• 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
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

| Contract Type | FFP Contract | NTE $125K |

**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**

| Contract Type | 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

| Contract Type | CPFF Contract | NTE $1.5M SBIR/STTR Funding |

**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)

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

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

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

**TRL:**
- 0 - 3
- 2 - 5
- 4 - 7
- 6 - 9

DISTRIBUTION STATEMENT A. Approved for public release

Revised 22 August 2016
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

170 Topics
480 Phase I Awards
255 Awards

Subsequent Phase II

Phase III

170 Topics
255 Phase II Awards
135 Awards

200% ROI (SBIR/ Non-SBIR)

DISTRIBUTION STATEMENT A. Approved for public release
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

DISTRIBUTION STATEMENT A. Approved for public release
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?

We need YOUR solutions
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

Realization (Today)

Refugee Rescue in Greece
Swift Water Rescue in USA
Worldwide Use by Lifeguards

Combat Tested 2007

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

DISTRIBUTION STATEMENT A. Approved for public release
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
# DON SBIR/STTR

## Points of Contact

Program is Administered by the Office of Naval Research

Bob Smith – Director, Department of Navy SBIR/STTR Programs

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www.navysbir.com

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