



Department of Navy (DON)

Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

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www.navysbir.com



DON SBIR/STTR

- Primary Program Goals:
 - Use small business to develop innovative R&D that addresses DON needs
 - Commercialize (Phase III) SBIR-developed technology into a DON platform, weapon/communication system, or facility
- About the Program:
 - Acquisition Driven Process with Strong Technology Pull
 - \$300M+ annual funding supporting small business innovation/research
 - Wide range of topics driven by specific program and project needs

We Succeed When You Succeed



SBIR/STTR Program Award Structure

DON SYSCOMs tailor as needed

Project Feasibility

Technology Development and Prototype Demonstration

Prototype Testing & Evaluation Technology Demo & Validation

Commercialization Transition

Phase I

Phase I Base

Phase I Option

- 6 months (SBIR)
- 7 months (STTR)
- \$125K

- 6 months
- \$100K

FFP Contract

NTE \$225K

NOTE: The award amounts for Phase I are a total of \$150K (\$80K base and \$70K option) Through the 16.3/C solicitation.

Phase II

Phase II Base

Phase II Option 1

Phase II Option 2

- ~18 months
- \$500K-\$1M

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

- ~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)

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

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

TRL: 0 - 3

2 - 5

4 - 7

6 - 9



Phase II Initial Proposal Process

- Used in response to “new” statutory requirements for Phase II competition.
- Allows abbreviated (15-page) proposal to reduce preparation time and cost for small businesses as well as evaluation time for government personnel.
- Proposal is due at the same time as the base award final report and is uploaded electronically.
- Evaluations are completed against final report, Initial Phase II proposal, and any required technical briefings and demonstrations using same evaluation criteria as the Phase I.
- Selection notifications are sent within 90 days of proposal (final report) due date.
- Selected firms then submit “Full” Phase II Proposals.



Life of a Topic

Phase I

170 Topics

2800+ Proposals

480 Awards

Phase II

Subsequent
Phase II

170 Topics

480 Phase I Awards

255 Awards

Phase III

170 Topics

255 Phase II Awards

135 Awards

200% ROI
(SBIR/Non-SBIR)



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
- Direct to Phase II
- Operations & Sustainment Pilot(s)



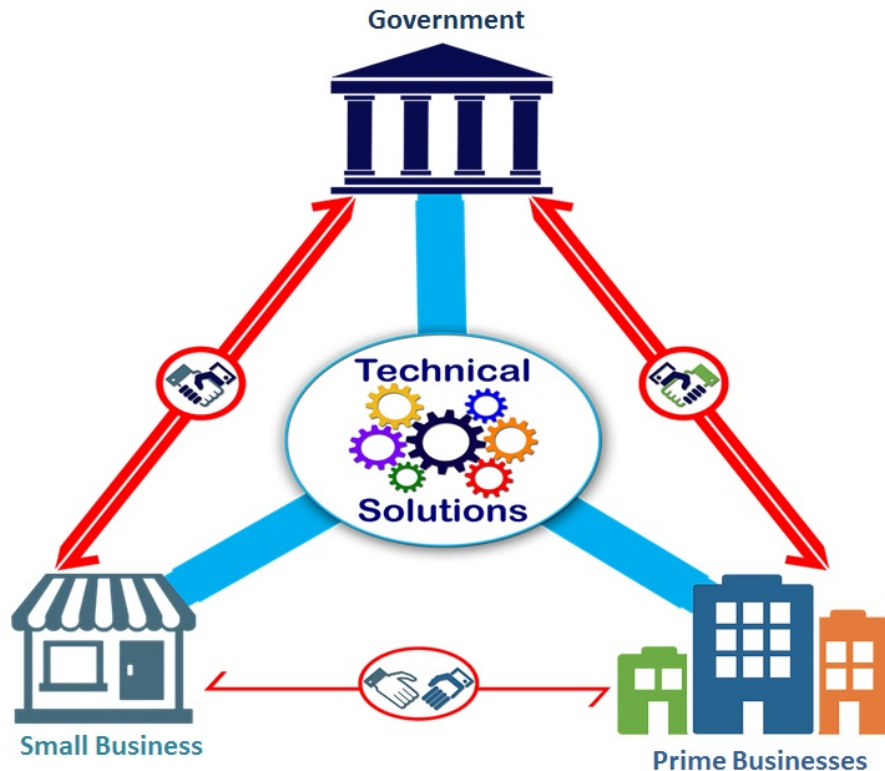
SBIR/STTR Transition Program (STP) Forum for SBIR/STTR Transition (FST)

- Unique DON program for Phase II SBIR/STTR firms
- Professional business assistance
 - Development of transition strategy
 - Strategic planning
 - Development of marketing materials
 - Risk and Manufacturing Assessments
- 10-month program culminating in the Forum for SBIR/STTR Technology
 - Showcase technologies to Government and industry
- Free to the small business



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 cannot 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 Assessments and Manufacturing Plan Assistance



Phase III Guidebook v1.2

- **Developed by DON SBIR/STTR**
 - Assists 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?





Evolution of E.M.I.L.Y.

Emergency Integrated Lifesaving Lanyard

A Navy SBIR/STTR Success

The Start (2001)

Marine Mammal
Detection & Mitigation



The Leveraging (Silver Fox UAV)

- Video Communications
- Threat Warning System
- Sensor Classification

Combat Tested 2007



Realization (Today)



\$5M (STTR)

\$7M (SBIR)

\$4M in Phase 3 Funds

\$6M+ Commercial Sales



Important Websites (Public)

- **Navy SBIR/STTR Website (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)**
Uses Autonomy© licensed software to perform contextual searches on all DON SBIR awards.
- **DoD SBIR/STTR Home Page (<https://sbir.defensebusiness.org>)**
The official submission site for DoD proposals, program information, links to current and past solicitations, topic search tool, and FAQs.



www.navysbirsearch.com

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electromagnetic spectrum · GPU-based parallelization of EMIT · immune to electromagnetic
interference · photonic links · ray tracing

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Displaying 1 - 15 out of 785 Total Results

Next >>

Information Sources:

☒ Navy Awards

☐ Navy Success Stories

Phase

Firm DUNS

Firm Name

Firm ZIP(s)

State Code

Topic Number

Award TPOC

Fiscal Year

Contract No

Keyword(s)

If unsure of firm name spelling,
check to perform fuzzy search

☐

Number of Results:

15

Sort By:

Relevance + Date

Federate Search to DTIC?

☐

Search on Award Start Date?

☐

From:

05

02

2016

To:

05

04

2016

>> Boolean Filters

Query Filters

94.82% Detection Identification and Geo-Location of UUVs with Hiawatha

Summary: Detection Identification and Geo-Location of UUVs with Hiawatha,The utilization, and thereby, threat of unmanned underwater vehicles (UUVs) is experiencing a significant increase throughout the world.. Detection Identification and Geo-Location of UUVs with Hiawatha. All electronic system components create **electromagnetic** emissions which can be detected from long range with a sensitive RF front ...

Topic Number: N152-113

Firm Name: Nokomis, Inc

Phase: I

Award Start Date: 11/02/2015

Award End/Mod Date: 09/02/2016

Source: Navy Awards

94.81% R2R Fabrication of Millimeter Wave Dipole Chaff with High Radar Cross Section

Summary: R2R Fabrication of Millimeter Wave Dipole Chaff with High Radar Cross Section,Physical Sciences, Inc. On the Phase I program, we will fabricate a small scale continuous process to demonstrate Cu/CF production and to provide chaff for characterization. These conductive panels could be used as low cost EM shields.

Topic Number: N152-082

Firm Name: Physical Sciences Inc.

Phase: I

Award Start Date: 10/14/2015

Award End/Mod Date: 04/18/2016

Source: Navy Awards

94.80% Advanced UHF SATCOM Satellite Protection Features

Summary: Advanced UHF SATCOM Satellite Protection Features,The proposed project involves the integration of an Artificial Magnetic Materials (AMMs) with a planar antenna system with the system exhibiting multiple RFI mitigation features.. Advanced UHF SATCOM Satellite Protection Features. Cells would be configured using a butler matrix and create a focused beam which would further reduce spatial RFI. Se...

Topic Number: N152-123

Firm Name: Phoebus Optoelectronics LLC

Phase: I



DON SBIR/STTR

Points of Contact

Program is Administered by the Office of Naval Research

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



Questions?

