How to Partner with the Air Force Research Laboratory

April 4, 2019
Business Tools
Broad Agency Announcements (BAAs)

- Grant
- Cooperative Agreement
- Technology Investment Agreement
- Contract
- Other Transaction Agreement
- Partnership Intermediary Agreement
- Innovative Science and Technology
Broad Agency Announcements (BAAs)

- AFRL's Primary method of solicitation
  - Research opportunities available through various topic calls via OPEN and CLOSED BAAs
    - OPEN BAA: Broad call for topics open for extended period of time (i.e. 5 years)
    - CLOSED BAA: Call for specific topic open for set period of time (i.e. 3 months)
  - All Government solicitations required to be publicly posted
    - Search for “AFRL” on Grants.gov and FBO.gov for opportunities
      - Grants www.grants.gov
      - FEDBIZOPPS www.fbo.gov
  - BAA Guide for Industry https://www.fbo.gov/utils/view?id=680a364b518e84ca3102fb53791b0ac5

Distribution A: Approved for public release; distribution unlimited
Business Arrangements

• Assistance
  • Grant
    • Principal purpose: transfer thing of value to recipient to carry out public purpose of support or stimulation—little government involvement
    • Used to acquire basic research
  • Cooperative Agreement
    • Same as a grant except with substantial government involvement
  • Technology Investment Agreement (TIA)
    • Used to increase commercial involvement in defense research programs and to integrate commercial/defense sectors of Nation’s Industrial Base. (cost share arrangement)

• Contract
  • Principal purpose is to acquire property or services for the direct benefit or use of the Federal Government
Business Arrangements

• Agreements
  • Partnership Intermediary Agreement (PIA)
    • Between government and nonprofit entity used to perform intermediary services
    • Works with Small Business and/or education institutions to identify joint activities making use of federal laboratory technologies
  • Other Transaction (OT)
    • Flexible agreements not subject to federal acquisition regulation
    • Used to increase participation by non-traditional organizations
      • OT for Research (10 USC 2371)
      • OT for Prototype (10 USC 2371b)
      • OT for Experimental Purposes (10 USC 2373)
Connecting to AFRL Small Business

• Small Business Toolkit [https://afrlsbhub.com/small-business-toolkit/](https://afrlsbhub.com/small-business-toolkit/)
  • Connect to AFRL
    • Colliders, Defense Innovation Marketplace, SBIR/STTR
  • New Business—How to get Started
    • Registration in the System for Award Management (SAM), no fee to register [www.sam.gov](http://www.sam.gov)
    • Getting a DUNS (unique business identifier) [http://fedgov.dnb.com/webform](http://fedgov.dnb.com/webform)
    • Make sure you know your Small Business size standard [https://www.sba.gov/size-standards/](https://www.sba.gov/size-standards/)
    • Procurement Technical Assistance Center (PTAC) [http://www.aptac-us.org/](http://www.aptac-us.org/)
  • Established and Experienced Business
    • Defense Contract Audit Agency (DCAA)—approval of accounting systems (cost contracts)
    • SBIR/STTR Program
    • FEDBIZOPPS
SBIR/STTR Program: “America’s Seed Fund”

- Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR)  
  [https://www.sbir.gov/about/about-sbir](https://www.sbir.gov/about/about-sbir)
  - Enables small business to explore their technological potential and provides the incentive to profit from its commercialization
  - Unique feature of STTR: Small Business must formally collaborate with Research Institution in Phase I and Phase II
    - Phase I: Establish technical merit, feasibility and commercial potential of proposed R&D effort; awards do not normally exceed $150K total cost for period of 6 months
    - Phase II: Continue R&D efforts initiated in Phase I; awards normally do not exceed $1M total costs for period of 2 years
    - Phase III: Pursue commercialization objectives of SBIR I/II efforts; funded by non-SBIR/STTR dollars
- DOD issues three SBIR/STTR solicitations each year [https://www.acq.osd.mil/osbp/sbir/](https://www.acq.osd.mil/osbp/sbir/)
  - SBIR 19.1/STTR 19A Closed for Proposal Submission
SBIR Center of Excellence

- Centralized SBIR Contracting/Finance Center of Excellence as part of AF SBIR Center of Excellence
  - Initial Standup: June 2019
- Increased prioritization in awarding AF SBIRs
- “Business Accelerator”
  - Piloting streamlined business initiatives
    - 50 in 50, Pitch Day
    - Use of Government Purchase Card as a method of payment for SBIR Is
  - Use of one page contract for SBIR Is
  - Streamlined technical evaluations
- Business process improvements
Finding Opportunities

• The Air Force Office of Scientific Research (AFOSR) [https://community.apan.org/wg/afosr/](https://community.apan.org/wg/afosr/) coordinates basic research grants in four broad areas
  • **Engineering and Complex Systems**: advance future air and space flight
  • **Information and Networks**: mathematical, information & network oriented sciences
  • **Physical Sciences**: physical science to enable air, space, and cyber power
  • **Chemistry and Biological Sciences**: exploring innovative fundamental science


Finding Opportunities

  - AFRL opportunities found under “AF Resources,” “FEDBIZOPS for AFRL by Location” AFRL Contracting Sites
    - AFRL/RIK (Rome NY) supports Information Technology Directorate (TD)
    - AFRL/RWK (Eglin AFB, FL) supports Munitions TD
    - AFRL/RVK (Kirtland AFB, NM) supports Directed Energy and Space Vehicles TDs
    - AFOSR/PK (Arlington, VA) support AFOSR
    - AFRL/RQK (Wright Patterson AFB, OH) supports Aerospace Systems, Sensors, Materials and Manufacturing TDs and the 711 Human Performance Wing

- **AFWERX—Air Force Innovation Hubs**
  - Facilitates engagements across industry, academia, and non-traditional contributors to create transformative opportunities and foster an AF culture of innovation
  - Three hubs located in Las Vegas NV, Austin TX and Washington DC
Finding Opportunities

• Innovation Institutes
  • Advocates facilitates co-operation of private industry, academia and AFRL in developing solutions and building upon technologies under development at AFRL
    • Wright Brothers Institute, Dayton Ohio : [http://afrlsbhub.com/](http://afrlsbhub.com/)
    • Griffiss Institute, Center for Information Assurance, Rome NY [https://www.griffissinstitute.org/](https://www.griffissinstitute.org/)
    • DEFENSEWERX, Niceville FL [http://defensewerx.org/](http://defensewerx.org/)
Questions?

Partnership Opportunities
www.grants.gov – search grants for AFOSR or AFRL
www.fbo.gov – search for AFRL for additional opportunities

www.AFResearchLab.com

Social Media
Twitter: @afresearchlab
Facebook: @afresearchlab
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LinkedIn: Air Force Research Laboratory