



SBIR

SMALL BUSINESS INNOVATION RESEARCH

Navy SBIR/STTR Program Overview

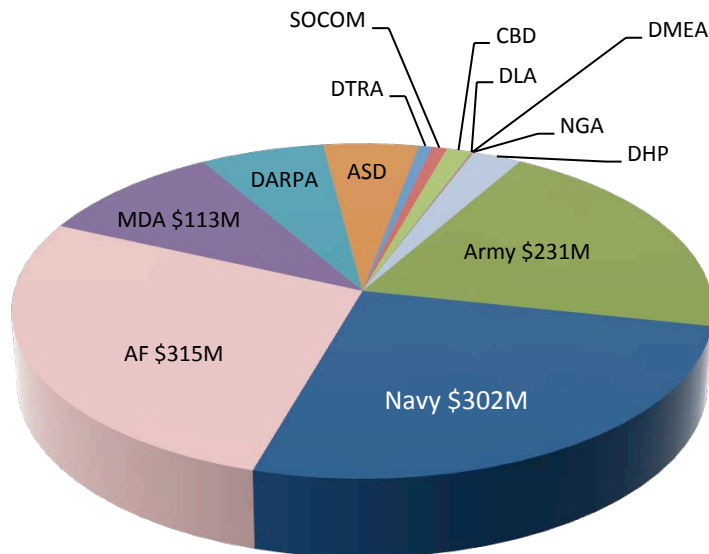
CAPT Rudy Klicek

August 8, 2012

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- Everything you need to know about Navy SBIR/STTR
 - Navy Organizations
 - Phases, funding amounts, requirements
 - Do's and Don'ts
- Secrets of success
 - Transition of your technology is your responsibility
 - What is Transition? (depends on who you ask)
 - Increasing your odds

DoD Budgets	FY11	FY12 (<i>est</i>)
SBIR	\$1,041M	\$987M
STTR	\$117M	\$123M



Navy-wide	Average (FY07-10)
Topics	262
Phase I Awards	726
Phase II Awards	293

- Federal Wide Program - \$2.0+ Billion
- SBIR- Small Business Innovative Research Program
 - 2.6% of RDT&E in FY2012, rising to 3.2% for FY2017
- STTR- Small Business Technology Transfer Program
 - .3% of RDT&E in FY2012, rising to .45% for FY2016
- Programs Fund Innovative, High Tech Research with Small Businesses

- Goals
 - Use small business to develop innovative R&D that meets a DoN Need
 - Transition that technology to a DoN platform/ system
 - Topics and awards based on R&D priorities and SBIR funding allocation.
 - The PEO gets back 90% of its SBIR/STTR tax.
 - Over 80% of Navy Topics are selected by PEO/PM/FNC office and address one of their specific needs -- not just "sponsored by".
- Good Sources of Information
 - www.navysbir.com - www.navysbirsearch.com - www.dodsbir.net
 - www.zyn.com/sbir (best source to look for any Fed. Topic)
 - www.sba.gov - "Contracting -Working with the Government"



- DOD SBIR/STTR
- HHS SBIR/STTR
- NASA SBIR/STTR
- DOE SBIR/STTR
- NSF SBIR/STTR
- DHS SBIR
- USDA SBIR
- DOC SBIR
- ED SBIR
- EPA SBIR

Learn about:

- SBIR/STTR Phases (funding, timelines, requirements, etc.)
- Solicitation Schedules
- Links to SYSCOM sites
- Program POCs
- Submitting Proposals
- Getting Started
- Getting Paid



NAVY SMALL BUSINESS TECHNOLOGY TRANSFER

EXCELLENCE IN TECHNOLOGY | Home | Solicitations | Search Awards Database | Submission | Contacts | Help

NAVY SBIR / STTR Home

DoD FY-2012.3 SBIR to be Pre-Released July 26, 2012

The DoD will issue the pre-release of its FY-2012.3 SBIR solicitation on July 26, 2012. The solicitation, inclusive of Navy topics, will officially open to accept proposals on August 27, 2012 and will close on September 26, 2012 at 6:00am est.

During the pre-release period, you may talk directly with the Topic Authors (TPOC) to ask technical questions pertinent to the topics. Starting August 27, when the solicitation officially opens, direct contact with the TPOC is no longer permitted, but you can submit questions through the DoD's SBIR/STTR Interactive Topic Information System (SITIS). All Q&As through SITIS are public to the SBIR community.

The solicitation and all instructions will be available July 26, 2012 on the DoD SBIR web site at:
www.acq.osd.mil/osbp/sbir/

DoD FY-2012.2 SBIR
Opened May 24, 2012 Closed June 27, 2012 6:00am

SYSCOM	Topics
NAVAIR	21
NAVSEA	6
NAVSUP	1
ONR	10
SPAWAR	6
Total	44

The DoD issued its 2012.2 SBIR pre-release on April 24, 2012, which opened to receive proposals on May 24, 2012, and closed June 27, 2012 at 6:00am EST.

The solicitation is inclusive of 44 topics from 5 of the Navy's SYSCOMS.

[[View Solicitation](#)] [[Quick View NAVY Topics](#)]

Success Story of the Month!

Browse Phase I Selections
STTR 2012.A
Go

Quick Search Recent Abstracts
FY-04 thru FY-11.3
Go
Advanced Search

Success Story of the Month

Transitions Newsletter Winter 2012

Idea Generation

Phase I

6m \$80K base
6m \$70K option

**Prototype
Development**

Phase II

Base & Option
vary by SYSCOM

**Demonstration /
Commercialization**

Phase III

Non-SBIR Funding
(Government or Private)

Production/Further R&D



Each SYSCOM has own
Phase II guidance (typical
amounts shown)

SBIR/STTR 'Topics' are posted quarterly on the DoD SBIR website at:
www.dodsbir.net

- **Phase I** – Awards help determine technical merit, feasibility of the Innovation and small business performance
- **Phase II** – Awards mature the innovation by building and testing a prototype. Options are based on strong Phase III transition potential
- **Phase II.5** – Funding continues the Phase II development with strong transition opportunities and agreements with an acquisition program
- **Phase III** – Transitions the SBIR/STTR technology into a DoD application thru non-SBIR/STTR funding and other support from ONR S&T Program Offices, Navy SYSCOMs, etc...

- Navy's Focus
 - Technology into the hands of the warfighter
 - Return on investment
 - Tap into the agility and innovation of SBCs
- TPOC's Focus
 - Technology transition to a SPECIFIC program or need
 - Future Naval Capability
 - Innovative Naval Prototype
 - Acquisition Program of Record
 - Several ongoing projects each with a single transition path

- Transition Sponsor's Focus (varies)
 - Technology development culture
 - Investment areas
 - S&T or R&D
 - Technologies, components, or systems
 - Technology Readiness
 - Maturity supports insertion timeline
 - Manufacturing Readiness
 - Producing in sufficient quantities
 - Affordability

- Your Focus
 - Get product to market!
 - Short term (i.e., next phase)
 - Long term (sales, licensing, being acquired)
 - Seek multiple applications/paths
 - Other Programs, SYSCOMS, Services, Agencies, Primes, Adjacent Markets
 - Don't place all your bets on one horse
 - Needs change, wars end, funding dies

- Created in FY2011 Defense Act, provided \$440M in R&D funds to accelerate the fielding of innovative technologies into high priority military systems.
- FY2011 **RIF** funding priority goes to small business, for projects that:
 - Enhance military capabilities
 - Reduce development, acquisition or sustainment costs
 - Reduce technical risk
 - Improve testing and evaluation outcomes
- Up to \$3M per project; completion within 24 months of award.
- FY2012 **RIF** will make \$200M available for a nearly identical program, with FY2013 **RIF** funding probable.
- **RIF** process entails expedited and streamlined submission, evaluation and selection process.
- **RIF** Broad Agency Announcements advertised in the 9 July timeframe on www.FedBizOpps.gov - Information available at www.navysbir.com

Address <https://www.navysbirsearch.com/> Go Links SnagIt

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Small Business Innovation Research **NAVY** Small Business Technology Transfer

Supporting Technological Innovation · Providing Cutting-Edge Solutions · Stimulating Economic Growth

Search

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Enter Query Text: [New Query](#)

counter IED

Concept Cloud

Counter Measures · Field Testing · ground vehicles · homeland security · IED detection · Improvised Explosive Devices · law enforcement · Moderate Measure · operational environments · target detection · targeted activities · threat detection

>> Advanced Options **Search**

Information Sources:

- ☒ Navy Awards
- ☒ DoD Awards
- ☒ Virtual Showcase Awards
- ☒ Success Stories
- ☒ Summary Reports

Phase:

Firm DUNS:

Firm Name:

Topic Number:

Award TPOC:

Fiscal Year:

Contract No:

If unsure of spelling, check to

<< Previous: Displaying 1 - 6 out of 320 Total Results Next >>

70.11% Development of Conformal Antenna Technology for Use on Small Unmanned Aerial Vehicles (SUAV) to Facilitate IED Detection

Summary: Development of Conformal Antenna Technology for Use on Small Unmanned Aerial Vehicles (SUAV) to Facilitate IED Detection. There is no greater need in the US Military than technology that can effectively counter the ever expanding IED threat. There is no greater need in the US Military than technology that can effectively counter the ever expanding IED threat.

Topic Number: A04-016

Firm Name: Nokomis, Inc

Phase: III

Award Start Date: 08/18/2008

Award End/Mod Date: 08/18/2013

Source: Navy Awards

70.11% Development of Conformal Antenna Technology for Use on Small Unmanned Aerial Vehicles (SUAV) to Facilitate IED Detection

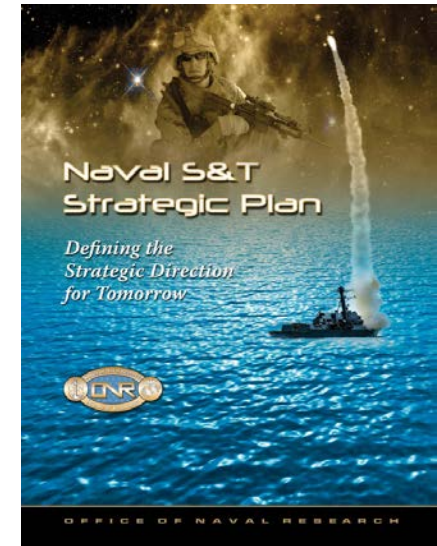
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Internet

Free!

- Communicate with your TPOC
 - Project status, contract status and PoP (80% expended)
 - Understand project requirements and changes
 - Understand and support the transition path
- Don't undermine your TPOC's transition efforts
- Communicate with your Contracting Officer
 - Read and understand your contract
 - Don't let your contract expire (no-cost extensions)
- Your SBIR/STTR contractual work has a higher priority than anything else

- Just Getting Started?
 - Research topics consistent with your business strategy
 - Current and past solicitations identify Navy technology needs
 - Know Navy structure
 - Submit proposals for solicitations you can solve
 - Prepare to be innovative
- Already have a Phase I?
 - Know your target platform/system for insertion
 - Build strategic partnerships (Primes, Universities, Acquisition Managers, Program Managers)
 - Plan commercialization path early with TPOC





How the customer explained it



How the project leader understood it



How the analyst designed it



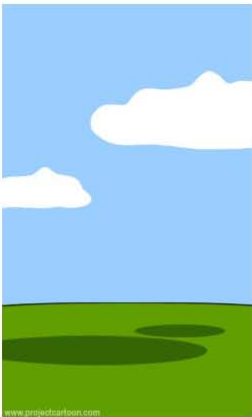
How the programmer wrote it



What the beta testers received



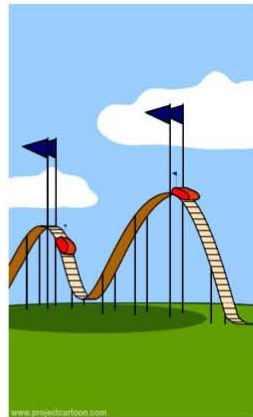
How the business consultant described it



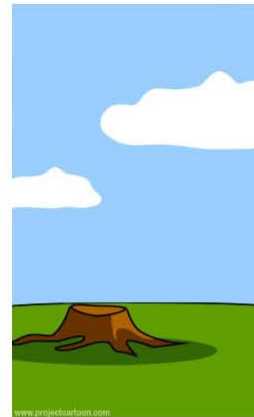
How the project was documented



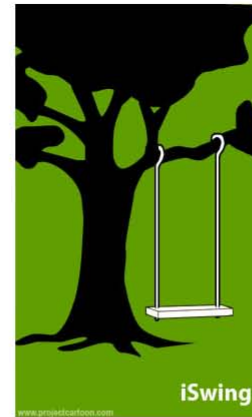
What operations installed



How the customer was billed



How it was supported



What marketing advertised



What the customer really needed

- Don't get discouraged
 - It's not you, it's us – You may be doing great stuff - sometimes requirements change, needs go away, funding gets cut.....so always try again



- The Navy SBIR website is a great starting point
- Transition is in the eye of the beholder
- There are various transition opportunities
- Utilize your Transition Agent (TPOC)
- Don't lose focus on your current effort



SBRIR
SMALL BUSINESS INNOVATION RESEARCH

BACK-UP

Additional SBIR/STTR Info

Navy/ONR SBIR-STTR Program

The Navy Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Program provides opportunities for Small Businesses develop innovative technologies that address high-priority ‘Navy’-specific needs:

- *Navy SBIR/STTR Program Director: Mr. John Williams (also the Program Director for ONR’s SBIR/STTR Program), john.williams6@navy.mil**
- *ONR SBIR Program Manager: Ms. Tracy Frost, tracey.frost@navy.mil**
- *ONR STTR Program Manager: Ms. Steve Sullivan, steven.sullivan@navy.mil**

Note: SBIR, STTR requires partnering with Colleges and Universities and encourages partnership with larger firms to help ensure technology Transition onto Navy platforms

Navy/ONR SBIR-STTR Program

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Navy/ONR SBIR-STTR Program

The goal of the Navy/ONR SBIR Program is to use Small Businesses to foster innovative research and development that addresses a Navy need and commercialize that technology into a Navy platform or weapon systems:

***Transition Assistance Program (TAP): Assists Phase II companies in developing transition tools (e.g. abstract, quad chart, etc.) and then offers a final showcase of products at the 'NAVY OPPORTUNITY FORUM' with attendees from Navy Acquisition program offices and inquiry.**

Navy/ONR SBIR-STTR Program

- *Navysbirsearch.com Database:** This online database allows companies to make partnering connections and explore the Navy's current technology investment areas. It includes SBIR award information, success stories, summary reports, points of contact, etc...
- *Best Technology Transitions Report & Defense Contractors Partnering Manual:** Located on www.navy.sbir.com. This manual focuses on successful transition strategies companies may use to increase the transition in their technology.