



AFWERX

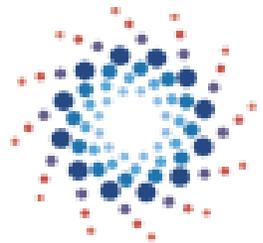


A service provided by Inspiralia USA Inc.

# DEFENSE & RESEARCH CONTRACT OPPORTUNITIES

The Department of Defense.

FY2020 budget proposal has the largest R&D request in 70 years. This strategy-driven budget makes necessary investments in next-generation technologies to ensure the US has always the latest technology.



**SBIR · STTR**  
America's Seed Fund

Λ F W E R X



**RAISE MILLIONS  
0% EQUITY**

HELPING SMEs WIN FEDERAL GRANTS  
& DEFENSE CONTRACTS



# ELEGIBILITY REQUIREMENTS

- Small business (<500 employees)
- The company must have a physical address (no virtual offices)
- Principal Investigator (PI) must be > 51% employed by the business (based on a 40-hour work week).
- Up to 1/3 of the activities can be subcontracted to other parties.
- Will do R&D on American soil

# AIR FORCE & AFWEX PROGRAM

Innovative technologies with a commercial value in a non-defense sector that can be applied to Air Force needs.



## Phase I

Market Fit Validation  
Max 3 months  
\$50,000

Market fit validation to perform a feasibility study using scientific experiments, laboratory studies, commercial research and interviews, and:

1. Feasibility study of the project potential
2. PH II work plan and Budget
3. MOU with defense partner
4. Video



## Phase II

Prototype Development  
Max 27 months  
< \$500K - \$1.5M

Develop, install, integrate and demonstrate a prototype system determined to be the most feasible solution during the Phase I feasibility study.



## Phase III

Dual Use Applications

The contractor will transition the adapted non-defense commercial solution to provide expanded mission capability to a broad range of potential government and civilian users and alternate mission applications.

# TIMELINE

## Product Development Surgery

2020



PH I  
Results  
after 2/3  
weeks

PH II  
Results  
after 3/4  
weeks

July 2  
SBIR 20.2 Applications Close  
Award Announcement approximately 30-45 days after close

Sept 23  
SBIR 20.3 Applications Open  
Submit Proposal Online

2021 calls in  
FEB 2021  
MAY 2021  
OCT 2021

June 3  
SBIR 20.2 Applications Open  
Submit Proposal Online

Oct 22  
SBIR 20.3 Applications Close  
Award Announcement approx ~30-45 days after close

# SOME SUCCESS STORIES



Self-contained battery powered hydraulic forced entry/rescue kit for military, law enforcement and first responders.



Semi-permanent modular structures for a wide variety of use cases, from tiny homes to temporary shelters and field hospitals.



A diagnosis and treatment telemedicine device for Airmen with cervical pain using a highly accurate movement sensor.

# INSPIRALIA QUICK FACTS

**HQ USA:**

**HQ Group:**

**Headcount USA:**

**Headcount Group:**

**Known for:**

**Unique Selling Point:**

**Funds Raised For Clients:**

**Value For Clients:**

Miami

Madrid

30 people

160 people

Winning R&D Grants & Contracts For Small Businesses

Deep technical background (FEN USA and 30% PhDs)

>\$600M

Hybrid Fee Model majorly based on Performance





**THANK YOU  
TIME FOR QUESTIONS!**

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