Air Force Small Business Innovation Research (SBIR)

--Commercialization Pilot Program (CPP)

21 August, 2007

Richard Flake
Technology Transition Division
Requirements Directorate
Air Force Research Laboratory
richard.flake@wpafb.af.mil

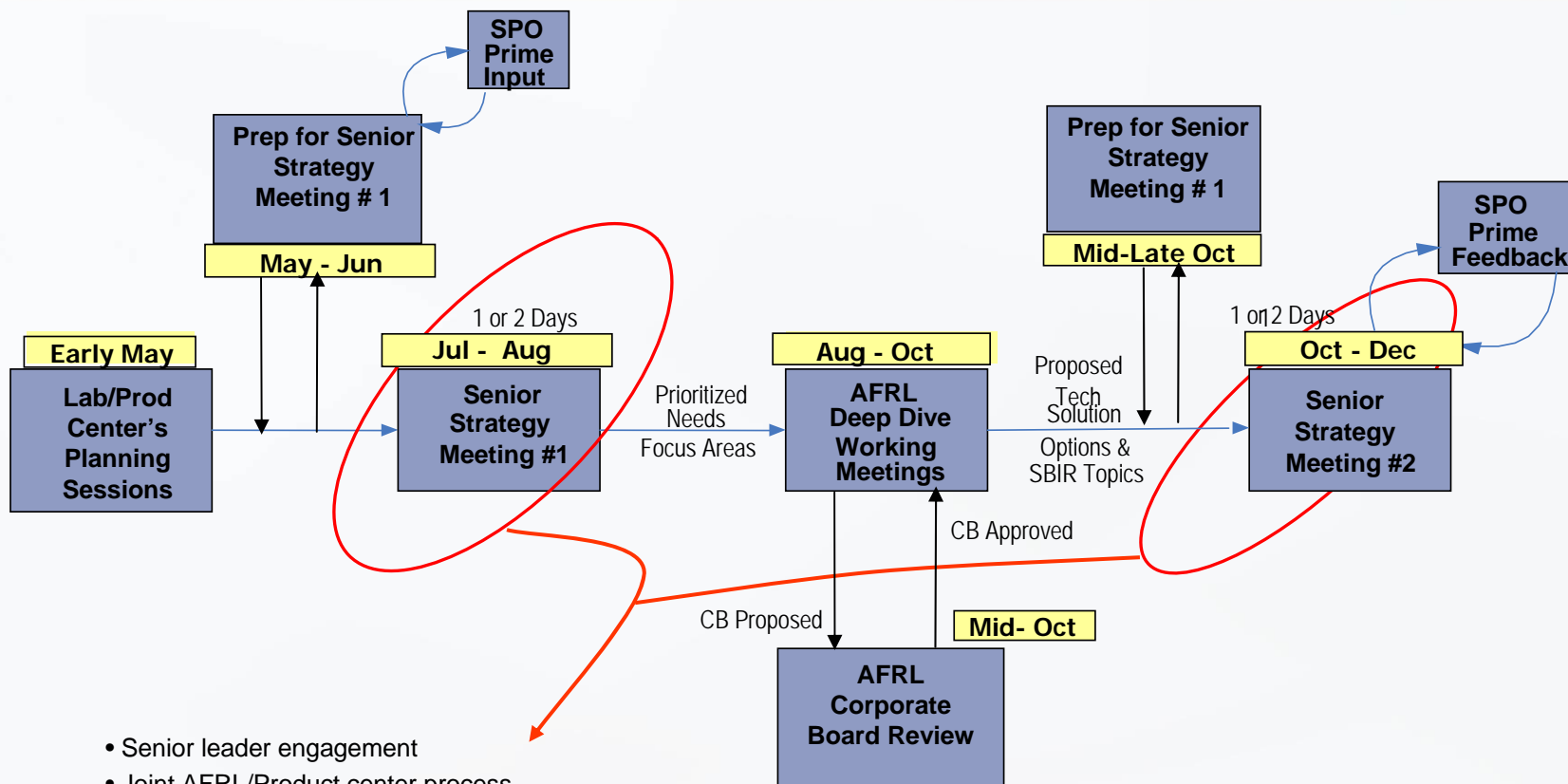# AF SBIR: What's New?
-- revitalization in progress

- # 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

SPO Prime Input

Prep for Senior Strategy Meeting # 1

May - Jun

Prep for Senior Strategy Meeting # 1

Mid-Late Oct

SPO Prime Feedback

Early May

Lab/Prod Center's Planning Sessions

1 or 2 Days

Jul - Aug

Senior Strategy Meeting #1

Prioritized Needs Focus Areas

Aug - Oct

AFRL Deep Dive Working Meetings

Proposed Tech Solution

Options & SBIR Topics

1 or 2 Days

Oct - Dec

Senior Strategy Meeting #2

CB Approved

CB Proposed

Mid- Oct

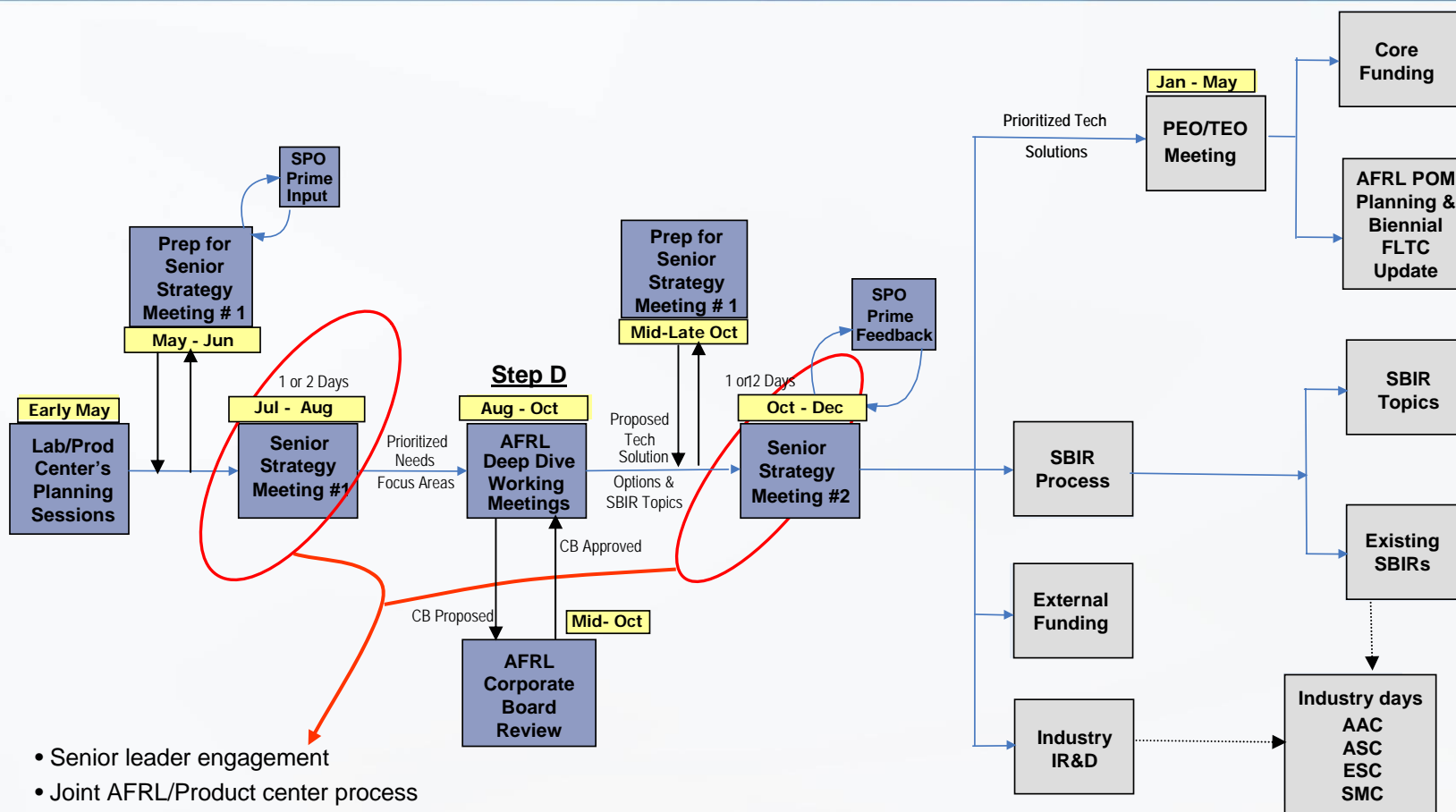**AFRL Corporate Board Review**

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

Strategy Driven Process

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Air Force Technology Needs Gathering Process

Core Funding

Jan - May — **PEO/TEO Meeting**

Prioritized Tech Solutions

AFRL POM Planning & Biennial FLTC Update

SPO Prime Input

Prep for Senior Strategy Meeting # 1 — **May - Jun**

Prep for Senior Strategy Meeting # 1 — **Mid-Late Oct**

SPO Prime Feedback

SBIR Topics

Step D

1 or 2 Days

1 or 2 Days

Early May — **Lab/Prod Center's Planning Sessions**

Jul - Aug — **Senior Strategy Meeting #1**

Prioritized Needs Focus Areas

Aug - Oct — **AFRL Deep Dive Working Meetings**

Proposed Tech Solution Options & SBIR Topics

Oct - Dec — **Senior Strategy Meeting #2**

SBIR Process

Existing SBIRs

CB Approved

External Funding

CB Proposed

Mid- Oct — **AFRL Corporate Board Review**

Industry IR&D

Industry days AAC ASC ESC SMC

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

Strategy Driven Process

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Air Force CPP Implementation

- The Air Force hired "Transition Agents" for each product center with responsibilities to:
  - provide a bridge between the laboratory and product centers and 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)

- Use Hunter Gatherer process to identify SBIR Topics tied directly to Acquisition Technology Based Needs
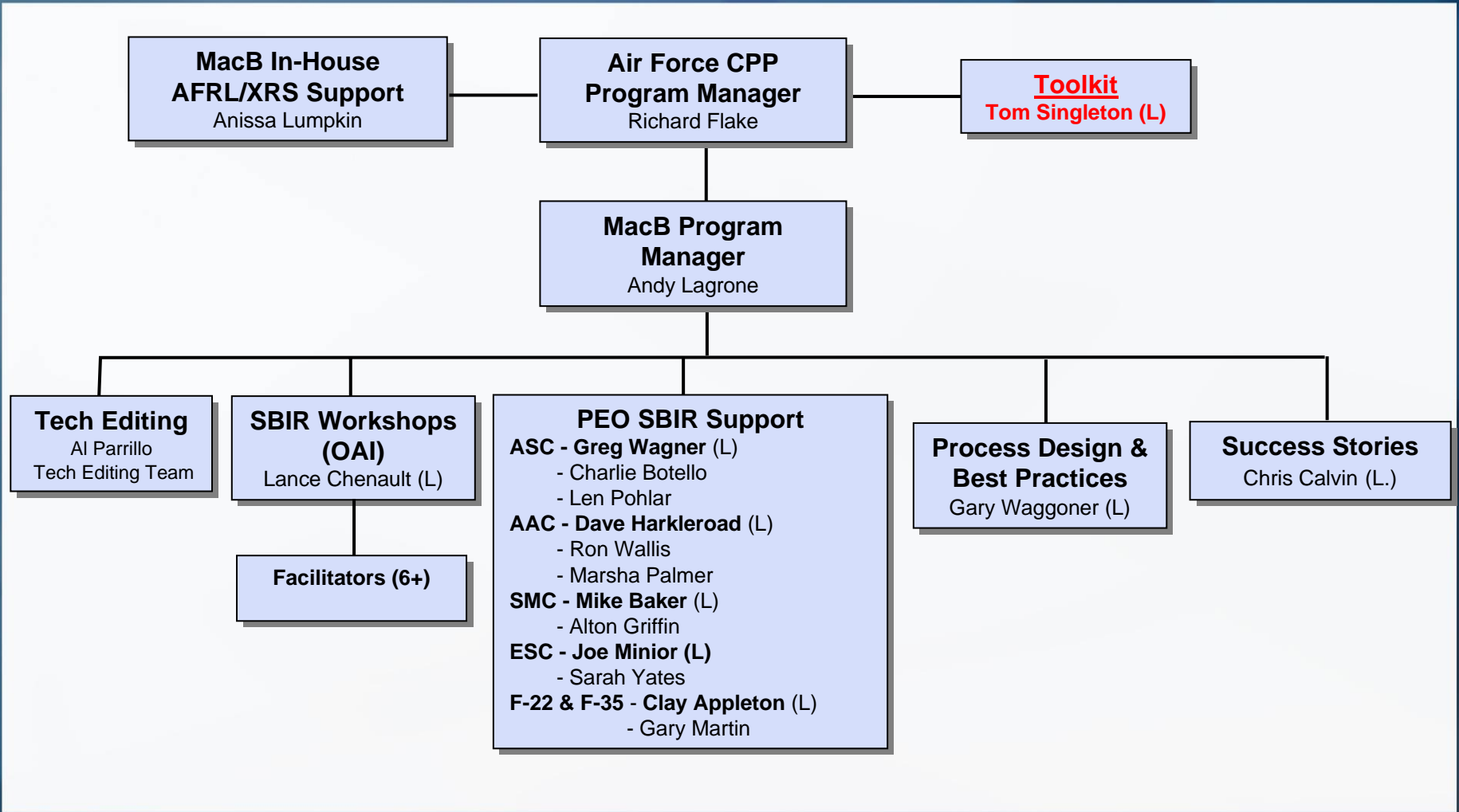
AF Strategy

- 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

SBIR Transition Support Team

MacB In-House AFRL/XRS Support
Anissa Lumpkin

Air Force CPP Program Manager
Richard Flake

Toolkit
Tom Singleton (L)

MacB Program Manager
Andy Lagrone

Tech Editing
Al Parrillo
Tech Editing Team

SBIR Workshops (OAI)
Lance Chenault (L)

Facilitators (6+)

PEO SBIR Support
ASC - Greg Wagner (L)
　- Charlie Botello
　- Len Pohlar
AAC - Dave Harkleroad (L)
　- Ron Wallis
　- Marsha Palmer
SMC - Mike Baker (L)
　- Alton Griffin
ESC - Joe Minior (L)
　- Sarah Yates
F-22 & F-35 - **Clay Appleton** (L)
　　- Gary Martin

Process Design & Best Practices
Gary Waggoner (L)

Success Stories
Chris Calvin (L.)

SBIR and IR&D Workshop

- Air Force planning an interchange between industry and each product center, JSF & F-22 Programs
  - Provides "match.com" service between Primes/Suppliers and SBIR contractors
  - Identifies SBIR Phase II efforts directly associated with Technology Based Needs
  - Acts as "Honest Broker"
  - 20 Apr 07 - Space & Missile Center/Industry Workshop
  - 12 & 13 Sep - Air Armament Center/Industry Needs Workshop
  - 14 & 15 Nov - (JSF & F-22)/Industry Workshop
  - Feb 08 - Electronic System Center/Industry Workshop
  - Summer 08 - Aeronautical System Center/Industry Workshop

Small Businesses - By invite only