funds availability at the time of contract execution.)

ENTER FULL NAME

non-SBIR/STTR Government funds.

concur with this funding type's use

ment does not constitute an obligation and is subject to execution.

from 9s/MIPRs) within 45 days of the solicitation closing. If the award, the funds will be returned to the providing DAF. If sent, CERTIFIED funding documents from the partner 45 days. If certified funding documents are not provided by the DAF, the effort will move forward without consideration of the Phase II funding commitment.

***Funds (Government Commercial) are NOT required to participate in Phase II.***

***However, DAF Customers may choose to provide their own funds to supplement SBIR/STTR funds to increase project scope.***

# Customer Memorandum

## Matching Funds - Do They Help?

- Proposals with matching funds (Gov't or Commercial) are not automatically scored better during evaluation and selection
- However, matching funds can help indicate higher Commercialization Potential and Defense Need
- See solicitation and CM instructions for more information

**4. <sup>2</sup>PHASE II FUNDING COMMITMENT**

Has non-SBIR/STTR Government funding been secured?

☐ No (If **No** is selected, please enter N/A into the next five fields.)

☐ Yes (If **Yes**, complete the following fields. This commitment does not constitute an obligation and is subject to funds availability at the time of contract execution.)

<sup>3</sup> If a Phase II award is executed, (DOD/DAF PARTNER FULL NAME) \_\_\_\_\_

will provide (AMOUNT AND TYPE OF FUNDS) \_\_\_\_\_ non-SBIR/STTR Government funds.

(DAF PARTNER FINANCE OFFICE SYMBOL) \_\_\_\_\_ concurs with this funding type's use and verifies funds availability. This commitment does not constitute an obligation and is subject to funds availability at the time of contract execution.

(DOD/DAF PARTNER) \_\_\_\_\_

(MA3COM) \_\_\_\_\_

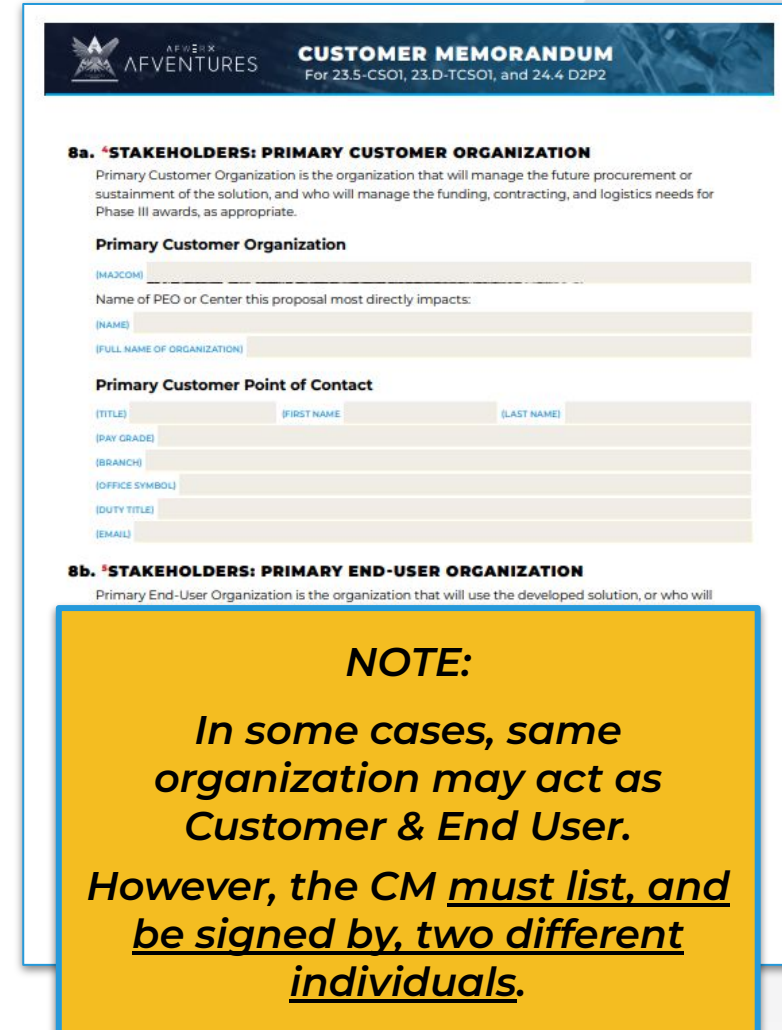
will submit DRAFT funding agreement for review and signature of the DAF partner organization. Once the DAF partner provides a signed agreement, the DAF partner organization are due within 30 days of the award date. If certified by the DAF partner, the effort will move forward without consideration of the DAF partner's commitment.



# Customer Memorandum

## 8. Stakeholders

- Primary Customer Organization
  - Will manage future procurement/sustainment of solution
  - Will manage funding, contracting, & logistics needs for Phase III awards, as appropriate
- Primary End-User Organization
  - Will use or benefit from developed solution
  - Provides input, requirements, & feedback throughout development process
  - Ensure solution aligns w/operational needs



**CUSTOMER MEMORANDUM**  
For 23.5-CSOI, 23.D-TCSOI, and 24.4 D2P2

**8a. \*STAKEHOLDERS: PRIMARY CUSTOMER ORGANIZATION**  
Primary Customer Organization is the organization that will manage the future procurement or sustainment of the solution, and who will manage the funding, contracting, and logistics needs for Phase III awards, as appropriate.

**Primary Customer Organization**

(MAJCOM) \_\_\_\_\_  
Name of PEO or Center this proposal most directly impacts:  
(NAME) \_\_\_\_\_  
(FULL NAME OF ORGANIZATION) \_\_\_\_\_

**Primary Customer Point of Contact**

(TITLE) \_\_\_\_\_ (FIRST NAME) \_\_\_\_\_ (LAST NAME) \_\_\_\_\_  
(PAY GRADE) \_\_\_\_\_  
(BRANCH) \_\_\_\_\_  
(OFFICE SYMBOL) \_\_\_\_\_  
(DUTY TITLE) \_\_\_\_\_  
(EMAIL) \_\_\_\_\_

**8b. \*STAKEHOLDERS: PRIMARY END-USER ORGANIZATION**  
Primary End-User Organization is the organization that will use the developed solution, or who will

**NOTE:**  
*In some cases, same organization may act as Customer & End User. However, the CM must list, and be signed by, two different individuals.*

# Customer Memorandum

## 8. Stakeholders, Cont'd

- Technical Points of Contact (TPOCs)
  - Designated primary Gov't Representative
  - Liaison between SBC, Customer, End-User, & AFVentures Open Topic PM Team
  - Must be notified of duties prior to Memo signature
  - Must be DAF
  - Maintain Format of Name; Rank/Grade; Organization; Email; Phone

**AFVEX AFVENTURES** **CUSTOMER MEMORANDUM**  
For 23.5-CSOI, 23.D-TCSOI, and 24.4 D2P2

**8c. STAKEHOLDERS (CONTINUED)**

**\*PRIMARY Phase II Technical Point of Contact (TPOC):** Primary TPOC must be a DAF civilian or military member, or the Customer Memorandum will not be accepted. The Primary TPOC may also be your End-User or Customer.

(TITLE) (FIRST NAME) (LAST NAME)

(PAY GRADE)

(BRANCH)

(MAJCOM)

(FULL NAME OF ORGANIZATION) (OFFICE SYMBOL)

(EMAIL)

### Responsible for day-to-day management of project

- Monitors project performance
- Provides input on/acceptance of contract deliverables
- Resolves tactical barriers
  - approvals and waivers
  - base access
  - software accreditation, etc.



# Customer Memorandum

## 8. Stakeholders, Cont'd

- Staff Functions Providing Concurrence
  - Optional but encouraged!
  - Requirements based on program needs
  - Security Office - if base access, CAC's or classified access required
  - Information Assurance (IA) - if solution is software/IT
  - Finance - if Gov't Funds are to be added
- Remaining Stakeholder Fields
  - Not required, but will aid future transition
  - Use "N/A" for fields that do not apply



### Note:

***Identifying and engaging stakeholders early, and as the program progresses, will significantly increase likelihood of transition at the end of a successful Phase II!***

# Customer Memorandum



## Signatures

- 3 CAC-enabled, digital signatures required (Customer, End-User, & TPOC)
- Must be Government (either Military or Civilian)
- FFRDC/Support Contractors MAY NOT SIGN
- Customer or End-User may be non-DAF member from a DoD Joint Org

Customer/End-User may be from same organization, but **must not** be the same person.

<sup>20</sup> Customer (FIRST MI LAST, RANK/GRADE, USAF)	<sup>21</sup> End-User (FIRST MI LAST, RANK/GRADE, USAF)
John Smith, GS-14, USAF	Jane Doe, Maj, USAF
↓ <b>NOTE:</b> A CAC-enabled, digital signature is required here AND in the field to the right.	↓ <b>NOTE:</b> A CAC-enabled, digital signature is required here AND in the field to the left.
Smith.John n.111111	Doe.Jane .222222
Digitally signed by John.Smith.111111 Date: 2023.08.08 12:18:25 -04'00'	Digitally signed by Jane.Doe.222222 Date: 2023.08.10 14:27:13 -04'00'
<b>Primary TPOC Signature</b>	
Good.Michael ael.333333	
Digitally signed by Michael.Good.444444 Date: 2023.08.12 08:55:49 -04'00'	
<b>NOTE:</b> A CAC-enabled, digital signature is required here. ↑	
By signing this memorandum, you acknowledge you understand, accept, and will abide by the full terms and conditions outlined in the TPOC Designation Section.	
<b>NOTE:</b> If you are actively planning to change jobs, PCS, separate, or retire within the next 6 months, please identify another TPOC to support this effort.	

**Must be a DAF member in all cases.**

# Customer Memorandum



## What are the Customer & End-User Agreeing To?

In the context of an Open Topic Phase II program, typically a few things, including:

- Providing Phase II awardee w/access to necessary support & information
- Participating in tech demonstrations (test & evaluations) to provide feedback
- Investigating transition of the tech solution into operational use
- Providing ongoing support & feedback to the Phase II awardee as the tech solution is refined & improved over time

20 Customer (FIRST MI LAST, RANK/GRADE, USAF)	21 End-User (FIRST MI LAST, RANK/GRADE, USAF)
I John Smith, GS-14, USAF	Jane Doe, Maj, USAF
↓ NOTE: A CAC-enabled, digital signature is required here AND in the field to the right.	↓ NOTE: A CAC-enabled, digital signature is required here AND in the field to the left.
Smith.Joh n.111111	Doe.Jane .222222
Digitally signed by John.Smith.111111 Date: 2023.08.08 12:18:25 -04'00'	Digitally signed by Jane.Doe.222222 Date: 2023.08.10 14:27:13 -04'00'

***Exact commitments/expectations will vary depending on program & circumstances.***

***In general, the CM serves as understanding that the customer, end-user, & SBIR Phase II awardee will work together towards the successful development of the tech solution.***

# Customer Memorandum



## Where do I find the most current version?

- Attached to Solicitation in DSIP (<https://www.dodsbirsttr.mil/>)
- Available at [afwerx.com](https://afwerx.com)

The screenshot shows the AFWERX website interface. The main header includes the AFWERX logo and the slogan "UNLEASH AMERICAN INGENUITY". The navigation menu is open, showing "Divisions" with sub-items "AFVentures", "Spark", and "Prime". The "AFVentures" sub-menu is expanded, listing "Overview", "SBIR/STTR Program Overview", "Open Topic", "Specific Topic", "STRATFI/TACFI", "Phase III", "Portfolio", and "Weekly Webinar Series". A red arrow points from the "afwerx.com" link in the list above to the website's address bar. Another red arrow points from the "Open Topic" menu item to a "Resources" sidebar on the right. The "Resources" sidebar contains buttons for "Direct to Phase 2 (D2P2) FAQs", "Technical Point of Contact (TPOC) FAQs", "AFVentures Open Topic Overview", and "Data Rights Assertions". A vertical sidebar on the right edge of the main content area contains "Join AFWERX" and "IGNITE Login" buttons.

# Customer Memorandum



## How do I submit the Customer Memorandum?

Via the Defense SBIR/STTR Innovation Portal (DSIP), as part of your overall Proposal Package

<https://www.dodsbirsttr.mil>





# Wrap-Up

Takeaways & Reminders



# Customer Memorandum

## Takeaways

- Ensure you have the correct template version
- Read instructions carefully
- Remember the “Why”
- Check for completeness
- Enter “N/A” if a field is not applicable
- Check your stakeholder signatures!

The screenshot shows the AFWERX AFVENTURES Customer Memorandum form. At the top, it says 'AFWERX AFVENTURES' and 'CUSTOMER MEMORANDUM For 23.5-CSO1, 23.D-TCSO1, and 24.4 D2P2'. Below this is the 'DEPARTMENT OF THE AIR FORCE' logo and a 'DATE' field. The main body of the form is a large text area with a light blue background. At the bottom, it says 'OPEN TOPIC CUSTOMER MEMORANDUM See page 14 for Form Instructions' and lists references: a. 15 U.S.C. §638, b. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Policy Directive (Oct 2020), and c. 5 C.F.R. §2635.702(c), Exception (I).

# What's Next?

- **Open Topic 24.4 D2P2**
  - Opens at Noon ET on Tuesday, 24 October
  - Proposals due at Noon ET on Wednesday, 22 November
  - Do not wait until end of submission period to submit proposal materials
  - All proposals must be submitted via DSIP (<https://www.dodsbirsttr.mil/>)
- **Be familiar with Evaluation Criteria (Solicitation Section 6)**
  - Commercialization Potential
  - Defense Need
  - Technical Merit
- **Questions must be answered via DSIP Q&A or AMA webinars**
  - Solicitation instructions provide the best source of information
  - **Upcoming D2P2 AMAs**
    - October 12
    - November 2
    - November 16

# Solicitation Resources

Contracting Officer: Mr. Daniel Brewer

Program Manager: Ms. Rachel Braun

For questions, utilize DSIP Q&A section

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

Additional resources, including the most up-to-date CM Template, can be found at [AFWERX.com](https://www.afwerx.com).



# AFWERX ADVENTURES **Questions?**

**Please type your questions in the Q&A section.**



# AFWERX ADVENTURES

## Still have questions?

**Specific Topic:** [usaf.team@afsbirsttr.us](mailto:usaf.team@afsbirsttr.us)

**Open Topic Phase I:** [p1@afwerx.af.mil](mailto:p1@afwerx.af.mil)

**Open Topic Phase II:** [p2@afwerx.af.mil](mailto:p2@afwerx.af.mil)

**STRATFI/TACFI:** [stratfi.tacfi@afwerx.af.mil](mailto:stratfi.tacfi@afwerx.af.mil)



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