



VENTURES

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Program Year 26.1 STRATFI Notice of Opportunity Ask Me Anything, AFWERX Ventures (AFRL/RGV)

*Information current as of July 2025

DISTRIBUTION A. APPROVED FOR PUBLIC RELEASE; DISTRIBUTION UNLIMITED. AFRL-2025-3378

Rules of Engagement

1. Call is recorded and is available on AFWERX.com and the TEAMS channel
2. Please save all questions for the end of the briefing.
3. Post questions in the Q&A section (not via chat)
4. Only questions regarding: PY26.1 STRATFI NOO will be answered on today's call and as time allows

AGENDA

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

STRATEGIC & TACTICAL FUNDING INCREASE PROGRAM: **STRATFI** | **TACFI**

PURPOSE

1

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

2

Bridge the capability gap between current SBIR/STTR Phase II efforts, resulting in SBIR/STTR Phase III scaling efforts that facilitate the delivery of strategic capabilities for the Department of the Air Force.

TACFI

Tactical Funding Increase
\$375K–\$2M

STRATFI

Strategic Funding Increase
\$3M–\$15M

ELIGIBILITY

Small Business Concern (SBC) must meet **ALL** of the following criteria.

1. Company is considered a SBC and eligible for a SBIR/STTR award
2. SBC is on an active SBIR/STTR PII or completed a SBIR/STTR PII within 2 years of Capability Package Submissions
3. The subject PII effort has not already been awarded a second (AKA "sequential") PII
4. At least 90 days have passed since the beginning of the associated PII execution
5. SBC is not executing a prior STRATFI effort at the time of submission
6. Anticipated work is to be performed in the United States

MATCHING OPTIONS

	Defense-Only	Dual-Use
TACFI	1:1 SBIR/STTR: Gov	1:1 SBIR/STTR: Private
STRATFI	1:2 SBIR/STTR: Gov	1:1:2 SBIR/STTR: Gov: Private

Notice of Opportunity



DAF Customer RFP Release and Contract Award



PY24 STRATFI/TACFI RESULTS



158 Selected (30 STRATFI/128 TACFI)



\$583M in SBIR funds

\$702M in matching government funds

\$619M in matching private funds

What to Know for PY26.1

- [STRATFI-only cycle](#)
- A SBC may be awarded only one STRATFI during its lifetime
- Updated guidance, documentation, and templates available on Teams channel (Look for [PY26.1](#) in the Header)
- Condensed Capability Package
- Submission Quad Chart Attachment to Collaboration Agreement
- Save feature added to App Ingest Submission as of PY25.1 cycle
- Signed Finance Acceptance Memo no longer required
- Government POC Kick-Off Meetings after selection



Notice of Opportunity

NOTICE OF OPPORTUNITY
SMALL BUSINESS INNOVATION RESEARCH (SBIR) / SMALL BUSINESS TECHNOLOGY TRANSFER (STTR)
SUPPLEMENTAL FUNDING PILOT PROGRAM
Version 1 - 3 Dec 2020

Attention is Drawn: The author of this notice reserves the right to **update** the content of this notice and the addendums requirements to improve management **of the Air Force SBIR/STTR**

Supplemental
All references
United States
Department of

Version 1 - 3 Dec 2020

ATTACHMENT 2 – Supplemental Funding Pilot Program Matching Funds Guidance

1.0 INTRODUCTION

1.1. Background

Compliance with the following guidance is necessary for consideration in the DAF SBIR/STTR Supplemental Funding Pilot Program. The DAF reserves the right to adjust these guidelines at any time. Changes to these guidelines will be sent to eligible companies.

GENERAL GUIDELINES

- Funding used as matching for a prior SBIR or STTR Phase II award cannot be counted toward any funding increase contemplated under this program.
- Other Federal Agencies' SBIR/STTR funds do not have awards agreement matching, but they may be added to the Air Force SBIR contribution to expand the overall scope of the effort.
- Subcontractors do not count for the purposes of matching.
- If the matching funds are to be applied to the TACTIC/STRATFI Phase III or Supplemental Phase II award, the specific funds for which were SBIR matching funds will be applied must be identified in the "Payment Submitter" column of Attachment 1 of the Customer Memorandum, and in compliance from both (1) the organization that provides the funds and (2) the organization that match the funds will need to agree with the use of these funds for these specific goals that are specified.
- The Supplemental Funding Increase form in Attachment 3 must be completed and included in response to this Notice of Opportunity.

TACTICAL FUNDING INCREASE (TACTI) SPECIFIC GUIDANCE

- The MINIMUM amount of SBIR/STTR funds that the Government may provide any single participant is \$175K.
- The MAXIMUM amount of SBIR/STTR funds that the Government may provide any single participant is \$1.7M. The amount of SBIR/STTR funds ultimately awarded is subject to funding availability, SBIR/STTR Rules on application, and negotiated agreement with the Air Force.
- The MAXIMUM amount of SBIR/STTR funding that the Government may provide against a single TACTI effort, unless a written exception is provided by the Air Force Division Chief (approved by a "Memorandum Matching Funds (MMF)"), Two MMF options are provided below:

Match to Matching Option: The Maximum Matching Ratio (MMR) is one part SBIR funds for every one part (1:1) of matching funds. With a minimum contribution of \$175K from Air Force SBIR funds and \$175K from eligible third party funds.

Notice of Opportunity
Matching Funds
Guidance

MEMORANDUM FOR AF VENTURES TEAM (Version 1)

Reference: (a) 15 U.S.C. § 838
(b) U.S. Small Business Administration, Combined SBIR/STTR Policy Directive (2019)

MEMORANDUM FOR AF VENTURES TEAM (Version 1)

Reference: (a) 15 U.S.C. § 838
(b) U.S. Small Business Administration, Combined SBIR/STTR Policy Directive (2019)
(c) 5 C.F.R. § 101.7020, (Exception 1)

FROM: AF CUSTOMER (Name of Opportunity, subject 2 for who contains complete AF Customer organization for the purpose of this TACTI/STTR)

SUBJECT: AF Venture Special SBIR/STTR Supplemental Funding Pilot Program – **DAF Customer** (Define Fund and Participating Interest in the Air Force Small Business Innovation Research (SBIR) / **STTR** (Tactical Fund Increase (TACTI) Increase Fund Increase (STRATFI) with SBIR/STTR Component)

RELEVANT TEXT IS JUST INFORMATIONAL, (REVIEW BEFORE SENDING)

NOTE – The use of this template is MANDATORY for all elements of this template. MUST BE present and complete. Companies without signed, approved Customer Memoranda, based on this template, will not be considered Customer Memoranda based on template for other Submitters of Interest will not be accepted.

1.0 PURPOSE: The purpose of this Memorandum is to document interest from (AF/DAF/AFV) in working with AF Ventures and (SBIR/STTR Component) as a project considered for Air Force SBIR Supplemental Funding. This special award is available for either a modification of a current SBIR Phase II award or a Supplemental SBIR award that requires critical, serious from a company's currently completed SBIR Phase II. The Funding Agreement number off of which this Phase II effort is based is (SBIR/STTR Component).

2.0 DEDICATED MINIMUM (DAF/STTR) has a national defense-related mission based on the use of (SBIR/STTR) Specifically, (SBIR/STTR) the mission and impact. We believe technology development under the subject SBIR type may eventually contribute to

Combined
End-User/Customer
Collaboration Agreement*

**SMALL BUSINESS INNOVATION RESEARCH (SBIR) / SMALL BUSINESS TECHNOLOGY TRANSFER (STTR)
SUPPLEMENTAL FUNDING PILOT PROGRAM
PRIVATE FUNDING LETTER
Version 1 - 3 Dec 2020**

CONSENT TO PARTICIPATE IN THE SUPPLEMENTAL FUNDING PILOT PROGRAM

Private Funding Letters are required for all third party parties. All third party funds will be

**SMALL BUSINESS INNOVATION RESEARCH (SBIR) / SMALL BUSINESS TECHNOLOGY TRANSFER (STTR)
SUPPLEMENTAL FUNDING PILOT PROGRAM
FUND MATCHING FORM
Version 1 - 3 Dec 2020**

Full Matching Guidelines can be found here: (SBIR/STTR Component)

- Supplemental Funding Program: **TACTICAL FUND INCREASE (TACTI) INCREASE**
- For Government Matching Funding

Government Funding Organization	Government POC Name and	Amount of Funding	Type of Funding (i.e. Match, Subcontract, etc.)
			(TACTI/STTR, TACTI/STTR, etc.)

- For Private Matching Funding

TACTI NOTE: Specific Organizations/POCs are required for all third party parties matching funds that will be received in the 09/24 months of STRATFI execution. Still include planned third party parties matching funds that will be received in the 09/24 months of STRATFI execution in the Strategic Funding Contribution Schedule below, but specific Private Funding amount must be \$0.

Private Funding Organization	Private POC Name and	Amount of Funding	Type of Funding (i.e. Match, Subcontract, etc.)

- Total Government (non-SBIR) Matching Funds Amount: **\$0**
- Matching Option: **Match to Matching Only**
- Total Required SBIR/STTR/AFV/ventures Funding Amount

Page 1 of 5

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
- **Phase II Overview**
- **Summary of Pending Contract Awards**
- **Supporting Documents**
 - SBC Registration (Attch)
 - Private Funding Cap Table (Attch)
 - Foreign Disclosure Form (Attch)

- **Other Documents**

- **Spend Plan & Milestones Worksheet**
- **Matching Funds Letter(s)**
 - Private
 - Government
- **Customer/End User Collaboration Agreement**
 - Submission Quad Chart (Attch)
 - Non-proprietary Work Plan (Attch)
- **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

Insert Project Image

Insert brief project tagline

"THIS DOCUMENT MUST NOT CONTAIN CUI"

PY26.1 AF or SF STRATFI | SBIR or STTR

[Indicate if Air Force or Space Force | SBIR or STTR]

STRATFI Description

- Achieve space qualification for Sun Novel Solution's dilithium cell
- 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

Operational Impact

- What is AFWERX/SpaceWERX return on investment? Space Harden Asset
- Delivery of a product, or event such as flight test, payload launch?

End User: _____ Customer: _____

Integrated Cost and Schedule (\$M)

	FY26	FY27	FY28	FY29	FY30	Total
Exp: Development	▲ PDR-1 ▲ CDR-1 ▲ CDR-2					
Exp: Prototype Delivered	▲ Prototype					
Exp: Test Flights	■ Taxi Test(s) ■ Flight Test(s)					
SBIR or STTR	\$5.	\$5.	\$5.	-	-	\$15.
Gov Funding Org	\$2.	\$2.	\$2.	-	-	\$6.
Gov Funding Org	\$2.	\$2.	\$2.	-	-	\$6.
Gov Funding Org	\$1.	\$1.	\$1.	-	-	\$3.
Private (# of VCs)	\$10.	\$10.	\$10.	-	-	\$30.
Total	\$20.	\$20.	\$20.	-	-	\$60.

Critical Technology Area: [See Slide #2]

Core Competency: [See Slide #2/Space Effort Only]

Success & Transition

- Include a detailed description of your current Phase II solution (that is the basis of this STRATFI submission) and its development success to date.
- Describe your strategy for transition – answer the question, "if this effort is proving successful, what will we do next?" This section should align with your signed Collaboration Agreement.

Common Mistakes = Incomplete Packages

- Missing Elements of Capability Package
- Missing/Outdated SBC Registration
- Missing Private Funding Capitalization Table
- Missing/Incorrect POCs:
 - End-User/Customer/TPOC/**SIPR**/Staff Function POC Info
- Incorrect Document Signatories
- Contracting Acceptance/Contract Award Responsibility
- Inaccurate Funds Match (Phase III's, Ineligible 3rd Party, etc)
- Milestones and Funding Alignment
- Missing Info/Altered Quad Charts
- Using Previous Edition Forms | [Look for **PY26.1** in the Header](#)

Submission Checklist: The Ingest Assistant

PY26.1 AppSheet Ingest Assistant	
STRATFI/TACFI Website: https://afwerx.com/stratfi-tacfi Questions regarding this memorandum can be addressed to afri-rgv.stratfi-tacfi@us.af.mil	
IMPORTANT: 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 directly align with/be extracted from your submission documents.	Prior to starting your application process, ensure you have completed the following: 1) Reviewed PY26.1 Guidance Documentation 2) Reviewed PY26.1 Submission Templates 3) Obtained the required signatures for all of the submission documents provided.
CAUTION WHILE USING THE APP INGEST: DUE TO INDIVIDUAL/USER CACHE SETTINGS, IT IS POSSIBLE BROWSER HISTORY WILL CLEAR AUTOMATICALLY AND ALL PREVIOUSLY ENTERED INFORMATION WILL BE LOST EVEN WITH THE AUTO-SAVE FEATURE. IT IS HIGHLY SUGGESTED ALL INFORMATION BE ENTERED IN ONE SITTING, WITHOUT INTERRUPTION.	
Instructions: Open App Ingest, Populate Information, Upload Documents, Click Submit Package	
Description	Response
Page 1 - INTRO Are you submitting this STRATFI package for: STRATFI Are you submitting this STRATFI package for Air Force or Space Force Are you submitting this STRATFI package for SBIR or STTR Funding	
Page 2 - MEMORANDUM FOR SBC STRATFI PARTICIPANTS Read Important information and click: Accept	GOV POC Response
Page 3 - CAPABILITY PACKAGE (Provided by SBC) ATTACH a copy of the "CAPABILITY PACKAGE" (Note: Only attach the documents requested, do not combine with any other documents.) Provide a brief company description/history in relation to capabilities of the proposed effort. (250 word limit) "Company Profile" Information: Small Business Concern (SBC) Name Street Address Suite/Unit/etc (optional) City State Zip Code SBC POC SBC POC Email SBC POC Phone # DUNS (Data Universal Number System (DUNS) Number) CAGE - (Commercial and Government Entity (CAGE) Code) Is your company currently doing business under any other name? If Yes, provide the name. (i.e. 'd.b.a' or sub-corporation) Where are the operating locations of your company?	SBC POC Response

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):** 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.

Customer Org PK determines contracting strategy: Phase IIB or Sequential

Steps to Award



For Success:

- Customer PK has RFP 90%+ complete prior to selection notification
- SBC has Proposal 90%+ complete prior to selection notification

Timeline:

- RFP release <20 days from notification
- RFP to Final Proposal <25 days from RFP release
- Funds request to AFWERX <50 days from Final Proposal
- PR request to contract award in <25 days

Next Steps

Official Notice of Opportunity available at:

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

STRATFI Submission window (Airforce):

Opens Monday, July 28th and closes at Noon ET on
Friday, October 3rd

STRATFI Submission window (Spaceforce):

Open & Continuous STRATFI cycle



STILL HAVE QUESTIONS?

Open Topic Phase I: afrl.rgv.p1@us.af.mil

Open Topic Phase II: afrl.rgv.p2@us.af.mil

Specific Topic: af.sbir.sttr.workflow@us.af.mil

STRATFI/TACFI: afrl.rgv.stratfi-tacfi@us.af.mil

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) - **20 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 - **25 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 - **25 calendar days from selection notification**

Financial Management / Contracting

- Email/POC signifying that as a functional community they 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