

# Frequently Asked Questions

## PY25 STRATFI/TACFI Program

- **What is the difference between a STRATFI and a TACFI?**
  - The key difference between TACFI and STRATFI is the amount of SBIR funding being requested:
    - **TACFI** - \$375K to \$2M, up to 24 months Period of Performance
    - **STRATFI** - \$3M to \$15M, up to 48 months Period of Performance
  - See the Notice of Opportunity for further guidance.
- **Who is eligible for the STRATFI/TACFI Program?**
  - SBC is on an active SBIR/STTR PII or completed a PII SBIR/STTR within two years of Capability Package Submissions.
  - The date will be calculated from the final deliverable date on the PII contract.
  - See the Notice of Opportunity for all eligibility requirements.
- **How is a STRATFI/TACFI submitted to Ventures and who is responsible for submitting it?**
  - A STRATFI/TACFI package is submitted via the PY25 STRATFI/TACFI Submission App which will be made available at the opening of the Opportunity window.
  - A Government POC is responsible for submitting the package.
- **Can a Phase III submit for a STRATFI/TACFI if they have never had a Phase II award?**
  - No, STRATFI/TACFI is only available for Phase IIs that are active, completed within the last two years, have not received a "sequential" Phase II, and at least 90 days have passed since Phase II activation.
- **Does the STRATFI/TACFI program require the same TPOC and Customer Memorandum signers of the Phase II effort?**
  - The Phase II Customer/End User/TPOC will likely be involved in a STRATFI or TACFI effort; however, this is not required. The STRATFI/TACFI Program is to be built off the Phase II effort, but a company could bring different and/or additional Customers/End-Users to the table.
- **What is the difference between the End-User and Customer?**
  - The End-User is the organization that stands to operationally benefit from the solution whereas the Customer is the organization responsible for acquiring the solution on behalf of the End-User.
  - See the Collaboration Agreement for further guidance.

DISTRIBUTION A. APPROVED FOR PUBLIC RELEASE; DISTRIBUTION UNLIMITED.

AFRL-2024-3838 **PY25.2 Previous Versions Obsolete**

- **Can the End-User and/or Customer be from another DoD Component/outside the DAF?**

- The Primary End-User must be from the DAF; however, the Customer can be from another service in the case of Joint Organizations (i.e. SOCOM, F-35 JPO). If you use another service as the Customer, you will need to explain why that Customer is supporting the DAF End User.

- **Can a PII outside of DAF be submitted for STRATFI/TACFI?**

- The STRATFI/TACFI can be based on a Phase II from another service; however, the effort must have a DAF End-User and meet signatory requirements outlined in the Collaboration Agreement.
  - Example: If the DAF and USN have a radar improvement P2, even if the P2 was Navy-led, it can transition to a DAF STRATFI/TACFI.
- DAF SBIR funds cannot be used for another service's project.

- **What are the signatory requirements for a package submission?**

- **For TACFI**, there are no special rules around the type, size or nature of the organization except that it is appropriate for the effort in question, and the Agreement signatory must hold, at a minimum, the rank of O-6/GS-15.
- **For STRATFI**, the Customer organization must be at the Strategic level – e.g. USAF Program Executive Office (PEO), MAJCOM, AFMC Center, etc – and the Agreement signatory must be the ranking member of the organization (e.g. the Program Executive Officer) or deputy and must hold, at minimum, the rank of O-6/GS-15.
  - A-Level signatories are appropriate at the MAJCOM level.
  - TD signatories are appropriate when for non-PEOs (e.g. AFRL).
- See the Collaboration Agreement for further guidance.

- **Why is Staff Function acceptance needed?**

- Staff Functions play a vital role in the contract execution of selected efforts. Failure to provide accurate points of contact will result in processing delays.
- See the Collaboration Agreement for further guidance.

- **Who is responsible for issuing the contract should an effort be selected for supplemental funding?**

- The Customer is responsible for providing or identifying an DAF Contracting Office that will award the contract/agreement.
- See the Collaboration Agreement for further guidance.

- **What are the matching funds requirements?**

- Matching funds are dependent upon a package being TACFI or STRATFI:
  - **TACFI** matching ratio is one part SBIR funds for every one part eligible third-party or non-SBIR/STTR Government funding (1:1) (Defense-only or Dual-use)

- **STRATFI** matching ratio is one part SBIR funds for every two parts eligible non-SBIR/STTR Government funding (1:2) (Defense-only), or one-part SBIR funds for every one part eligible non-SBIR/STTR government funding and two parts third-party funding (1:1:2) (Dual-use)
  - See the Matching Funds Guidance for further information
- **What type of funds can be considered for matching?**
  - Matching funds may be supplied by either the Customer, End-User, other Government Agency, or third-party investor.
  - Provided Government matching funds must be applied to the development of the SBIR/STTR and be used appropriately based on their designation. (3600 - R&D, 3400 - O&M, 3020 - Space/Missiles, etc.)
  - Check with the Customer, End-User or other Gov't sponsor for guidance.
- **Can a Phase III be considered for matching?**
  - Any Phase III award (or other government contract/agreement/grant/subcontract) that logically extends, completes, or derives from the Phase II effort under which this funding increase is being requested that was *executed within the preceding 6 months of Capability Package submission* may count as strategic matching.
  - See the Matching Funds Guidance for further information.
- **Can a company submit more than one capability package?**
  - Qualified SBCs may only submit one complete Capability Package (either STRATFI or TACFI) for their entire firm per Notice of Opportunity.
- **What is the difference between a Phase IIb and a Sequential contract?**
  - A Phase IIb is a modification to the current Phase II contract.
  - A Sequential is a new Phase II contract issued to increase the scope of the original Phase II effort.
- **Do letters of support help with the selection process?**
  - Letters of support are not required or considered during the selection process.
- **What is the difference between Dual-Use and Defense Only?**
  - The key difference between Dual-Use and Defense-Only is where the matching funds come from:
    - **Dual-Use** comes from eligible third-party funds
    - **Defense Only** comes from non-SBIR/STTR Government funding
  - See Matching Funds Guidance for further information.

- **Can funds matching be changed from Dual-Use to Defense Only (vice versa) after a package submission?**
  - **No**, the type of fund matching must be determined before the package submission.
- **Can the amount of funds requested be increased after a package submission?**
  - **No**, the total funds requested must be determined before the package submission.
- **Who do you contact with additional questions concerning STRATFI/TACFI?**
  - For questions not outlined in the guidance documentation, email [stratfi.tacfi@afwerx.af.mil](mailto:stratfi.tacfi@afwerx.af.mil)
- **What is the review/selection process?**
  - A STRATFI/TACFI submission must go through multiple levels of review before AFWERX makes a final determination; a complete package is vital in preventing review delays.

## REVIEW PROCESS

