• Primary Program Goals:
  − Use small business to develop innovative R&D that addresses DON need
  − Commercialize (Phase III) SBIR-developed technology into a DON platform or weapons/communication system, or for facilities use

• About the Program:
  − Acquisition Driven Process with Strong Technology Pull
  − $300M+ annual funding supporting small business innovation/research
  − Wide range of SBIR/STTR topics driven by specific program and project needs

We Succeed When You Succeed
Topic Area Distribution

- Weapons
- Sensors
- Materials/Processes
- Information Systems
- Human Systems
- Ground/Sea Vehicles
- Electronics
- Battlepace Awareness/Management
- Air Platforms

DISTRIBUTION STATEMENT A. Approved for public release
SBIR/STTR Program Award Structure
DON SYSCOMs tailor as needed

### Phase I

- **Phase I Base**
  - 6 months (SBIR)
  - 7 months (STTR)
  - $125K

- **Phase I Option**
  - 6 months
  - $100K

FPP Contract

NTE $225K

### Phase II

- **Phase II Base**
  - ~18 months
  - $500K-$1M

- **Phase II Option 1**
  - ~9 months
  - TTP required
  - SBIR PM/PO review for Option 2 at exit

- **Phase II Option 2**
  - ~12-18 months
  - Signed TTA may be required
  - TRL 4 at exit

Phase II Options may require Cost Share 1 or 2 options ranging from $250K-$750K

CPFF Contract

NTE $1.5M SBIR/STTR Funding

### Subsequent Phase II

Contingent upon having a successful project with a committed Transition Sponsor/Path

- Up to 24 months
- 1:1 cost match
- Signed TTA required
- Minimum TRL 4 at entry

CPFF Contract

NTE $1.5M SBIR/STTR Funding

NOTE: A ‘Subsequent Phase II’ is a Requirements Driven process; i.e., based upon Acquisition program needs.

### Phase III

Transition to Acquisition Program

- Non-SBIR/STTR $ (Private sector or non-SBIR/STTR Gov. $)
- Unlimited POP
- SBC Extension of Data Rights and Sole Source Designation

Contract Type Varies - Phase III’s may be awarded without competition after Phase I or Phase II

No limit on funding (only non-SBIR/STTR)

### TRL

- 0 - 3
- 2 - 5
- 4 - 7
- 6 - 9

NTE $3,225,000 Total SBIR/STTR Funding

Phase III – can occur anytime after Phase I and is funded with non-SBIR/STTR $
Commercialization Support

- SBIR/STTR Transition Program (STP)
- Forum for SBIR/STTR Transition (FST)
- Primes Initiative
- Commercialization Readiness Program (CRP)
- Phase III Guidebook
- SBIR/STTR Search Tool
- “Reachback” Strategy
- Sustainment and Operations Support Cost Reductions (SOCR) Pilot
Background/Additional Information
The Primes Initiative

Revolutionizing Delivery of Innovation to the Warfighter

- Corporate goal for SBIR/STTR engagement
- Integrate SBIR/STTR into corporate sourcing strategy
- Establish SBIR/STTR partnering metrics; manage to these metrics
- Leverage current supplier, engineering, & marketing resources
- Explore SBIR/STTR Topic opportunities
- Explore Phase I, II, & III opportunities
- Track SBIR/STTR partnerships
- Developing risk management tools for government and industry to share
Commercialization Readiness Program (CRP)

- FY06 NDAA (P.L. 109-163, Section 252) authorized Commercialization Pilot Program for the DoD SBIR program; renamed to CRP and extended to STTR by P.L.112-81

- 1% of SBIR set-aside for CRP administration

- CRP funds can not be used for Phase III or any awards to the small business

- The purposes of the CRP is to:
  - Accelerate the transition of technologies, products, and services developed under the SBIR Program
  - Identify SBIRs that have potential for rapid transition to Phase III and into the acquisition process

- CRP supports activities include:
  - Risk Assessments
  - Exercise and Demonstration Participation
  - Manufacturing Readiness and Manufacturing Plan Assistance
Phase III Guidebook v1.2

• Developed by DON SBIR/STTR
  - Assist Program Managers, Contracting Officers, and Small Business professionals

• Comprehensive innovation desk reference
  - Cites authorities
  - Summarizes best practices
  - Answers FAQs

• Global commercialization resource
  - Small/Large Businesses
  - DoD Components & Agencies
  - Other Federal Agencies

v1.2 updated to provide Data Rights Annex

Available for download at www.navysbir.com
What is part of DON SBIR/STTR?

We need YOUR solutions
Evolution of E.M.I.L.Y.
Emergency Integrated Lifesaving Lanyard
A Navy SBIR/STTR Success

The Leveraging (Silver Fox UAV)
• Video Communications
• Threat Warning System
• Sensor Classification

The Start (2001)
Marine Mammal Detection & Mitigation

Realization (Today)

Combat Tested 2007

$5M (STTR)  $7M (SBIR)  $4M in Phase 3 Funds  $6M+ Commercial Sales
Important Websites (Public)

- **Navy SBIR/STTR Website** – [navysbir.com](http://navysbir.com) the first site for firms to find information on the DON SBIR/STTR programs including solicitations, topics, selections, program specifics, success stories, related links, and points of contact.

- **Navy SBIR Search Database** - [navysbirsearch.com](http://navysbirsearch.com) Uses Autonomy© licensed software to perform contextual searches on all DON SBIR awards.

- **The Official DoD SBIR/STTR Home Page** - [https://sbir.defensebusiness.org](https://sbir.defensebusiness.org) - with information on these programs, links to the current and past solicitations and other DoD and Federal SBIR/STTR web sites, and other related links.
www.navysbirsearch.com
DON SBIR/STTR
Points of Contact

Program is Administered by the Office of Naval Research
Bob Smith – Director, Department of Navy SBIR/STTR Programs
robert.l.smith6@navy.mil

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www.navysbir.com
Check for the most up to date information about the program, topics, awards, and more!

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Questions?