

## AFWERX AFVENTURES Program Year 24.2 STRATFI/TACFI (Space Related Efforts) Notice of Opportunity AMA

March 14, 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 and Tactical Funding Increase (STRATFI/TACFI)

**AGENDA** Purpose Eligibility Structure Matching Requirements **Previous Results** 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.

### AFVERTURES

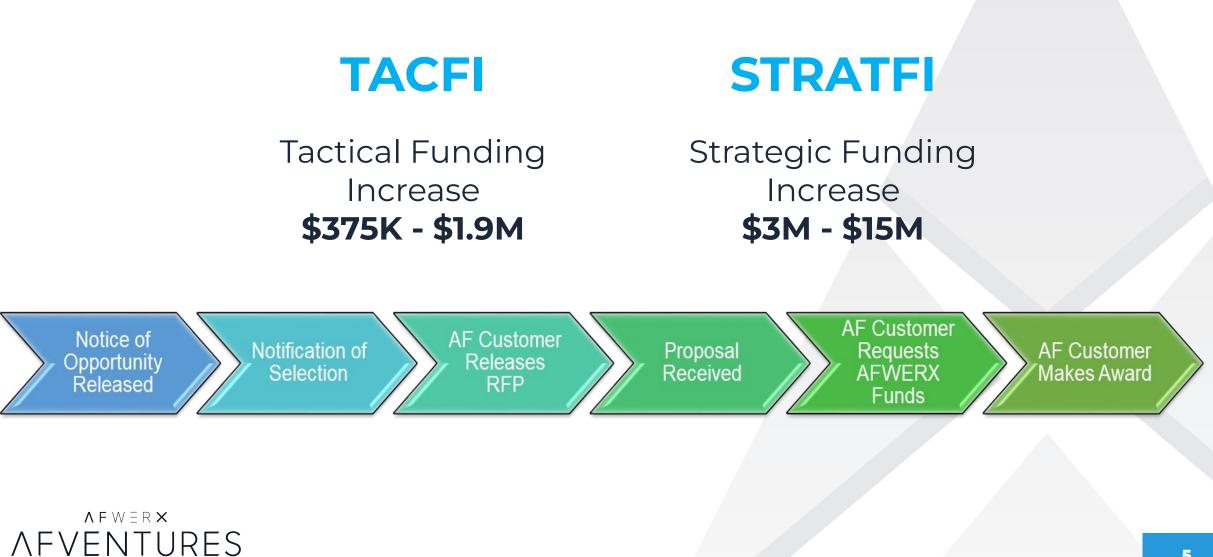


## Eligibility

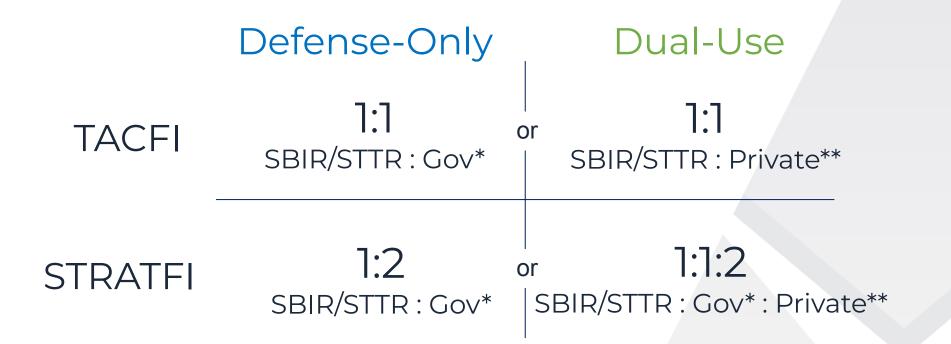
#### Must meet all criteria:

- 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**



### **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 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

### **Common Mistakes = Incomplete Packages**

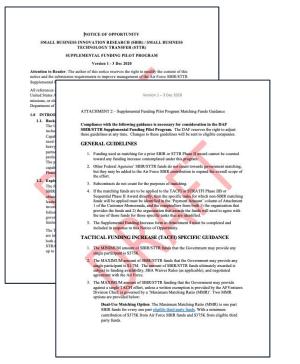
- Missing Elements of Capability Package
- Missing End-User/Customer / TPOC Staff Function POC Info / Incorrect POCs
- Inaccurate Funds Match (Phase III's, Ineligible 3rd Party, etc)
- Milestones and Funding Alignment
- Incorrect Document Signatories
- Inaccurate P2 Contract #
- Document Integrity (different info on each)
- Finance/Contracting Acceptance
- Contract Award Responsibility
- Using previous edition forms | Look for **PY24.2** in the Header

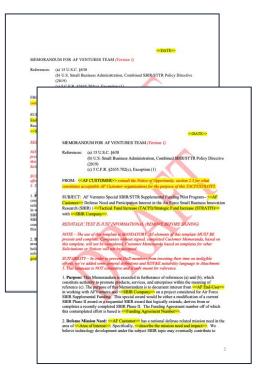
## AFVERTURES

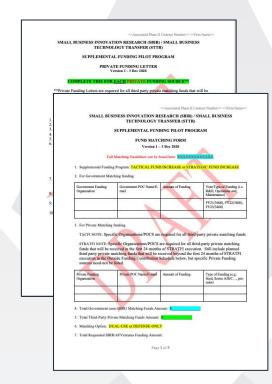
### What's New for PY24.2?

- Space-only STRATFI/TACFI cycle
- Updated guidance, documentation, and templates available on Teams channel (Look for PY24.2 in the Header)
- Submission Chart Attachment to Collaboration Agreement
- Save feature added to App Ingest Submission
- 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

## AFVENTURES

\* 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

AFVENT

	C Name oject Na	me	"THIS DOCUMENT MUST NOT CONTAIN CUI" PY24.2 Space Force STRATFI   SBI [indicate if SBIR or STTR]						
	Insert	<ul> <li>STRATFI Scope         <ul> <li>Achieve space qualification for SumNovelSolution's dilithium cells</li> <li>Enable resilient space missions for distributed sensing platforms such a Low Earth Orbit satellite constellations</li> </ul> </li> <li>Innovation         <ul> <li>Improving radiation hardened core cells for space performance</li> <li>Applying flexible core cells for unique satellite surfaces</li> </ul> </li> </ul>							
	Insert b	rief project taglin	e						
Techno Mission	logy Area: [See Slide <u>Area:</u> [See Slide #2]	Funding (\$M) SBIR/STTR	Base Yr	Opt Yr 1		Opt Yr 3	Total		
		Stakeholders			-	X.XXX	X.XXX	X.XXX	X.XXX
Custome	r [leads execution]	ТРОС	[name]	Govt Matching	X.XXX	X.XXX	X.XXX	X.XXX	X.XXX
End User	[org]	<b>Transition Partner</b>	[org, if applicable] [hyperlink or url]	Private Matching	X.XXX	X.XXX	X.XXX	X.XXX	X.XXX
	[name] ion Strategy ercialize with procu ctors	Major Milestones • Design selection for qualification • Fabrication of cells required for testing per AIAA S-111A • Qualification testing • Fabrication of full-sized flight panel RELEASE; DISTRIBUTION UNLIMITED. AFRL-2023-3932							

### **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



#### Official Notice of Opportunity available at:

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

Submission window:

### STRATFI/TACFI: Opens at Noon ET on March 15 and closes at Noon ET on April 12th.



### **Helpful Resources**

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

Email questions to <a href="mailto:stratfi.tacfi@afwerx.af.mil">stratfi.tacfi@afwerx.af.mil</a> with the subject "{TACFI/STRATFI}\_{Firm Name}".



## AFWERX AFVENTURES

# Questions?

Please type your questions in the Q&A section.



### 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.