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Purpose

Catalyze relationships between Air Force and Space Force end-users and acquisition professionals, private-sector innovators, and investors.

Bridge the capability gap between current SBIR/STTR

Phase II efforts and Phase III scaling efforts, facilitating

delivery of strategic capabilities for the

Department of the Air Force.





PY24 Structure

TACFI

Tactical Funding Increase \$375K - \$1.9M

STRATFI

Strategic Funding Increase \$3M - \$15M

Notice of Opportunity Released

Notification of Selection

AF Customer Releases RFP

Proposal Received AF Customer Requests AFWERX Funds

AF Customer Makes Award

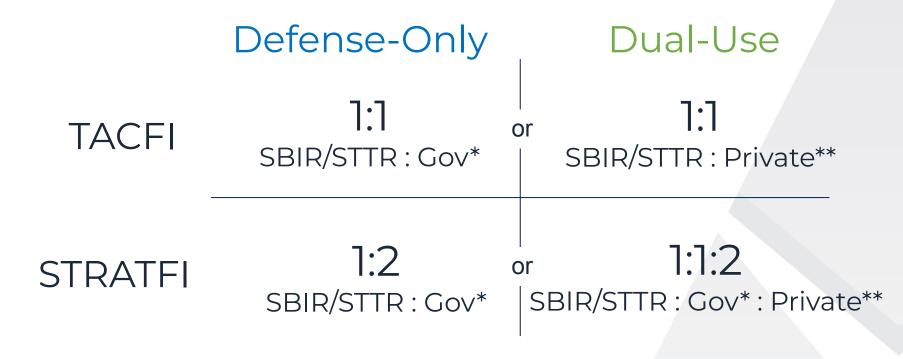
Eligibility

Must meet all criteria:

- Company is still considered an SBC and is eligible for a SBIR/STTR award
- On an active SBIR/STTR PII or completed within 2 years of Capability Package*
 *The date is calculated from the date of final deliverable on PII contract
- The subject effort has not already been awarded a Sequential Phase II
- At least 90 days have passed since the beginning of P2 execution
- Not executing a prior STRATFI effort at the time of submission
- Anticipated work is to be performed in the United States
- Able to achieve the minimum matching/investment requirements
- Able to obtain the required End-User & Customer Collaboration Agreement



Matching Options



^{*} Phase III awards within six months of submission may count toward Gov. matching. SBIR funds do not count towards Gov. matching. Subcontracts *may* count.

^{**} Eligible third-party funds received after the start of P2 and within 24 months of submission counts toward Private matching. All funds must be received prior to TACFI award. Funds received during the course of STRATFI count towards match.



Previous Cycle STRATFI/TACFI Results

- 147 Capability Packages submitted
 - o 22 Returned/Ineligible
 - 36 Non-Selects (3 STRATFI / 33 TACFI)
 - o 89 Selects (22 STRATFI / 67 TACFI)
 - **\$370M** in SBIR funds
 - Air Force: **\$275.4M**
 - Space Force: **\$94.6M**
- \$449M in matching government funds
- \$465M in matching private funds

^{*}Above data as of 3 Aug 2023; funding pulled from original submission documents.



Common Mistakes = Incomplete Packages

- Missing Elements of Capability Package
- Missing End-User/Customer / TPOC Staff Function POC Info / Incorrect POCs
- Inaccurate Funds Match (Phase III's, Ineligible 3rd Party, etc)
- Milestones and Funding Alignment
- Incorrect Document Signatories
- Inaccurate P2 Contract #
- Document Integrity (different info on each)
- Finance/Contracting Acceptance
- Contract Award Responsibility
- Using previous edition forms | Look for PY24 in the Header



What's New for PY 2024?

Two submission windows:

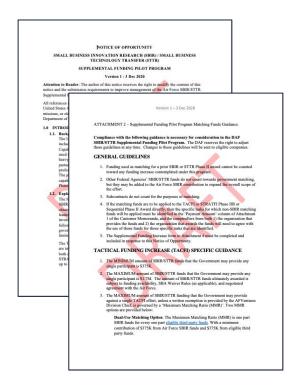
STRATFI: 6 - 27 September (Opens/Closes 1200 ET)

TACFI: submission window to follow

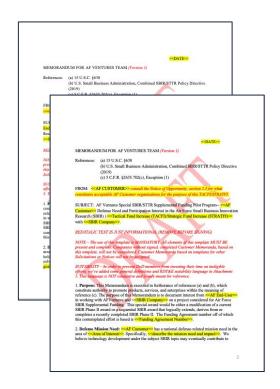
- TACFI increased to \$1.9M
- Updated guidance, documentation, and templates
- Submission Chart Attachment to Collaboration Agreement
- Save feature added to App Ingest Submission
- Government organization responsible for submitting through App Sheet
- Government POC Kick-Off Meetings after submission



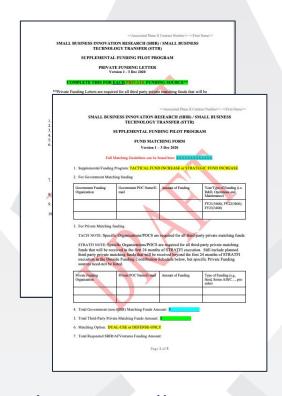
Notice of Opportunity



Notice of Opportunity Matching Funds Guidance



Combined End-User/Customer Collaboration Agreement*



Private Funding Letter
Gov Funding Letter
Spend Plan



* O-6/GS-15 minimum signatory. For STRATFI, org must be at the Strategic Level (i.e. *Customer* signatory must be the PEO/Deputy)

Capability Package & Other Documents

- Capability Package Elements
 - Company Information
 - Company Description and Profile
 - Key Personnel, Shareholders, etc.
 - Ownership Profile
 - Supply Chain
 - Contract Information
 - Award History
 - Pending Contracts
 - Phase II Overview
 - Proposed STRATFI/TACFI Effort
 - Summary of Technology Solution
 - Description of How it Meets DAF Need
 - Identification of End-User & Customer
 - Commercialization Strategy

- Other Documents
 - SBC Participation Memorandum
 - Spend Plan & Milestones Worksheet
 - Matching Funds Letter(s)
 - Private
 - Government
 - Customer/End User Collaboration Agreement
 - Submission Chart (Attch)
 - Non-proprietary Work Plan (Attch)
 - DAF PK Exemption Request (Attch)
 - Finance MOU
 - Contracting MOU
 - Phase II Contract (to include Modifications)
 - Phase III Contract (if used as Funds Match)



Capability Package & Other Documents cont'd

Submission Chart Example

Project Name

PY24 Air Force STRATFI | SBIR

[indicate Air Force or Space Force, STRATFI, SBIR or STTR]

Insert Project Image

STRATFI Scope

- Achieve space qualification for SumNovelSolution's dilithium cells
- Enable resilient space missions for distributed sensing platforms such as Low Earth Orbit satellite constellations

Innovation

- Improving radiation hardened core cells for space performance
- Applying flexible core cells for unique satellite surfaces

Insert brief project tagline

Technology Area: [See Slide #2]

| Stakeholders | | | | | | |
|--------------|-------------------|--------------------|----------------------|--|--|--|
| Customer | [leads execution] | TPOC | [name] | | | |
| End User | [org] | Transition Partner | [org, if applicable] | | | |
| SBC | [name] | SBC Website | [hyperlink or url] | | | |

Transition Strategy

Commercialize with procurement by satellites' Prime Contractors

| Funding (\$M) | Base Yr | Opt Yr 1 | Opt Yr 2 | Opt Yr 3 | Total |
|------------------|----------------|----------|----------|----------|-------|
| SBIR/STTR | - - | X.XXX | X.XXX | X.XXX | X.XXX |
| Govt Matching | X.XXX | X.XXX | X.XXX | X.XXX | X.XXX |
| Private Matching | X.XXX | X.XXX | X.XXX | X.XXX | X.XXX |

Major Milestones

- Design selection for qualification
- Fabrication of cells required for testing per AIAA S-111A
- Qualification testing
- Fabrication of full-sized flight panel

May 24

Dec 23

Dec 25





Government Roles and Responsibilities

All Supporting Functional POC's are identified in the Collaboration Agreement.

- **End User:** DAF organization is and/or will be the primary user/supporter of solution.
- Customer: Organization which will procure and/or sustain the effort/solution.
- **TPOC (Technical POC):** Work closely with the company during TACFI/STRATFI execution to achieve project success.
- **FM (Financial Management):** The support financial manager who is responsible for transmitting the matching funds to the executing contracting office. Help facilitate the smooth utilization of the funds coming from AFWERX and other offices that may be contributing funds to the efforts.
- PK (Contracting Office Symbol Air Force): The supporting contracting office who is
 responsible for the creation of the request for proposal, award of the contract action and
 administration of the action.



Financial Management / Contracting

- Signed MOUs signifying that as a functional community you are willing and able to accept the work associated with awarding and executing a Phase II contract
- · Customer FM/PK responsible for coordinating incoming SBIR/STTR and non-SBIR/STTR matching funds

SBIR/STTR Funds

- Funds Assurance Memo for RFP release will be provided to functional POCs in capability package approval notification email
 - · Certified funding document will be provided to awarding PK office after receipt of final proposal
- Final proposal reviewed by AFRL/RGF for propriety of funds to ensure scope properly aligned with 3600 RDT&E funds
- Form 9 Purchase Request (PR) will be sent by AFRL/RGF to awarding PK office
 - AFRL/RGF will request PR info such as awarding PK DODAAC, awarding PK org/office symbol, PC Code, contract #, est. contract award date, amount of SBIR funds requested, PoP, POCs, etc.
- AFRL/RGF will review contract award and ensure posted correctly in Accounting System.



Financial Management / Contracting cont'd **Steps to Award**

All guidance is outlined in the Contracting Overview Guide, and we'll cover in Govt Onboarding.

- 1. SBC & Gov POCs receive selection notification
- 2. Gov POCs receive Funding Assurance Letter
- 3. Customers FM/PK validate matching funds put forth in Funding Letters
- 4. Customers PK Builds Acquisition Strategy

 Determine if effort will be awarded via modification (SBIR Phase IIb) or new award (Sequential Phase II)
- 5. Pre-RFP requirements document of effort (SOO/SOW, IGCE, ect) dictated by local acquisition policies and procedures
- 6. Solicitation of Proposal (RFP release)
- 7. After receipt of the proposal, either directly from the SBC or through the coordinated DSIP/AFVentures POC, the contracting officer will begin the internal screening for completeness
- 8. Once determined complete by the CO, the proposal will be evaluated by TPOCs as listed in the Collaboration Memo
- 9. Negotiations will begin, upon approval, by the CO and TPOC
- 10. PRIOR to award a Certified PR request must be submitted to AFVentures FM
- 11. Once the requested info is received and validated by AFVentures, you will receive a Certified PR
- 12. Receive the certified PR, execute the modification/award the new contract, send contract files to the AFWERX team



Next Steps

Official Notice of Opportunity available at:

https://afwerx.com/stratfi-tacfi/

Submission windows:

STRATFI: Opened at Noon ET on September 6th

Closes at Noon ET on September 27th

TACFI: dates to follow



Helpful Resources

STRATFI/TACFI Page: https://afwerx.com/stratfi-tacfi/

Email questions to stratfi.tacfi@afwerx.af.mil with the subject "{TACFI/STRATFI}_{Firm Name}".







AFWERX AFVENTURES



Specific Topic: usaf.team@afsbirsttr.us

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

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

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



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