Small Business Programs Office (SBPO)

Susan Nichols
Program Director
susan.nichols@darpa.mil

Jon Borden
Small Business Specialist
jon.borden@darpa.mil

Doing Business with DARPA

DARPA makes pivotal investments in ideas that lead to breakthrough technologies for national security.

To maximize the pool of innovative proposal concepts it receives, DARPA strongly encourages participation by all capable sources: industry, academia, and individuals.

The DARPA Culture

- Maintain and encourage innovation and the ability to execute rapidly and effectively.

- DARPA Program Managers – "Key individuals" are:

  - selected from industry, academia, and Government agencies (longevity with DARPA 3-5 years)

  - considered at the top of their fields

  - tackles difficult challenges and takes big risks which push the limits of their disciplines.

http://www.darpa.mil/about-us/about-darpa

- Become familiar with the challenges and opportunities of National Security.

- Contact a DARPA Program Manager (PM) about your idea prior to submitting a white paper or proposal to gain insight into the general need for the type of effort. PMs are the key to working with DARPA.

- Ideas should be compelling with potential for revolutionary change.

- Visit www.grants.gov or www.fedbizopps.gov to view DARPA Broad Agency Announcements (BAAs), Research Announcement (RAs), and Requests for Proposals (RFPs).

- Visit https://sbir.defensebusiness.org/ to view DoD SBIR and STTR Program Announcements.

Think **boldly**. Embrace risk.

Technology Offices

BTO   **Biological Technology**
Bio-complexity | Bio-systems | Disease | Health | Med-Devices | Syn-Bio

DSO   **Defense Sciences**
Autonomy | Complexity | Fundamentals | Materials | Math | Sensors

I2O   **Information Innovation**
Algorithms | Cyber | Data | ISR | Networking | Processing | Programming

MTO   **Microsystems**
Decentralization | Electronics | EW | Globalization | Microsystems | Mobile |
Photonics | PNT | Spectrum

STO   **Strategic Technology**
Air | Communications | Countermeasures | EW | ISR | Mobile | Spectrum | Tech-
Foundations

TTO   **Tactical Technology**
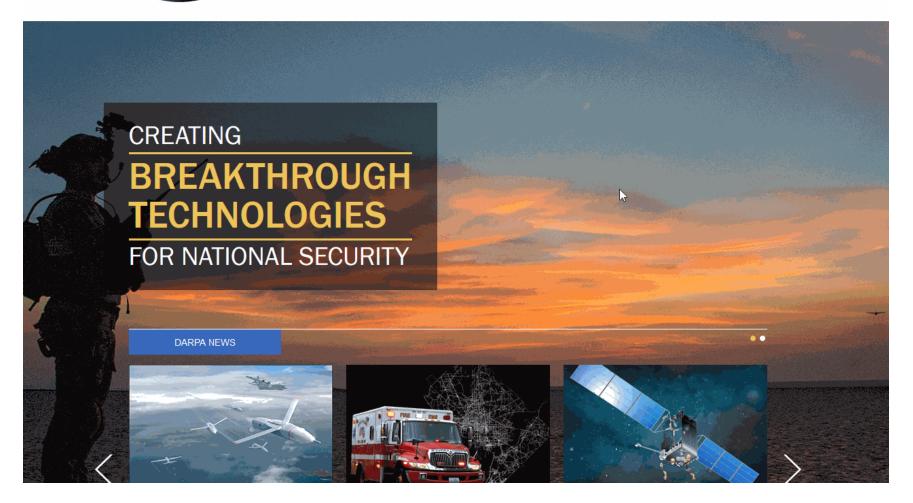Air | Ground | ISR | Maritime | Munitions | Robotics | Space

How we think: The Heilmeier Catechism

Important questions to consider when approaching DARPA with ideas:

- What are you trying to do? (no jargon!)

- How does this get done today?

- What is new about your approach?

- If you succeed, what difference do you think it will make?

- How long do you think it will take?

- Can your work transition (to the DoD or others)?

- How much will it cost?

http://www.darpa.mil/work-with-us/heilmeier-catechism

Streamlined and Competitive Process

Broad Agency Announcement (BAA) Characteristics:

- No common Statement of Work (SOW)

- Varying technical approaches/solutions are anticipated

- Proposals are evaluated with technical quality and approach as the main factor

- Communication with proposers allowed during the open period of the BAA

- White papers or proposal abstracts may be solicited

- Usually have Industry Days where Program Managers brief interested communities on the research program solicitation

BAA Types:

- Tech Offices will issue program-specific BAAs throughout the year

- Tech Offices will also issue one or two year-long BAAs with a more general scope (rolling submission process)

Seedlings vs. Programs

• Seedlings

- Usually submitted through Office-Wide BAA

- Small short duration (6-9 months) projects

- Move concepts from "disbelief" to "mere doubt"

- May lead to the next generation of program ideas

• Programs

- Proposals solicited through specific program BAAs

- Often multi-year, multi-disciplinary efforts

- Technology development to move from "possibility" to "capability"

Award Instruments

Potential Award Instruments (situation, solution, and proposed team dependent)

- Traditional Procurement Contracts (buying goods or services for direct benefit of Government)*

- Grants (support and stimulation to accomplish a public purpose)

- Cooperative Agreements (same as Grants, but substantial Government participation)

- Technology Investment Agreements (commercial-like agreements for dual-use technology development)

- Other Transactions for Prototypes (commercial-like agreements for acquisition of military-focused prototypes)*

*Only these instruments are used for SBIR/STTR awards.

SBIR/STTR Program Comparison

Phase	SBIR X.1/X.2/X.3 3.2% extramural RDT&E FY17 - $85.6M	STTR X.C .45% of extramural RDT&E FY17 - $12M
Phase I	$100-225K Base (6-12 mos.) $50K Option (4 mos.)	$100-225K Base (6-12 mos.) $50K Option (4 mos.)
Direct to Phase II (DP2) *Not available after 17.1*	$1M Base (24 mos.) $500K Option (12 mos.)	N/A
Phase II *Notification to submit proposal*	$1M Base (12-24 mos.) $500K Option (12 mos.) Adoptions/Co-funds	$1M Base (12-24 mos.) $500K Phase II Option Adoptions/Co-funds
Phase II Enhancement	$1:$1 Match Up to $500K	$1:$1 Match Up to $500K
Phase III	No time limit No SBIR funds	No time limit No STTR funds

ALWAYS refer to the DoD and Agency Announcement Instructions applicable to the topic for funding guidelines and other rules/restrictions. Subject to approval and availability of funds.

SBIR/STTR Program Announcement Dates

DoD Announcement	Pre-Release	Opens	Closes
✓ SBIR 17.2 STTR 17.B	21-Apr-17	22-May-17	21-Jun-17*
✓ SBIR 17.3 ✓ STTR 17.C	25-Aug-17	25-Sep-17	25-Oct-17*
✓ SBIR 18.1 ✓ STTR 18.A	29-Nov-17	8-Jan-18	7-Feb-18*
✓ SBIR 18.2 STTR 18.B	20-Apr-18	22-May-18	20-Jun-18*
✓ SBIR 18.3 STTR 18.C	24-Aug-18	24-Sep-18	24-Oct-18*

*Deadline for online proposal submission is 8 p.m. Eastern Time

SBIR Topics

Topic Number	OFFICE/Topic Title	Program Manager
BIOLOGICAL TECHNOLOGIES OFFICE		
SB172-001	Compact and Scalable Bidirectional Electronic BioInterfaces	Dr. Douglas Weber
SB172-002	Improved Mass Production of Beneficial Insects	Dr. Blake Bextine
SB172-003	Development of Gene-Encoded Monoclonal Antibody Potency Assay	Dr. Matthew Hepburn
DEFENSE SCIENCES OFFICE		
SB172-004	Super-Resolving Phase Filter for Improved 3D Printing, Machining and Imaging	Dr. Michael Fiddy
SB172-005	Plug and Play Analysis and Simulation	Dr. Jan Vandenbrande
SB172-006	Collective Allostatic Load	Dr. Adam Russell
INFORMATION INNOVATION OFFICE		
SB172-007	Analyzing Human Dimensions of Software Engineering Processes	Dr. Jonathan Pfautz
SB172-008	Ecosystem of Secure Software Components around the seL4 Microkernel	Dr. Raymond Richards
MICROSYSTEMS TECHNOLOGY OFFICE		
SB172-009	Accelerated Low-power Motion Planning for Real-time Interactive Autonomy	Dr. Hava Siegelmann
SB172-010	Electronically Switchable Optical Filter	Dr. Jay Lewis

Small Business Programs Office (SBPO)
675 North Randolph Street
Arlington, VA 22203-1714

http://www.darpa.mil/about-us/about-darpa

Susan Nichols
Program Director
susan.nichols@darpa.mil

Jon Borden
Small Business Specialist
jon.borden@darpa.mil

Small Business Support Team
(703) 526-4170
sbir@darpa.mil