

AFWERX AFVENTURES Program Year 25.1 STRATFI Notice of Opportunity Ask Me Anything

August 1, 2024

The author of this notice reserves the right to modify the content to improve management of the Air Force SBIR/STTR STRATFI/TACFI Program.

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Strategic Funding Increase (STRATFI)

AGENDA Purpose Eligibility Structure Matching Requirements Award History Notice of Opportunity Government's Role Next Steps

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.

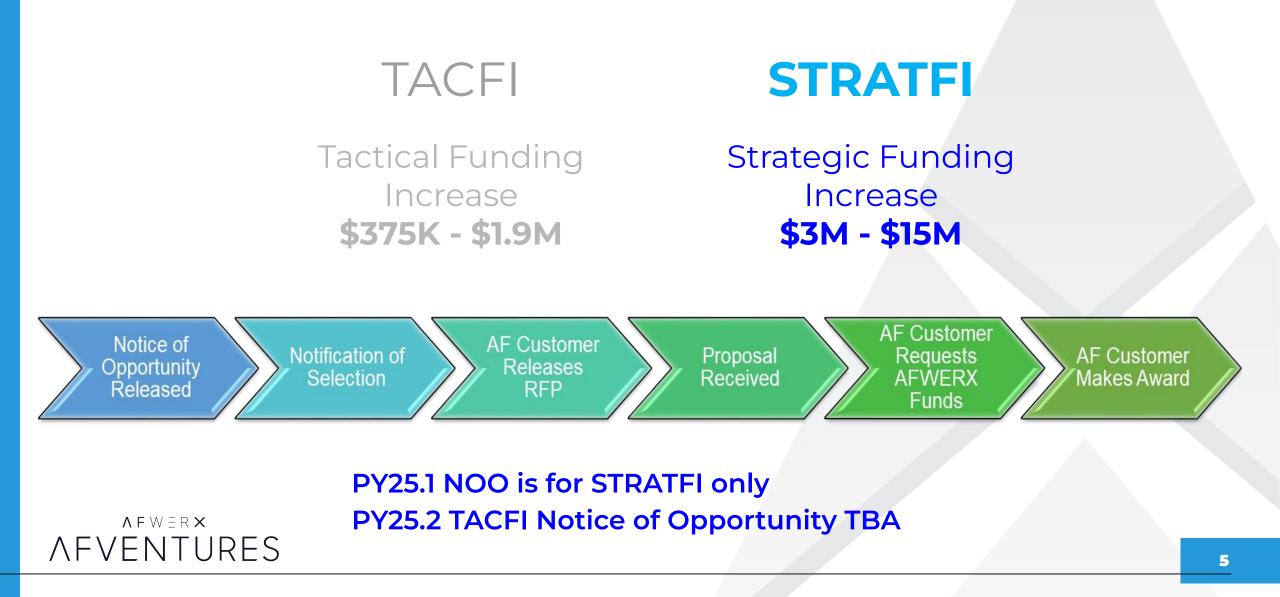


Eligibility

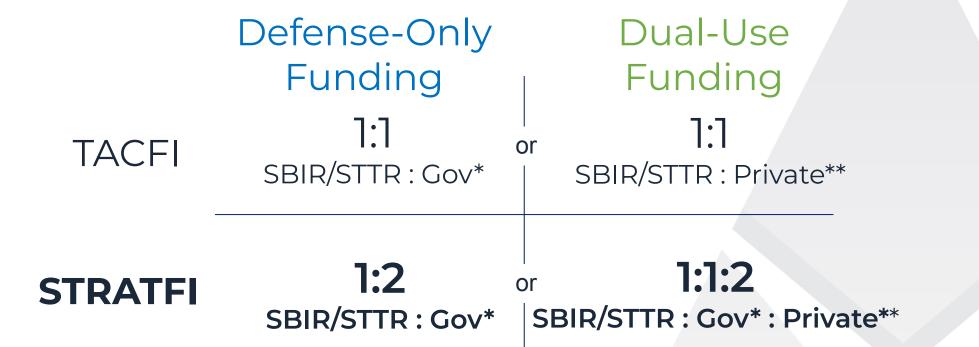
Must meet all criteria:

- 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

PY25 Structure



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.

DAF STRATFI/TACFI Award History

PY20

18 STRATFI enhancements awarded

\$101M in SBIR funds\$102M in matching government funds\$342M in matching private funds over a four-year period of performance

PY21

17 STRATFI enhancements awarded 103 TACFI enhancements awarded

\$201M in SBIR funds\$177M in matching government funds\$302M in matching private funds over a four-year period of performance

PY22

89 Selected (22 STRATFI / 67 TACFI)

\$307M in SBIR funds\$449M in matching government funds\$465M in matching private funds over a four-year period of performance

PY24.1 and 24.2

158 Selected (30 STRATFI / 128 TACFI)

\$583M in SBIR funds\$703M in matching government funds\$620M in matching private funds over a four-year period of performance

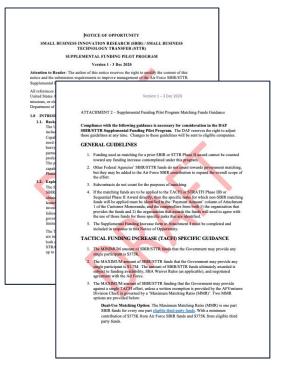
Common Mistakes = Incomplete Packages

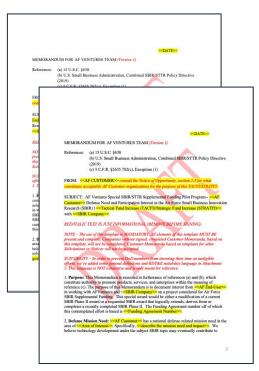
- Missing Elements of Capability Package
- Missing End-User/Customer/TPOC/**SIPR**/Staff Function POC Info
- Incorrect POCs
- Inaccurate Funds Match (Phase III's, Ineligible 3rd Party, etc)
- Milestones and Funding Alignment
- Incorrect Document Signatories
- Inaccurate/Ineligible P2 Contract #
- Document Integrity (different info on each)
- Finance/Contracting Acceptance
- Contract Award Responsibility
- Using previous edition forms | Look for **PY25.1** in the Header

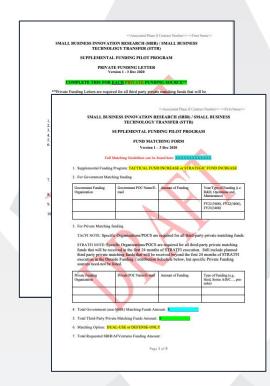
What to Know for PY25.1

- STRATFI-only cycle
- Updated guidance, documentation, and templates available on Teams channel (Look for PY25.1 in the Header)
- Submission Quad Chart Attachment to Collaboration Agreement
- Save feature added to App Ingest Submission as of PY24.2 cycle
- Government organization responsible for submitting through App Sheet
- Government champion will sign SBC Participation Memorandum
- 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

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* 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

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- 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
- Foreign Disclosure Form
- 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

SBC Name Project Name	"THIS DOCUMENT MUS	ST NOT	PY25.1 AF			RATFI Air Force or Sp		
Insert Project Image		• / • E E <u>Del</u> • \ <u>Inn</u> • I	ATFI Scope Achieve space qua Enable resilient spa Earth Orbit satellite <u>liverable</u> What is AFWERX/S <u>lovation</u> mproving radiatio Applying flexible co	ace missio e constella paceWER n hardene	ns for disti ations X return or d core cell	ributed sens n investmen s for space p	ing platforn t? performance	ns such as Lo
Insert brief project tagline								
insert brief project tayinte	2.							
Technology Area: [See Slide #2]			Funding (\$M)	Base Yr	Opt Yr 1	Opt Yr 2	Opt Yr 3	Total
<u>Technology Area</u> : [See Slide #2] <u>Core Competency</u> : [See Slide #2/Space Effort Only]			Funding (\$M) SBIR/STTR	Base Yr	Opt Yr 1 X.XXX	Opt Yr 2 X.XXX	Opt Yr 3 X.XXX	Total X.XXX
Technology Area: [See Slide #2] Core Competency: [See Slide #2/Space Effort Only] Stakeholders				Base Yr - X.XXX				
Technology Area: [See Slide #2] Core Competency: [See Slide #2/Space Effort Only] Stakeholders Customer [leads execution]	[name]		SBIR/STTR	-	X.XXX	X.XXX	X.XXX	X.XXX
Technology Area: [See Slide #2] Core Competency: [See Slide #2/Space Effort Only] Stakeholders Customer [leads execution] TPOC [End User [Org] Transition Partner [SBIR/STTR Govt Matching	- X.XXX	X.XXX X.XXX	X.XXX X.XXX	X.XXX X.XXX	X.XXX X.XXX

Submission Checklist: The Ingest Assistant

STRATFI/TACFI Website: https://afwerx.com/stratfi-tacfi	
uestions regarding this memorandum can be addressed to stratfi.tacfi@afwerx.af.mil	
MEMORANDUM FOR SBC STRATFI PARTICIPANTS	
MPORTANT : In an effort to prepare you for a successful package submission it is highly encouraged to fill out and follow this template as it will expedite the submission process. All information entered should lirectly align with/be extracted from your submission documents.	 Prior to starting your application process, ensure you have completed the following 1) Reviewed PY25.1 Guidance Documentation 2) Reviewed PY25.1 Submission Templates 3) Obtained the required signatures for all of the submission documents provided.
Description	Response
age 1 - Are you submitting this package for STRATFI	GOV/SBC POC Response
Page 2 - MEMORANDUM FOR SBC STRATFI/TACFI PARTICIPANTS (Provided by GOV & SBC)	GOV/SBC POC Response
TTACH a signed PDF copy of the MEMORANDUM FOR SBC STRATFI PARTICIPANTS	
uestions regarding this memorandum can be addressed to stratfi.tacfi@afwerx.af.mil	
age 3 - CAPABILITY PACKAGE (Provided by SBC)	SBC POC Response
TTACH a signed PDF copy of CAPABILITY PACKAGE	
provide a brief company description/history in relation to capabilities of the proposed effort. (1000 character limit)	
Company Profile" Information: Imall Business Concern (SBC) Name	
treet Address	
uite/Unit/etc (optional)	
ity	
tate	
lip Code	
BC POC	
BC POC Email	
BC POC Phone #	
UNS (Data Universal Number System (DUNS) Number)	
CAGE - (Commercial and Government Entity (CAGE) Code)	

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) 30 calendar days from selection notification
- 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 **60 calendar days from selection notification**
- 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 -

90 calendar days from selection notification



Official Notice of Opportunity available at:

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

Submission window: STRATFI: Opens late July and closes at Noon ET on

Wednesday, September 18th.



Helpful Resources

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

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



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Questions?

Please type your questions in the Q&A section.