



SMALL BUSINESS INNOVATION RESEARCH  
“HOW TO” GUIDE FOR  
AIR FORCE BROAD AGENCY ANNOUNCEMENT  
*Special Topics*

Air Force SBIR|STTR Special topics provide a multi-phased approach to partnering with commercially viable U.S.-based businesses with 500 or fewer employees in order to solve Air Force problems.

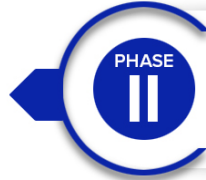
This approach allows for development and adoption of commercially viable technologies as integrated components of major programs of record, or as operationally effective commercial-off-the-shelf solutions.

Additionally, SBIR|STTR Special topics give the U.S. technology ecosystem a competitive edge, ensuring secure supply chains and access to critical technologies in a global marketplace.



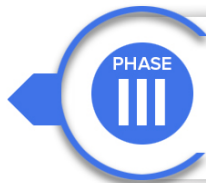
### SEED OPTIONS

Firm-fixed-price contracts with SBIR/STTR funds that allow small businesses to assess application of their commercial technologies/concepts to Air Force mission needs



### BRIDGE THE GAP

Higher dollar contract with SBIR/STTR funds to execute a demonstration or develop a prototype for applied evaluation  
*Private or program fund matching option drive up SBIR investment!*



### TRANSITION - Eligibility for sole source government contracts.

When a company has proven value, unit or program dollars can be used to purchase products and services, fund continued technology development and integration or achieve program-of-record status

## HOW TO ENGAGE IN THE PROCESS

### GATHERING PROBLEMS

PEO's, program managers, MAJCOMs and operators identify problems, capability gaps, technology gaps, or tech-interest areas.

Topics are published in the triannual SBIR|STTR BAA as either independent Special Topics, or as addendums to the Open Topic.

### APPLYING & RECRUITING

Companies apply for Phase I awards in areas they find most relevant.

Government teams who have invested in problems can recruit via:

- social media
- govt websites
- events
- commercial tech conferences

### AWARDS & CUSTOMER DISCOVERY

Contract awards are made in batches by Air Force SBIR|STTR for Open Topics, or by owners of a Special Topic. These quick contracts ask companies to do one thing:

***Discover government problems and submit a proposal on how to solve them***

Government personnel connect companies with operators, maintainers, logisticians and technologists to help them understand DoD problems and develop solutions.

### MAKING INVESTMENTS

Phase I awardees are immediately eligible for sole source government awards. These may be executed as a purchase by a base team, by a program office for further development or integration, or established as a program of record.

- Companies can start work fast with Phase I SBIR|STTR funds while government offices align technologies, programs and funding.
- Companies can develop prototypes or execute demonstrations on Phase II SBIRs to allow units to “try before they buy.”
- Investor partnerships and tools, like accelerators and incubators, can be paired with Phase II SBIRs to mature and commercialize technologies.

There are many support resources, tools, government teams and companies available to help. To get started, visit:

<https://www.afsbirsttr.af.mil> or [www.afwerx.af.mil/sbir.html](http://www.afwerx.af.mil/sbir.html)

Apply via DoD's BAA at <https://sbir.defensebusiness.org/topics>