

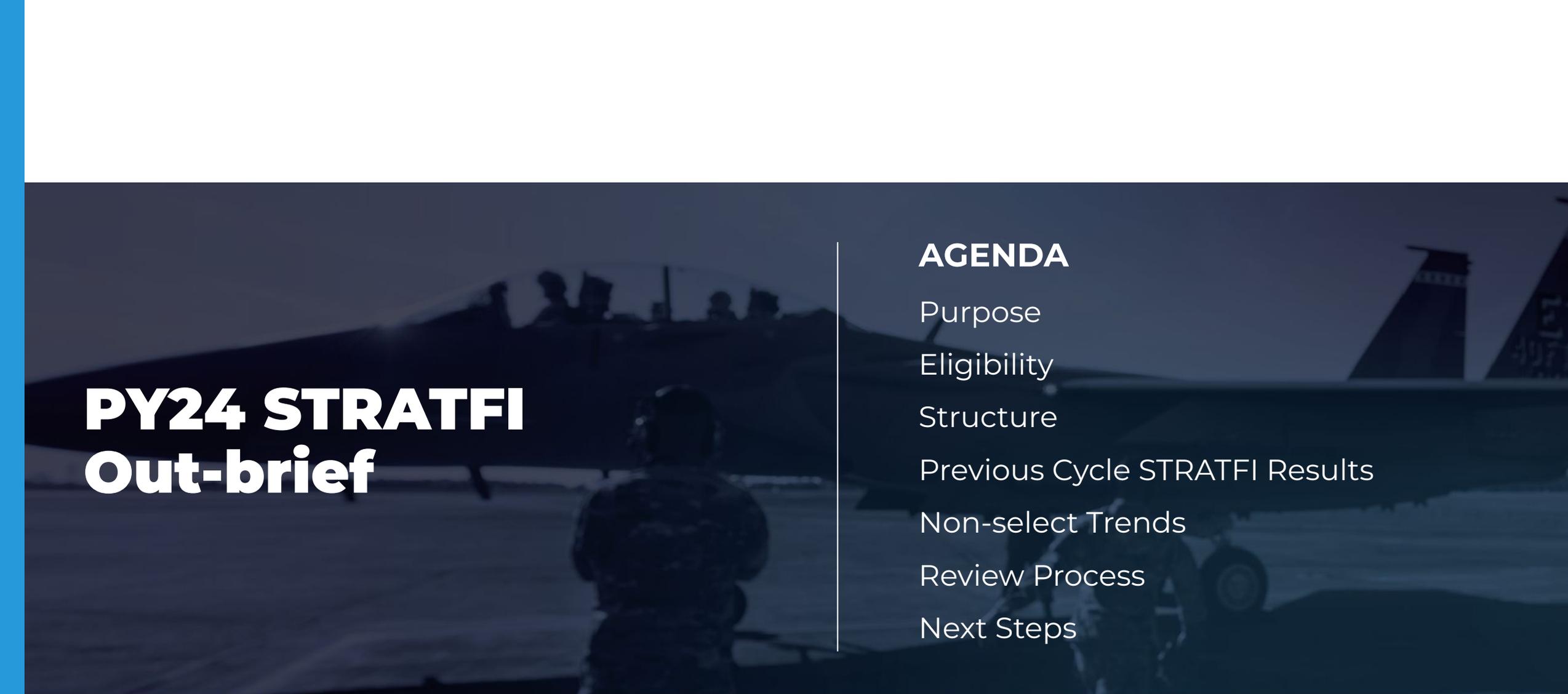


AFWERX  
AFVENTURES  
**STRATFI/TACFI**  
**Out-brief**

21 March 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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# PY24 STRATFI Out-brief

## AGENDA

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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.



# 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**

# PY24 Structure

## TACFI

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

## STRATFI

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



# What Was New for PY24?

- There were two submission windows (one for STRATFI and one for TACFI)
- TACFI increased to \$1.9M
- Updated guidance, documentation, and templates
- Submission Chart Attachment to Collaboration Agreement
- **Government organization responsible for submitting through App Sheet**
- Government POC Kick-Off Meetings after submission

# Previous Cycle STRATFI Results

TACFI Results Pending

- **40** STRATFI Capability Packages submitted
  - **17** STRATFI Selected, with some pending
    - **12** Air Force
    - **5** Space Force
  - **\$193.2M** in SBIR funds
    - Air Force: **\$144.9M**
    - Space Force: **\$48.3M**
- **\$418.8M** in matching government funds
- **\$186.8M** in matching private funds

## Ongoing PY24.1 TACFI Results

Cohort 1:

**91** Capability Packages

**76** Recommended for Funding

Cohort 2:

**44** Capability Packages pending final determination

# Non-select Trends

- Incomplete/Inaccurate Submission Packages
  - Missing Elements of Capability Package (tech info/scale of the outcome)
  - 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
- Weak/poor Transition Plan and Strength of Support
- Needs of the Department of the Air Force/Space Force
- SBA program intent: supplemental funding is incentive, not reward

# STRATFI/TACFI Review Process

## REVIEW PROCESS



# Next Steps

- Pursue a Phase III
  - Non-competitive award without SBIR/STTR funds
  - More info on website:
    - <https://afwerx.com/divisions/afventures/phase-iii/>
- Prepare for the next Notice of Opportunity (NOO) and continue business development
- PY24.2 NOO for Space-Related Efforts is now OPEN!
  - Closes at Noon ET on April 12th
- Focus on commercialization

# Helpful Resources

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

Email questions to [stratfi.tacfi@afwerx.af.mil](mailto: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.**



# AFWERX AFVENTURES

## 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.