



AFWERX
ADVENTURES

STRATFI/TACFI

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STRATFI & TACFI 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.

FY20 STRATFI Results

- **Eighteen STRATFI** enhancements were awarded
 - **\$101M** in SBIR funds
 - **\$102M** in matching government funds
 - **\$342M** in matching private funds
- four-year period of performance
- Matched funding committed by **31** government organizations
- **67** sources of private capital.

Average Award:

- **\$5.6M SBIR**
- **\$5.6M Gov**
- **\$19M Private**

Eligibility

Must meet all criteria:

- **Active** DAF SBIR/STTR P2 (or **completed within 3 years**)
- The subject effort has **not already been awarded a “Sequential” P2**
- At least **90 days** have passed since the beginning of P2 execution
- **Not executing a prior STRATFI** effort at the time of submission
- Able to achieve the **minimum matching/investment requirements**
- Able to obtain the **required End-User and Customer Memorandum**

Funding Requirements

| | Minimum | | Maximum |
|----------------|----------------------------------|-------|----------------------------------|
| TACFI | \$375K SBIR/STTR funds | up to | \$1.7M SBIR/STTR funds |
| STRATFI | \$3M SBIR/STTR funds | up to | \$15M SBIR/STTR funds |

Matching – two options!

Defense-Only

Dual-Use

TACFI

1:1
SBIR/STTR : Gov*

or

1:1
SBIR/STTR : Private**

STRATFI

1:2
SBIR/STTR : Gov*

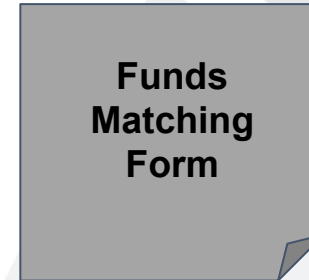
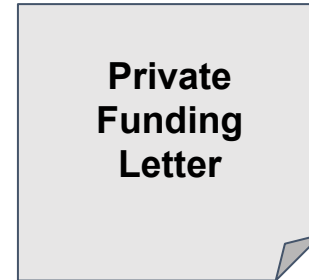
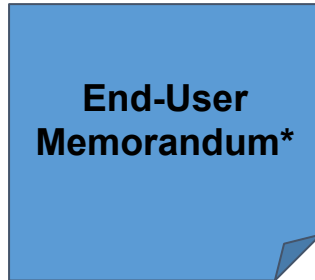
or

1:1:2
SBIR/STTR : Gov* : Private**

* Phase III awards w/in 12 months of submission count toward Gov matching. SBIR funds do not count towards Gov matching.

** All funds must be received prior to TACFI award. Eligible third-party funds received after the start of P2 and w/in 24 months of submission counts toward Private matching during the course of STRATFI.

Notice of Opportunity



** O-6/GS-15 minimum signatory.*

For STRATFI, org must be at the Strategic Level (i.e. Customer Memorandum signatory must be the PEO/Deputy)

Capability Package Elements

Identification of Phase II Stakeholders.

Identification of Potential Primary End-User.

Identification of Potential Primary Customer.

How You Solve a Strategic Air Force Need.

Summary of the Technology Solution.

Description of Remaining Technical Risks.

Summary of Transition or Integration Plan.

Overview of Phase II Successes.

Overview of contemplated Work Scope

Summary of Regulatory or Schedule Risks.

Summary of Contract Award History.

Summary of Pending Contract Awards.

Supply Chain Integrity.

Overview of Matching or Private Investment.

Overview of Key Personnel.

Overview of Shareholders, Interested Parties.

+ [End-User and Customer Memoranda](#)

+ [Matching Forms and Investment Letters](#)

Top 10 Common Mistakes

- Not following the submission guidance
- Incomplete Capability Package information
- Missing Forms
- End-User & Customer MOU information do not align
- Wrong Signatory on MOUs
- Matching Funds amounts do not align
- Missing Staff Function Coordination Information on MOUs
- Failure to communicate with appointed Staff Functions & POCs
- Appointing the wrong POCs
- Listed POCs not aware of appointment

Having a complete package prevents delays!

FY21 Information

FY21 Official Notice of Opportunity available on Union at:

<https://www.dropbox.com/sh/pixefvcp7q8m5i7/AABXJYOIBUCqqt33fGSh7PiDa?dl=0>

FY21 Submission Window: 18 January – 30 June 2021

Email completed Capability Packages to afventures@afwerx.af.mil with the subject:

"{TACFI/STRATFI} Capability Package_{Firm Name}_{Phase II Topic Number}"

What's Next

FY22 Official Notice of Opportunity expected to go out Dec 2021

FY22 Submission Window: ~ January – June 2022

(Dates Anticipated/Subject to Change)

Ask Me Anything Calls will be held weekly (dates TBD)

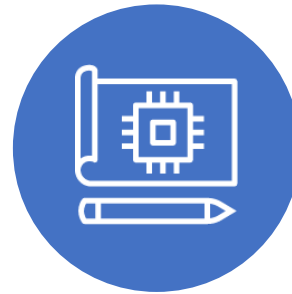
STRATFI/TACFI

Bridge the Gap, Find Your Unicorns, Grow the National Economy



BIG BETS

Requires some buy in, but allows you to leverage SBIR and private capital to buy down the risk of trying something new.



PLAN & PARTNER

STRATFI/TACFI endorsement must show strong intent to transition — program planning, establishment of requirements, etc.



BROADEN HORIZONS

Encourage your teams to open up to a broader solution space.



AFWEX
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Questions?

Please type your questions in the Q&A section