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**Thank you for submitting.  
NOW WHAT?**

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# Overview

- Evaluation Process
- Award Decisions
- Initial Post-Award Requirements
- Regulatory Considerations
- Q & A



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# Evaluation Process

# Evaluation Basics

- The evaluation is exclusively based on the company's proposal. Proposals must stand on their own individual merit, and information not included in the proposal will not be considered.
- Evaluations are subjective by design. Our evaluators are comprised of professionals from across the Department of the Air Force (DAF). Evaluators bring extensive knowledge and experience to AFVentures for purposes of technical evaluation.
  - Evaluators undergo standardization training and then, after volunteering for a specific cycle, undergo solicitation-specific training to ensure consistent expectations and execution.
  - We implement a number of mitigations against bias and other types of variabilities, including first-of-its-kind standardization training, vetting, and assignment processes, standard two-factor disqualification, and a full quality-controls protocol from our core evaluation team. These mitigations are intended to minimize variability while still maintaining the integrity of our trained and vetted evaluators.
- Inclusion of a signed Customer Memorandum is a *baseline minimum* requirement for Phase II proposals to be considered for evaluation.

# Evaluation Process

## Technical Evaluation Criteria (equally weighted)

- “Criteria A: Government or private sector Commercialization Potential and benefits expected to accrue from commercialization...
- Criteria B: The appropriateness, relevance, and specificity of an identified Defense Need...
- Criteria C: Technical Approach - the soundness, technical merit, and innovation of the proposed technical approach, as well as its differentiation from current customer alternatives, and incremental progress toward fulfilling the identified Defense Need...”

## Evaluation & Funding Process

- One evaluator per criteria per proposal => 3 total evaluators per proposal
- Consolidated evaluation score creates a “1...n” list (competitive program)
- Funding allocated based on highest to lowest evaluation score and program’s obligation plan

### **Working 22.1 D2P2 Schedule**

10 Feb: Proposals due

11 Feb - 31 Mar: Technical Evaluations

1 Apr - 5 May: Due Diligence  
(Finance, Contracting, Regulatory, etc)

8 May - 20 May: Contracting Sprint  
(i.e. notional contract award)



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# Award Decisions

# SBIR/STTR Award Decisions

## “Selectable”

### ● **SELECTED**

- Proposal will move forward to pre-award due diligence

### ● **SELECTABLE, NOT FUNDED**

- Proposal was competitively selected during evaluation, but will not move forward with AFWERX due to SBIR/STTR appropriation levels

## “Non-Selectable”

### ● **NOT SELECTED**

- Proposal was not competitively selected to receive an award

### ● **DISQUALIFIED**

- Proposal is ineligible for award due to not meeting solicitation requirements

Rank	Title	Cum. Cost	Eval.
1.	Proposal	\$1.25M	High Score
2.	Proposal	\$2.50M	
3.	Proposal	\$3.75M	
4.	Proposal	\$5.00M	
5.	Proposal	\$6.25M	
6.	Proposal	\$7.50M	Medium Score
7.	Proposal	\$8.75M	
8.	Proposal	\$10.0M	
9.	Proposal	\$11.25M	
10.	Proposal	\$12.5M	
11.	Proposal	\$13.75M	Low Score
12.	Proposal	\$15.0M	
13.	Proposal	\$16.25M	
...			
n.	Proposal	\$XX.XM	N/A*

Note\*: DQ'd for not meeting solicitation requirements

# Selected

Your proposal has gone through the technical evaluation process & was competitively selected to move forward with pre-award due diligence processes. Additional reviews are required prior to determining final eligibility for potential contract award, and a select does not guarantee an award.

- Contract clarifications (e.g. data rights assertion)
- Propriety of Funding Review
- Regulatory compliance
- Additional due diligence
- Final negotiations

Once notification for potential contract award is provided, **ONLY** the Contracting Officer is able to communicate with the company.



# Selectable, Not Funded

Your proposal was competitively selected during the evaluation process, although it fell below the “cut line” to receive SBIR/STTR funding under the solicitation.

However, this is not the end!

## What are your options?

The designation provides potential ways forward for the company and DAF customer.

- Eligible for “Topic/Proposal Transfer”: funded, awarded & managed outside of AFWERX
- If a Phase I and/or Phase II was successfully completed, any USG customer may fund/award a Phase III (derives from, extends, or completes prior SBIR award with non-SBIR funds)
- The proposal will be retained for 180 days from receipt of notification. If additional funds become available during this time, the proposal may be considered for award
- Company is eligible to re-submit the proposal under a later solicitation
- Click [HERE](#) for additional information

# Not Selected

Your proposal has gone through the evaluation process and was not competitively selected to receive an award.

- Official notices will be provided.
- Feedback Summary will be offered for Criterion A, B & C (see solicitation for instructions to request feedback)
  - Feedback can ONLY be provided by a designated Contracting Officer
  - AFWERX is diligently working on providing timely feedback and is in the process of increasing resources to shorten the feedback cycle
- Companies are encouraged to consider the feedback provided to strengthen their proposal and respond to the next open topic.

# Disqualified

Your proposal is ineligible due to not meeting solicitation requirements. Disqualification may occur at any point during the evaluation or pre-award due diligence.

**ONLY the Contracting Officer is authorized to communicate with the company to provide feedback.**

## Common Disqualifiers (not an exhaustive list)

- Missing or incorrect CAGE Code/SAM registration
- Does not meet RDT&E definition
- Did not provide minimum required slides (Phase I) or pages (Phase II)
- Customer Memorandum did not have two signatures, or incorrect template (Phase II)
- Does not satisfy a DAF need (via Customer Memo description & signatures)
- Feasibility documentation that is solely based on work performed under prior or ongoing Federally-funded SBIR or STTR work (D2P2)
- STTR cost proposal does not meet required funding allocations
  - Minimum 30% for research institution and 40% for submitting company



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# Initial Post-Award Requirements

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## Phase I

## Phase II

## What to Expect



Within 1 week of contract award, company will receive a welcome email from AFVentures program management team with initial tasks & resources



Return signed contract



Complete onboarding form



Submit project update slide



Accept invitation to Union.vc community (helpful resources, Q&A discussion boards, AFWERX opportunity posts, POC info, and more)



Attend initial onboarding call

WEEKLY

MONTHLY

Attend recurring webinars with AFVentures PM team



Execute kickoff meeting with Customer & TPOC



Submit deliverables for approval & payment according to timelines on contract



Work with TPOC to resolve tactical level changes & issues



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# **Regulatory Considerations (project specific)**

# Regulatory Considerations

**Cybersecurity** - Follow FAR/DFARS cyber requirements, including SPRS self-assessment. Prepare for IATT/ATO with customer's Authorization Official or Platform One/Cloud One.

**Industrial Security** - Work with customer for base access, CACs, or classified access needs

**Flight Testing (UAV/UAS included)** - Mandatory review with AFRL/DO, TRB may be needed

**Human Research (HR Protection Official or HRPO)** - DoD Instruction 3216.02 Protection of Human Subjects and Adherence to Ethical Standards in DoD-Supported Research. TPOC must receive HSR training and HRPO approval required prior to beginning work.

**Animal Testing** - DODI 3216.01 Use of Animals in DoD Conducted and Supported Research and Training

**Environmental & Safety (hazardous materials)** - DODI 4715.06 Environmental Compliance

**Government Furnished Equipment (GFE)** - Follow organization's guidance that is providing the equipment, send final safety certification to AFVentures Phase II team



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# Questions?

**Please type your questions in the Q&A section.**

**Let us know how we are doing. Please complete the survey as you leave today's meeting.**