



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 with the subject
“{TACFI/STRATFI}_{Firm Name}”.



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Questions?

Please type your questions in the Q&A section.



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Still have questions?

Specific Topic: usaf.team@afsbirsttr.us

Open Topic Phase I: p1@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.