**Component: AIR FORCE**

**Topic #:** J201-CSO1

**Title:** Open Call for Innovative Clear Defense-Related Dual-Purpose Technologies/Solutions with a Clear Air Force Stakeholder Need

**Technology Areas:** Info Systems

OBJECTIVE: This is a Special Topic in partnership with AFWERX, NavalX, Army Futures Command, The National Security Innovation Network/Defense Innovation Unit and The National Geospatial-Intelligence Agency, hereafter referred to as the ‘Joint Partners’. please see the X20.1 Special Topic instructions for further details. A Phase I award will be completed over 3 months with a maximum award of $50K and a Phase II may be awarded for a maximum period of 27 months and $1,500,000. The objective of this topic is to explore Innovative Defense-Related Dual-Purpose Technologies that may not be covered by any other specific SBIR topic and thus to explore options for solutions that may fall outside the Joint Partner’s current fields of focus but that may be useful to the Joint Partners. An additional objective of this topic is to grow the industrial base of the Joint Partners. This topic will reach companies that can complete a feasibility study and prototype validated concepts in accelerated Phase I and II schedules. This topic is specifically aimed at later stage development rather than earlier stage basic science and research.

DESCRIPTION: The DoD is a large and complex organizations that consists of many functions that have similar counterparts in the commercial sector. We are interested in exploring innovative technology domains that have demonstrated clear commercial value in the non-defense sector (i.e., through existing products/solutions) in order to see if they have similar Defense applications (i.e. Dual-Purpose Technologies/Solutions). We recognize that it is impossible to cover every technological area with the SBIR topics, thus this topic is intended to be a call for open ideas and technologies that cover topics that may not be currently listed (i.e. the unknown-unknown). It is important that any potential solutions have a high probability of keeping pace with the technological change and thus should be closely tied to commercial technologies and solutions that will help support the development of the solution. This topic is meant for innovative non-defense commercial solutions to be adapted in innovative ways to meet the Joint Partner stakeholders’ needs in a short timeframe and at a low cost. Solutions for this topic should be focused on the three areas listed below and should try to meet as many of these as possible.

1. Technical feasibility – There should be minimal technical risk to the overall solution. The best solutions will have demonstrated technical feasibility by showing the solution being used broadly by other customers, especially in the non-defense space. If the solution has not demonstrated technical feasibility in the non-defense space, the offeror(s) may provide alternative evidence to indicate technical feasibility such as initial lab tests, use of the product with defense customers and other forms of evidence.

2. Financial Sustainability – The offeror(s) should demonstrate financial sustainability of the solution and the offeror(s). The best solutions will demonstrate this by sales of the solution to non-defense clients and other sources of private investment. If the solution has not demonstrated financial sustainability by non-defense sales or private investment, the offeror(s) may provide other evidence of financial sustainability such as other governmental aid, sales to defense customers, and other forms of evidence that help explain the financial sustainability.

3. Defense Need – The offeror(s) should demonstrate that they have an understanding of the fit between their solution and defense stakeholders. The offeror(s) may provide an indication of a defense ‘need’ by evidence of preliminary discussions with Joint Partner stakeholders, a clear description (including contact name, rank, unit and contact information) of a specific, potential Joint Partner stakeholder that may need to use the solution or other forms of evidence to help explain a clear defense need. In summary - proposals for this topic should demonstrate a high probability to quickly find product-market fit between a Joint Partner end user and the proposed solution through adaptation of a non-defense commercial solution. This can be done through a proposal with a mature non-defense technical solution and a starting point to find a Joint Partner customer.

BROAD FOCUS AREAS AND SPECIFIC USER NEEDS FOR 20.1 OPEN TOPIC

Though the topic is truly ‘Open’ (agnostic of industry, technology, and problem area), to facilitate streamlined customer discovery for companies in Phase I, we have identified certain problem areas for which potential Joint Partner Customers and/or funding have already been identified. These areas, which we break out into broad ‘Focus Areas’ and specific ‘User Needs’, are described below.

Focus Areas – for a broad ‘Focus Area’ to be included in this topic (the list of Focus Areas can be viewed at afwerx.af.mil/sbir.html), we required that it either have a significant number of Joint Partner customers seeking solutions in that area OR a specific Joint Partner Customer that has set aside funding to address that area by way of SBIR fund-matching. Thus, if your solution can help address one of...
In order to keep pace with the fast timeline, if the purchase orders are not signed and returned to the contracting office within 5 days, your application may not be considered.

Visit afwerx.af.mil/sbir.html for more information. It is the responsibility of the contractor to ensure that the data in the proposal and the data in SAM.gov are aligned. For more information please visit afwerx.af.mil/sbir.html

d. In order to keep pace with the fast timeline, if the purchase orders are not signed and returned to the contracting office within 5 days, your application may not be considered.
business days of receipt, a Phase I award will not be issued.

e. Please note that each company may only have one active ‘Open Topic’ Phase I award at a time. If a company submits multiple technically acceptable proposals to the 201-CS01 ‘Open Topic,’ only the proposal with the highest evaluation will be awarded. If multiple proposals are evaluated to be equal, the government will decide which proposal to award based upon the needs of the Joint Partner. All awards are subject to the availability of funds and contracting negotiations.

f. The ‘DoD SBIR/STTR Programs Funding Agreement Certification’ form must be completed and signed at the time of *Proposal Submission* and can be found at: afsbirsttr.af.mil/Portals/60/Pages/Phase%20I-II/SBIR-STTR-Phase-I-II-Funding%20Agreement%20Certification.pdf.

g. It is the responsibility of the contractor to answer the questions in the SBIR Cover Sheet and on the ‘DoD SBIR/STTR Programs Funding Agreement Certification’ accurately.

h. While these are firm fixed price contracts, it is important for the companies to include the cost volume in the SBIR online application with reasonable fidelity in order to determine the reasonableness of the proposed effort.

*****Proposals submitted under this topic may relate to technologies restricted under the International Traffic in Arms Regulation (ITAR) which controls defense-related materials/services import/export, or the Export Administration Regulation (EAR) which controls dual use items. Foreign National is defined in 22 CFR 120.16 as a natural person who is neither a lawful permanent resident (8 U.S.C. § 1101(a) (20)), nor a protected individual (8 U.S.C. § 1324b (a) (3)). It also includes foreign corporations, business associations, partnerships, trusts, societies, other entities/groups not incorporated/organized to do business in the United States, international organizations, foreign governments, and their agencies/subdivisions.

Offerors must identify Foreign National team members, countries of origin, visa/work permits possessed, and Work Plan tasks assigned. Additional information may be required during negotiations to verify eligibility. Even if eligible, participation may be restricted due to U.S. Export Control Laws.

NOTE: Export control compliance statements are not all-inclusive and do not remove submitters’ liability to 1) comply with applicable ITAR/EAR export control restrictions or 2) inform the Government of potential export restrictions as efforts proceed.*****

Lockheed Martin is interested in a possible transition of this technology. Awardees of a Phase I should contact the AF SBIR/STTR Program office at afsbirsttr-info@us.af.mil to obtain the Lockheed Martin Point of Contact for this topic.

REFERENCES:


KEYWORDS: Open, Other, Disruptive, Radical, Dual-Use, Commercial