



DEPARTMENT OF THE AIR FORCE
AIR FORCE RESEARCH LABORATORY(AFRL/RG)
WRIGHT-PATTERSON AIR FORCE BASE OHIO

9 January 2024

MEMORANDUM FOR DISTRIBUTION A
SMALL BUSINESSES AND ACADEMIA

FROM: AFRL/RG

SUBJECT: Customer Memorandum Support Agreement

On behalf of AFWERX and the AFVentures (RGV) Open Topic Team, thank you for taking the time to consider engaging with this SBIR/STTR small business concern.

AFVentures invests in emerging technologies to scale Department of the Air Force (DAF) and joint capabilities, strengthening the U.S. industrial base by incentivizing private, for-profit investment in national security interests. Our success is achieved by connecting novel commercial solutions with defense problem sets, de-risking Airmen, Guardian, and joint initiatives to fill capability gaps and transition technologies. To that end, the DAF supports their effort to source prospective customer (program office) and end-user (warfighter) signatures on the attached customer memorandum.

The customer memorandum is an official memo (per AF Tongue & Quill) that should not be confused with a Memo of Understanding (MOU), which falls under DODI 4000.19 "Support Agreements." The customer memorandum conveys your potential interest in working with the small business on transitioning their technology to the warfighter. It does not commit you to funding or resource allocation.

While you retain the right to seek legal concurrence on the document, the customer memorandum is not binding. It seeks only to express interest from you, improve understanding of expectations, and eliminate the need for legal counsel or language modification by DAF and joint members. Once the signed customer memorandum – a requirement for submitting a Phase II proposal – is received, the small business will compete to proceed to prototyping their solution.

If you have questions about the customer memorandum or would like to learn more about AFWERX and AFVentures, visit afwerx.com or contact us at p1@afwerx.af.mil.

Open Topic Phase I Team
AFWERX/AFVentures

Attachment:
Customer Memorandum