



Air Force Small Business Innovation Research (SBIR)

-- Commercialization Pilot Program (CPP)

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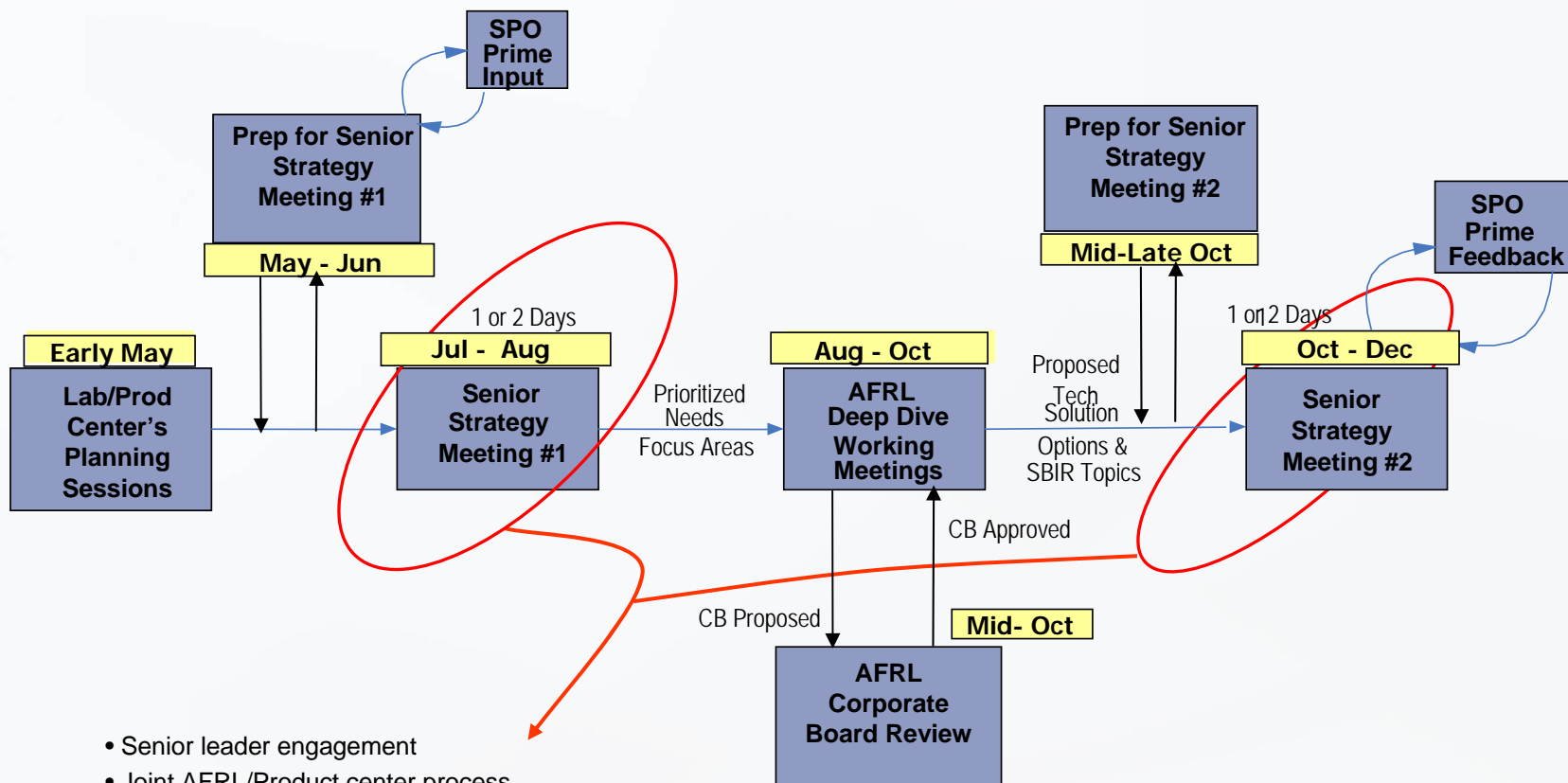


AF SBIR: What's New?

-- revitalization in progress

- **New SBIR Topic Allocation Distribution**
 - Based on \$\$ Contribution: 64% allocated to PEOs vice 47% last year
 - Goal: Focus on near term funded acquisition technology based needs
- **Strategy vs Tactics**
 - More strategic topic generation process with closer ties to acquisition community and prime contractors
- **Air Force SBIR Commercialization Pilot Program (CPP)**

Air Force Technology Needs Gathering Process



- Senior leader engagement
- Joint AFRL/Product center process
- Multi-directorate AFRL engagement
- PEO/TEO approval
- SPO Primes participation

Strategy Driven Process



Product Center Needs

--Identification/Documentation Template

Program of Record: _____ Product Center Need Id # (ex. ESC-07-001): _____

Technology Need Description:

Technology freeze date if applicable: _____

Desired Key Performance Parameters:

Product Center's POC to support AFRL Deep Dive team (Name & Contact Info):

Related Development Efforts:

PEO Priority	
High	<input checked="" type="checkbox"/>
Medium	<input type="checkbox"/>
Low	<input type="checkbox"/>
System Specific?	<input checked="" type="checkbox"/>
or	
Pervasive Need?	<input type="checkbox"/>
Prime Input to	YES <input checked="" type="checkbox"/>
Tech Need?	NO <input type="checkbox"/>



Product Center/AFRL

-- Tech Need Solution Template

Technology Challenge Description:

Product center defined need

Prog Office: F-15 (POC name)

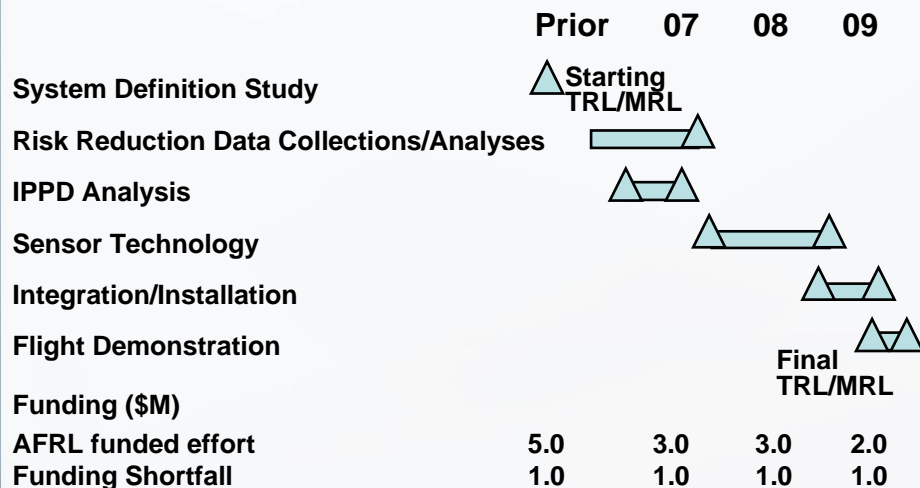
AFRL Proposed Approach:

- Brief description of the proposed solution

Core	<input checked="" type="checkbox"/>
POM	<input type="checkbox"/>
SBIR	<input checked="" type="checkbox"/>
ManTech	<input type="checkbox"/>
IR&D	<input type="checkbox"/>
Referral	<input type="checkbox"/>

List TDs participating in solution and Include Lead POC

Technology Investment Schedule (FY)

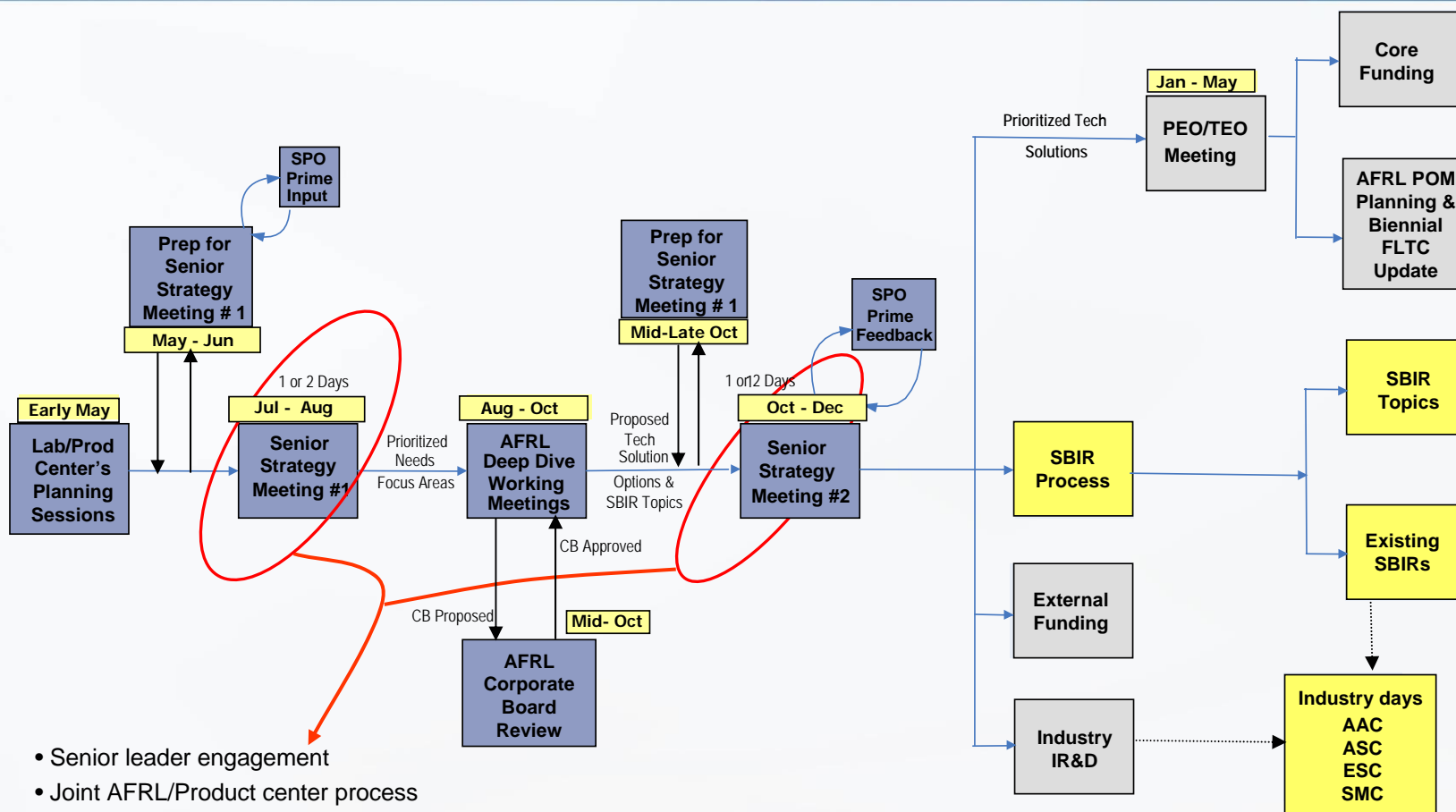


Solution Options:

- Core Funding - Modify existing program (6.2 or 6.3)
- New AFRL POM Initiative (6.2 or 6.3)
- SBIR
 - Topic: "Interesting SBIR prog" (ID potential Jumbo topics) in FYxx
 - Modify existing Phase I or II prog
- 7.8 (ManTech) Effort
- IR&D opportunity
- Identify other agency S&T efforts
- External programs (Customer, other agency)



Air Force Technology Needs Gathering Process



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Strategy Driven Process



AF CPP Strategy

- Utilize CPP to significantly strengthen the impact and appreciation of the SBIR Program for AF PEOs and staff
 - Strategic vs. Tactical framework
 - Improve connectivity among all critical AF SBIR program participants
 - PEO Organizations/Log Centers/Test Centers
 - AF Research Lab
 - PEO Prime Contractors and Suppliers
 - Increase technology transition opportunities to support the Warfighter



AF CPP Strategy (con't)

--SBIR Transition Support Contract

- SBIR Phase 2 Success Stories
 - Track and record all AF SBIR product transitions (Phase III)
- Coordinates with Local AF SBIR Program Managers
 - Assists in identifying SBIR Phase 2 programs with high probability of transitioning
- Facilitates all aspects of SBIR Workshops



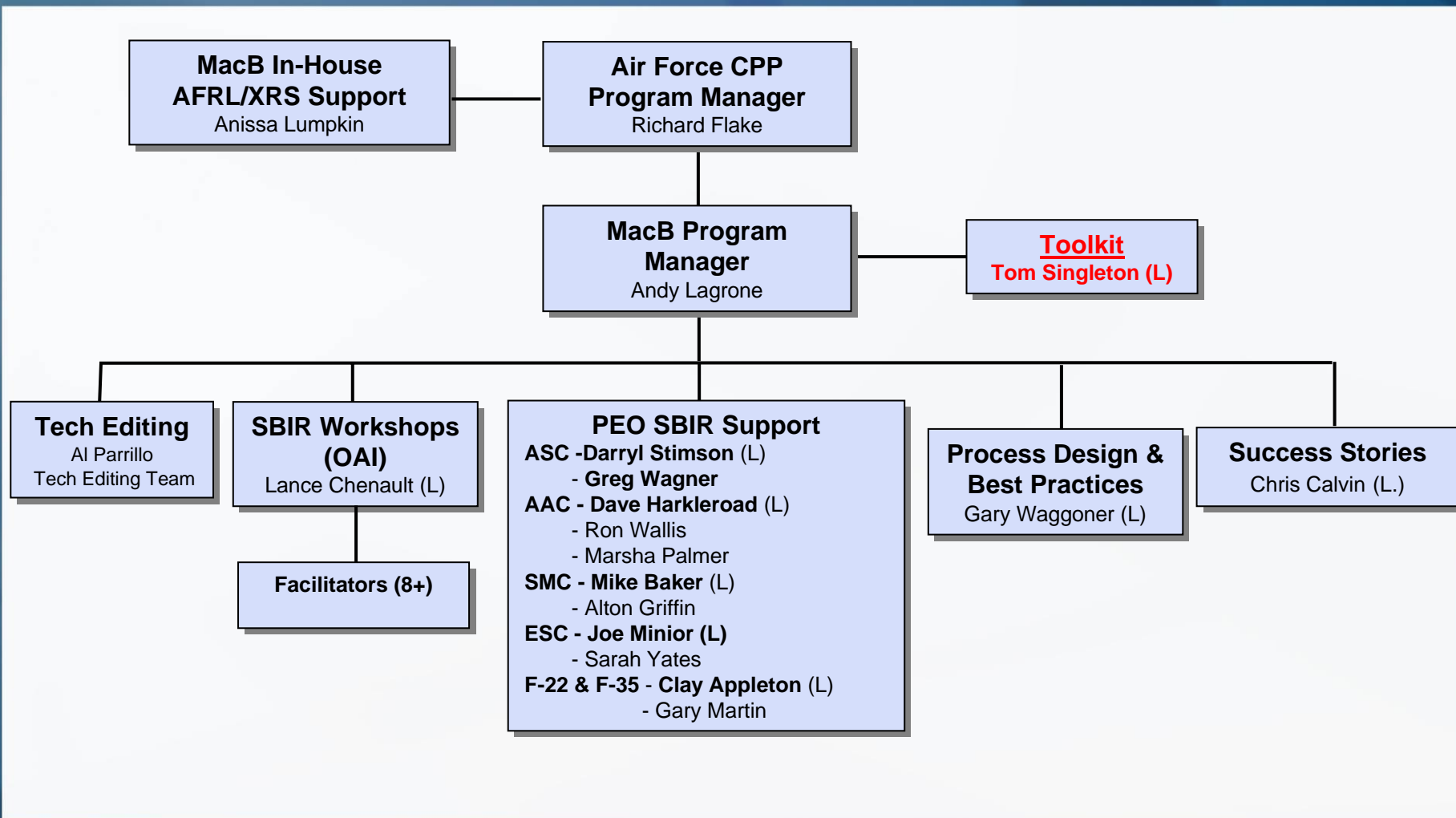
Air Force CPP Implementation

- Use needs gathering process to identify SBIR Topics tied directly to Acquisition Technology Based Needs
 - Transition Agents are Active members on AF PEO Need gathering teams
- Supports AF acquisition program offices in gathering topic inputs
 - provide a bridge between the laboratory & product centers & both program offices (JSF & F-22);
 - Product Centers:
 - Space and Missile Systems Center (SMC)
 - Aeronautical Systems Center (ASC)
 - Electronic Systems Center (ESC)
 - Air Armament Center (AAC)
- Coordinates Prime Contractor Input
 - Assist with Specific SBIR Topic Generation
- Helps develop transition strategies, plans & agreements
 - **S**BIR **I**echnology **I**ransition **P**lan (STTP)



SBIR Transition Support Team

-- "Transition Agents"





Tool-Kit (Assistance Instruments)

- SBIR
 - Enhancements
 - Extensions
- Mission funding
 - AFRL
 - PEO
- IR&D funding
- Mentor-Protégé
- Manufacturing Technical Assistance Production Program (MTAPP)
- Etc.



SBIR Workshop Planning Process

- Data Mining
 - Match PEO needs to existing Phase II SBIRs
- Technical POC
 - Make contact with Government Technical POCs to verify SBIR status
- Small Business
 - Collect information from Small Business Principle Investigators
- Primes/Industry
 - Review SBIR Business summary reports
 - Select small business for invitation to workshop
- AF Acts as “Honest Broker” & Workshop Facilitator
- MacB Transition Team
 - Facilitate one-on-one sessions between SBIR & supply chain contractors



SBIR Workshops

- Air Force conducts interchange workshops between industry supply chain & small business contractors
 - JSF & F-22 Industry Workshop Nov 07
 - ESC Industry Workshop Feb 08
 - SMC Industry Workshop Apr 08
 - ASC Industry Workshop Summer 08
- Objectives of Workshops
 - Identify areas of mutual interest
 - Initiate a “Way Forward” for small businesses and supply chain contractors

Small Businesses - By invitation only



Technical Information Document

- SBIR Topic Number/Contract Number/SBIR Project Title
- Company Name
- Government SBIR PM and TPOC
- Description of Work (Phase II Abstract)

**Collected
prior to
TPOC calls**

- Verify Company PI and POC contact information
- Additional Funding (Extension/Enhanced)
- Current status of Technology Development
 - Meeting milestones
 - Expected TRL at completion
- Potential match for PEO need?

**Collected
from TPOC**



Business Information Document

- SBIR Topic Number/Contract Number/SBIR Project Title
- Company Name
- Company PI and POC contact information
- Description of Work (Phase II Abstract)

**Collected
prior to
TPOC calls**

- Do they have:
 - Tech Transition/Commercialization Experience
 - Ability to manufacture the technology
 - Past/current contact with major DOD Primes/Suppliers
 - Industry certifications (ISO 9001, ASE, EN 2000, etc.)
- Do they intend to:
 - Manufacture the technology
 - License the technology

**Collected
from
TPOC**



Business Summary Document

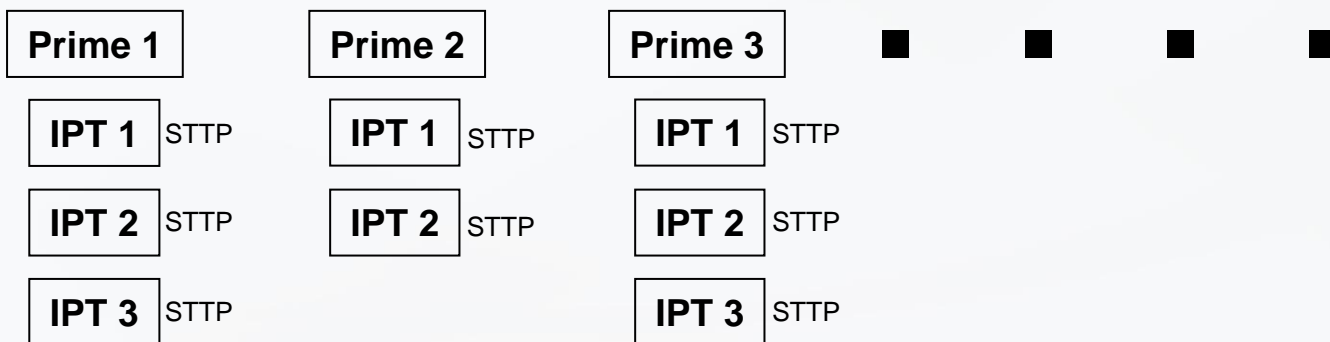
-- Information sent to Primes/Suppliers

- SBIR Topic Number/Contract Number/SBIR Project Title
- Company Name
- Company PI and POC contact information
- Description of Work (Phase II Abstract)
- Status of:
 - Funding (Extension/Enhanced)
 - Technology Development
- Company Qualifications:
 - Tech Transition/Commercialization Experience
 - Ability to manufacture the technology
 - Past/current contact with major DOD Primes/Suppliers
 - Industry certifications (ISO 9001, ASE, EN 2000, etc.)
- Company intend to:
 - Manufacture the technology
 - License the technology



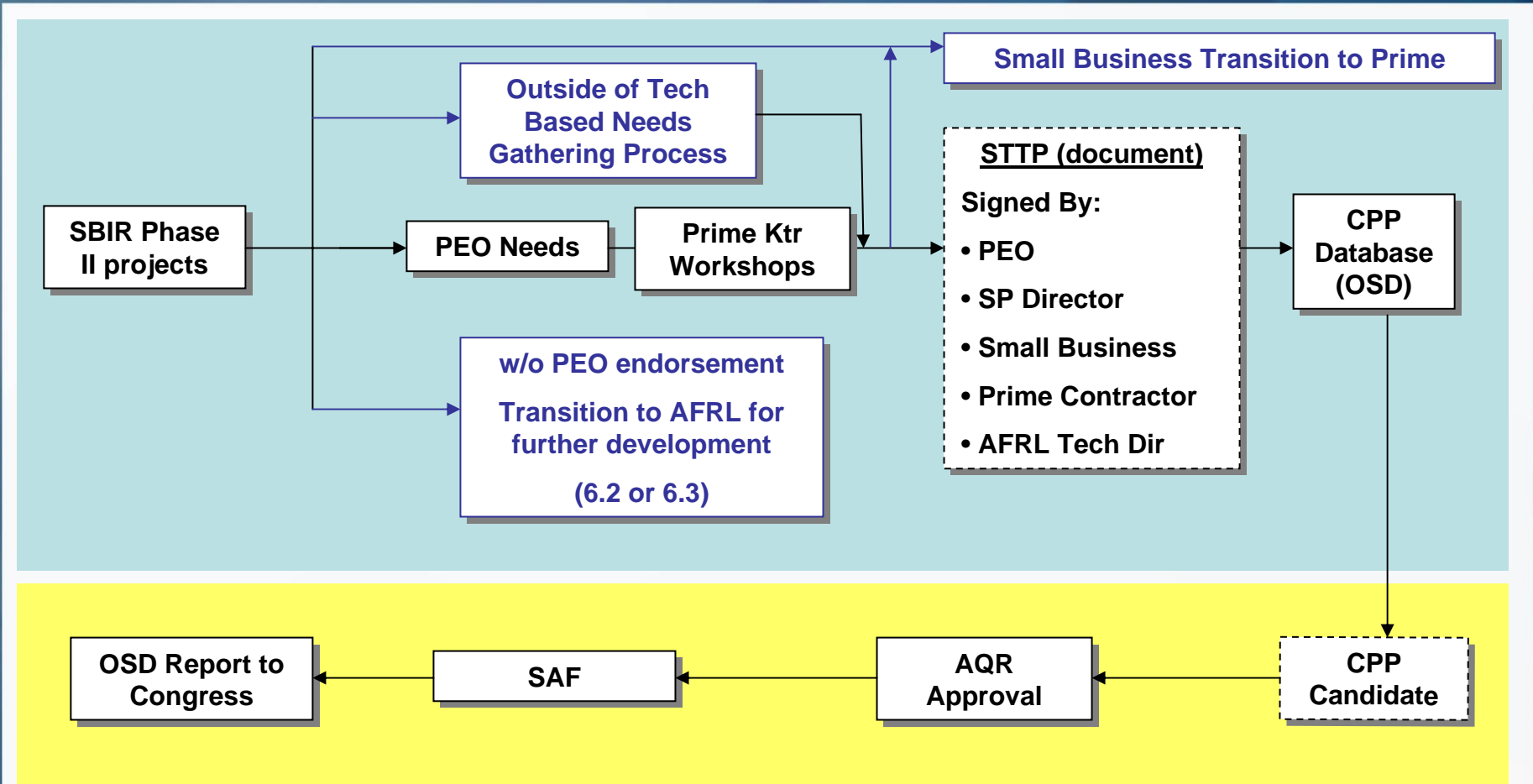
Workshop Follow-Up Process

- Facilitators Conduct One-on-One Wrap-Up for each session
- Transition Team conducts follow-up telecons, arrange meetings, etc.
- Transition Team coordinates plans with AF stakeholders
 - Initiates SBIR Technology Transition Plan (STTP) as needed



Primes – Be Proactive!

AF SBIR Transition Support Process



■ AF SBIR CPP Manager

■ MacAulay-Brown Inc.



Summary

-- *AF CPP Process*

- Provides new SBIR Topic Allocation
 - Increased Focus on Product Center Tech needs/challenges
- Doesn't require a data call
 - Internal AF Process
 - Transition agents facilitating necessary collaborations
- Accelerates technology transition of successfully developed SBIR technologies
- Provides method to rapidly address critical SBIR technologies identified by warfighters

AF SBIR program is CPP