Why Air Force Pitch Day?

Many mind-blowing ideas are being birthed in U.S. startup companies, but the Pentagon largely misses out on them. For our big bureaucracy, awarding a contract in months is a flash. The Pentagon must do business at the speed of ideas: inspiring and accelerating startup creativity toward national security challenges. The smaller the company, the faster we must move. We accept that challenge. Welcome to Air Force Pitch Day.

How Does Pitch Day Work?

1. **We Post Problems**
   - Topics advertised online
   - November 29th - February 6th
   - [https://sbir.defensebusiness.org/](https://sbir.defensebusiness.org/)

2. **We Review & Invite**
   - Air Force invites most promising companies to pitch live
   - February 7th - February 15th

3. **You Pitch Solutions**
   - Startups submit proposals and short pitch decks
   - January 8th - February 6th

4. **You Pitch to Air Force**
   - Companies pitch to Air Force experts. Game on!
   - March 6th

5. **We Partner**
   - Air Force selects winners and awards same-day payment via credit card.
   - Awards can be up to $158,000.

How Are Applications Submitted?

Companies will have from **January 8th to (8:00pm EST) on February 6th 2019** to submit proposals and pitch decks. Companies submit applications via:

[https://sbir.defensebusiness.org/](https://sbir.defensebusiness.org/)

Air Force will notify selected companies for in-person pitches by February 15, 2019.

**Congratulations! You’re now partnered with the United States Air Force.**
WHO IS ELIGIBLE FOR PITCH DAY?

All startups and small businesses that are:

- U.S. based for-profit business
- More than 50% owned by U.S. citizens or permanent resident aliens
- No more than 500 employees

For more information about other eligibility requirements visit [https://www.sbir.gov/about](https://www.sbir.gov/about)

WHAT ARE THE PITCH DAY TOPICS?

We are excited to see your ideas! Our mission is broad, so Pitch Day is open to all ideas furthering national security in air, space and cyberspace.

Our **Inaugural Pitch Day** will have special emphasis on three areas.

- **COMMAND, CONTROL, COMMUNICATIONS, INTELLIGENCE AND NETWORK**
  - [https://sbir.defensebusiness.org/topics?topicId=30311](https://sbir.defensebusiness.org/topics?topicId=30311)
- **BATTLEFIELD AIR OPERATIONS FAMILY OF SYSTEMS TECHNOLOGIES**
  - [https://sbir.defensebusiness.org/topics?topicId=30312](https://sbir.defensebusiness.org/topics?topicId=30312)
- **DIGITAL TECHNOLOGY**
  - [https://sbir.defensebusiness.org/topics?topicId=30313](https://sbir.defensebusiness.org/topics?topicId=30313)

LET’S CHAT!

Join us on **January 4th** for Ask Me Anything sessions about Air Force Pitch Day on Zoom. Additional Ask Me Anything sessions about the individual technical topics for the Air Force Pitch Day will be announced soon.

[https://virginiatech.zoom.us/j/477699181](https://virginiatech.zoom.us/j/477699181)