

“Somewhere something incredible
is waiting to be known.”

-Carl Sagan

SPECIAL OPERATIONS FORCES INDUSTRY CONFERENCE

Win • Transform • People

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CRADA CRASH COURSE



Cooperative Research & Development Agreement (CRADA)

A CRADA is:

- A legal agreement for Research, Development, Test, and Evaluation (RDT&E)
- A collaborative effort with non-federal party (parties)
- Parties may provide and share personnel, services, facilities, equipment, or other resources in conducting the RDT&E
- Non-federal party may also provide funds; statute prohibits government from providing funds to non-federal party
- Since collaborating party does not receive federal funds, normal government procurement requirements do not apply
- End objective – Advance science and technology that meets USSOCOM mission requirements but also has viability in other potential commercial applications

CRADAs

Two Distinct Processes for SOF-AT&L

OVERARCHING CRADA (OCRADA)

- Formulated to provide general access to USSOCOM gaps and needs to foster collaboration - Must be consistent with the missions of the organization
- SOF AT&L Acquisition Executive signed – Company coordination and acceptance – generally 30 days
- CRADA allows for the formulation and execution of Individual Work Plans (IWPs) between the Collaborator and any PEO/Directorate within SOF AT&L
- IWPs are staffed and approved by the SOF AT&L Office of Research and Technology Applications (ORTA), SOJA-AQ (Legal Office), and signed by the appropriate Director/PEO. Target 30 days for staffing
- Collaborator may request meetings with appropriate personnel to begin discussions on IWP development through the SOF AT&L PEO Technical POC

SPECIFIC (TRADITIONAL) CRADA

- Formulated to provide a collaboration on a specific technology
- Follows USSOCOM Directive 70-1 Appendix Q procedures
- Standard Template
- Specifically between Collaborator and Single PEO/Directorate
- Writing and Staffing is generally 90 to 120 days (depends on complexity, security, and IP identifications/discussions)

Why a CRADA?

- **Typically, a principle mechanism for technology transfer**
- **USSOCOM utilizes the CRADA as “tech pull”**
 - Both parties can understand your technology in an operational context
 - Able to refine government requirements
 - Protect your ability to compete
 - Industry can execute Individual Work Plans (IWPs) at the PEO/DIR level
 - Can execute multiple IWPs at the same time

Success

- **Successful demonstration of an Electronic Warfare capability for our Group IV UAS fleet**
 - IWP was closed out and technology provided successfully competed for funding in the S&T FY17 funding process based on lessons learned
- **Successful demonstration of UAS vertical take off capability from maritime assets**
 - IWP was closed out and two companies competitively won awards in the S&T FY17 funding process
- **IWPs were written with multiple firms to place Industry Fellows at the Doolittle SOFWERX facility**
 - Opportunity for Business to learn about SOF gains the benefit of your technical expertise
 - PEO Acquisition Agility Executes this Program

Not So Successful

- **Three companies requested an OCRADA on Services related tasks**
 - Had to refuse the offer – Needs to be a research and developmental project agreement cannot receive services under a CRADA
- **Software Developer and USSOCOM PEO-SW negotiated an IWP for 3 Months**
 - Developer finally decided the CRADA and IWP did not fit their business model and terminated the agreement
 - BLUF: Must be a Research and Development related project and both sides must get a benefit from the agreement

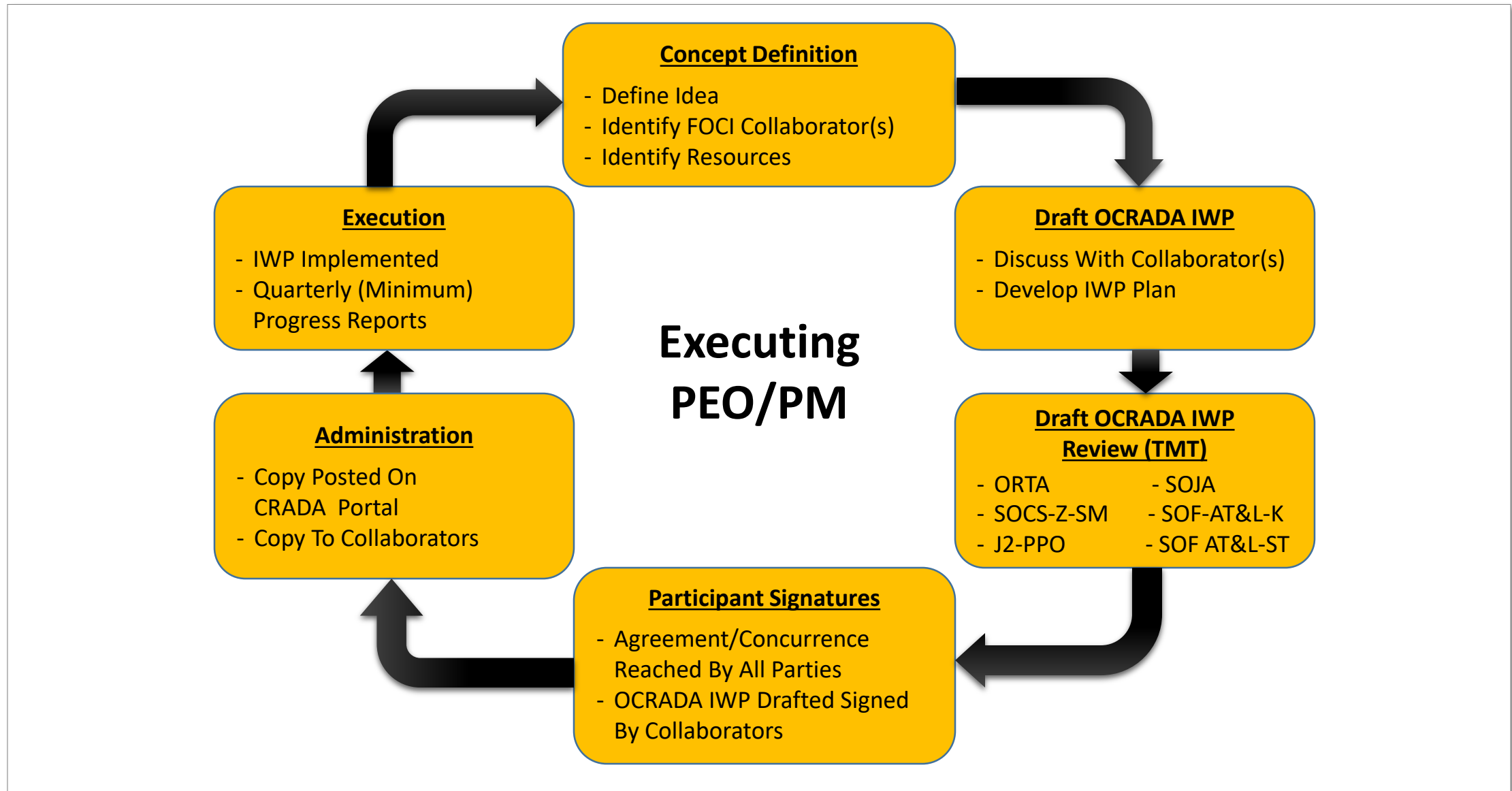
Lessons Learned

- Make sure proposed technologies fit in USSOCOM business areas
- User involvement is key
- Best to work with a PEO
 - They own the Programs of Record
- Look for technologies that Remember – No Guarantee of Follow on Contracts
 - You Will Need to Compete
- Can be inserted in your established systems – Increase capability of proven systems
- We may say no – Not SOF unique (see first bullet), low priority, and not enough resources on our side to support

Overarching CRADA Process

- **Request signed copy of the Overarching CRADA (OCRADA) by providing an email request to an appropriate SOF AT&L PEO or Directorate**
 - Email must state reasons for executing the CRADA, collaborators name and POCs, and USSOCOM SOF AT&L technical POC
 - Can always email: howard.strahan@socom.mil
- **If acceptable and if no OCRADA already exists, you will be provided the OCRADA and a unique number for your effort**
 - If OCRADA already exists with the collaborator, you will be provided a copy
- **Develop the Individual Work Plan (IWP) with collaborator**
 - Execute staffing action review of IWP
 - When complete – collaborator and SOF AT&L PEO or director will sign the IWP
 - Report quarterly

Draft OCRADA IWP



QUESTIONS?

