



Department of Navy (DON)
Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

DON SBIR/STTR Program Overview

www.navysbir.com

DISTRIBUTION STATEMENT A. Approved for public release



DON SBIR/STTR Goals

- 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 PEO/PM/FNC specific needs

We Succeed When You Succeed



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.



DON SBIR/STTR by the Numbers

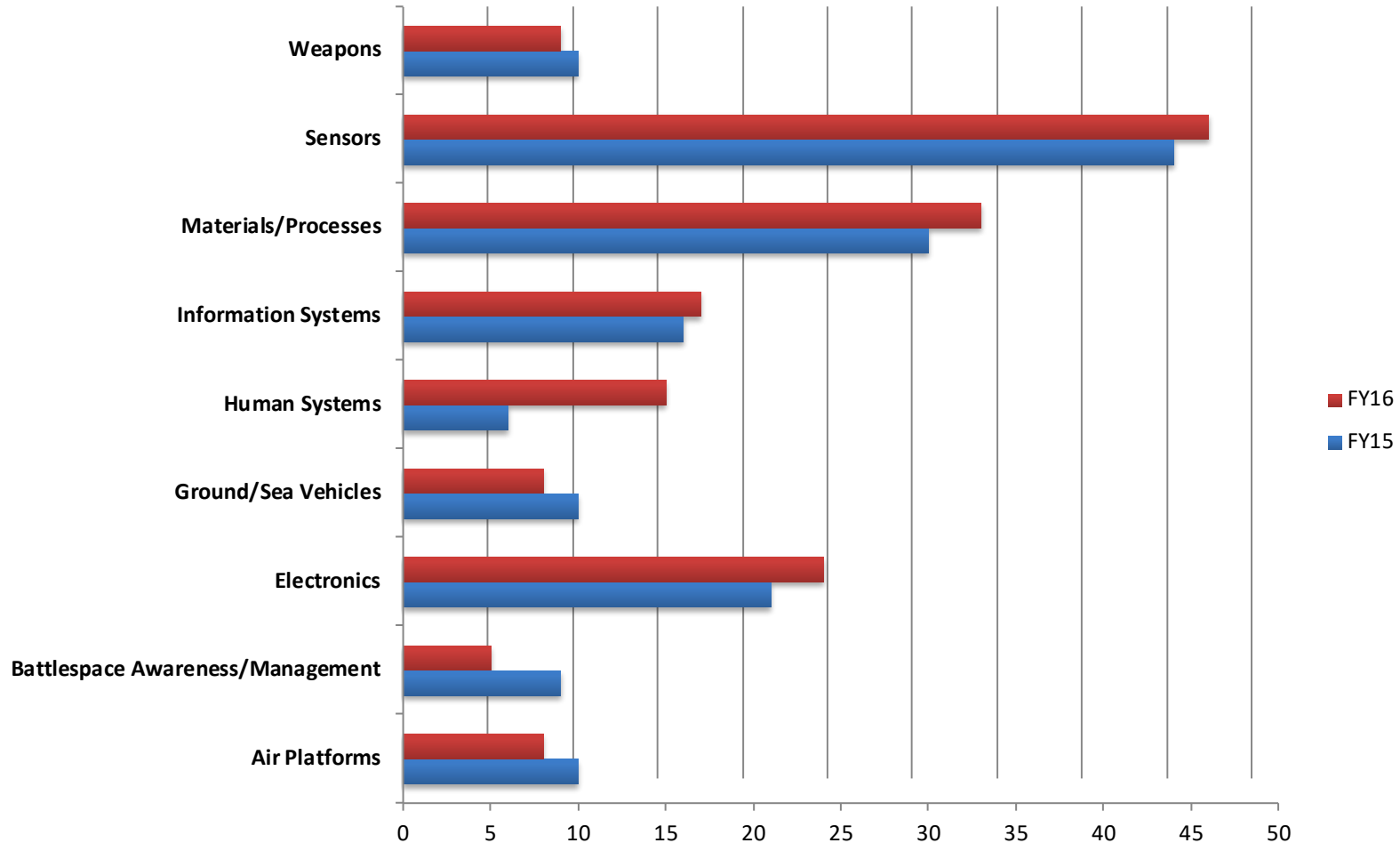
as of 26 FEB 2018

		FY14	FY15	FY16	FY17
SBIR	Funding (\$M)	\$243	\$259	\$305	\$311
	Topics	129	132	139	145
	Phase I Awards (FY Solicitations)	362	360	397	359*
	New Phase II Awards	212	198	133	187
STTR	Funding (\$M)	\$35	\$35	\$48	\$44
	Topics	25	23	26	35
	Phase I Awards (FY Solicitations)	61	60	69	89
	New Phase II Awards	23	28	28	31
SBIR/ STTR	Phase I Proposals (FY Solicitations)	2,321	1,859	2,099	1,799
	Avg. time to award Phase I (mos.)	4.3	4.3	4.5	4.6
	Phase III Awards	142	140	151	147
	Phase III Awards (\$M)	\$520	\$394	\$507	\$407

*awards are still being made.



Topic Area Distribution





SBIR/STTR Program Award Structure

DON SYSCOMs tailor as needed

Project Feasibility

Technology Development and Prototype Demonstration

Prototype Testing & Evaluation Technology Demo & Validation

Phase I

Phase I Base	Phase I Option
<ul style="list-style-type: none"> 6 months (SBIR) 7 months (STTR) \$125K 	<ul style="list-style-type: none"> 6 months \$100K

FFP Contract

NTE \$225K

DON uses a “gated” process of options in Phase I/II to allow more funding to be available to increase TRL & transition opportunities

Phase II

Phase II Base	Phase II Option 1	Phase II Option 2
<ul style="list-style-type: none"> ~18 months \$500K-\$1M 	<ul style="list-style-type: none"> ~9 months TTP required SBIR PM/PO review for Option 2 at exit 	<ul style="list-style-type: none"> ~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



Navy SBIR/STTR Commercialization Tools

- SBIR/STTR Transition Program (STP)
- Primes Initiative
- Phase III Guidebook
- Reach-back Strategy
- O&S Pilot(s)
- SBIR/STTR Search Tool



SBIR/STTR Transition Program (STP)

Helps prepare selected Small Businesses to transition their DON funded technology by providing the following services:

- Assisting in the development of targeted marketing materials
- Providing relevant market research appropriate to the Small Business's technology and transition targets
- Identifying leads for potential transition opportunities
- Mentoring on the government/prime contractor relationships
- Instructing on the government acquisition environment and policies
- Promoting Small Businesses and their SBIR/STTR technology(s) on the Virtual Transition Marketplace (VTM)—an on-line, searchable showcase accessible to Government and private sector
- Assisting you on exhibiting at the annual Forum for SBIR/STTR Transition (FST)



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



Phase III Guidebook

- 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



Available for download at www.navysbir.com



Using SBIR/STTR to reduce Cost Drivers

- Reachback Strategy
 - Mining the Navy SBIR/STTR inventory
 - Cross-SYSCOM leveraging
- Direct to Phase II*
 - Specific topics written for Phase II
 - Ability to increase TRL faster
- O&S Pilot(s)
 - NAVAIR Pilot with FRCs
 - Seeking pilot opportunities with FRDs and Shipyards

*Current authority expires 30 Sept. 2017

SBIR/STTR can be leveraged to reduce costs!!



www.navysbirsearch.com

FREE to Public

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Small Business Innovation Research

NAVY

Small Business Technology Transfer

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

Search

General Search | DTIC Categories

Enter Query Text: [New Query](#)
electromagnetic

[Search](#)

Advanced Options

Information Sources:

☒ Navy Awards
☐ Virtual Showcase 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? ☐

Query Refinement: [electromagnetic](#) [Show Help](#)

Data Sources

- All Data Sources
- Navy Awards (3909)

Concept Cloud

boats and watercraft · conceptual framework · dozens of RF · electromagnetic interference · electromagnetic launcher · electromagnetic shielding · electromagnetic solver · electromagnetic spectrum · formulations without sacrificing · High-Power Microwave · HPM attack · inertial navigation · Large-scale Electromagnetic · radar and SATCOM · radar clutter · rail gun · shipboard electromagnetic

Display Type: [Cloud](#) | [Clusters](#)

<< Previous Displaying 1 - 15 out of 3909 Total Results Next >>

95.35% Active Motion-Compensation Technology for Roll-On/Roll-Off Cargo Vessel Discharge to Floating Platforms

Summary: Active Motion-Compensation Technology for Roll-On/Roll-Off Cargo Vessel Discharge to Floating Platforms, The overall goal of this Phase II project is to develop a motion compensating platform (MCP) technology for the 32MJ **Electromagnetic** (EM) railgun aboard the Joint High Speed Vessel (JHSV). Ship motion for the catamaran is significantly different from a monohull such as the DDG 51.. Active Mot...

Topic Number: N112-137

Firm Name: Advanced Technology & Research Corp.

Phase: II

Award Start Date: 01/20/2015

Award End/Mod Date: 01/20/2017

Source: Navy Awards

94.83% Tunable Nanoscale UltraViolet Absorber Particle Technology

Summary: Tunable Nanoscale UltraViolet Absorber Particle Technology, Physical Sciences, Inc. We have demonstrated chaff cloud formation using both a Capco pyrotechnic burster and a PSI designed and built burster that uses compressed CO2 driven dissemination. At the end of the Phase II Option program, PSI will deliver 240 devices to NSWC/Crane for testing.

Topic Number: N132-100

Firm Name: Physical Sciences Inc.

Phase: II

Award Start Date: 12/23/2014

Award End/Mod Date: 12/31/2015

Source: Navy Awards

94.83% A Novel, Low Cost and Handheld Microwave Sensor for the Detection and Evaluation of Incipient Composite Heat Damage

Summary: A Novel, Low Cost and Handheld Microwave Sensor for the Detection and Evaluation of Incipient Composite Heat Damage, Due to their high specific strength and light weight properties, polymer matrix composites (DMCs) are increasingly used in a wide variety of military

Done

Internet | Protected Mode: On

100%

DISTRIBUTION STATEMENT A. Approved for public release

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DON SBIR/STTR

Points of Contact

Program is Administered by the Office of Naval Research

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robert.l.smith6@navy.mil

DON STTR Program Manager	Steve Sullivan	steven.sullivan@navy.mil
DON Commercialization Manager	Lee Ann Boyer	leeann.boyer@navy.mil
Naval Sea Systems Command (NAVSEA)	Dean Putnam	dean.r.putnam@navy.mil
Naval Air Systems Command (NAVAIR)	Donna Attick	donna.moore@navy.mil
Office of Naval Research (ONR)	Lore-Anne Ponirakis	loreeanne.ponirakis@navy.mil
Space & Warfare Systems Command (SPAWAR)	Shadi Azoum	shadi.azoum@navy.mil
Marine Corps Systems Command (MARCOR)	Jeff Kent	jeffrey.a.kent@usmc.mil
Naval Supply Systems Command (NAVSUP)	Heather Audet	heather.audet@navy.mil
Naval Facilities Engineering Command (NAVFAC)	Dan Zarate	daniel.zarate@navy.mil

www.navysbir.com

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



Questions





SBIR/STTR Programs: Seeding America's Innovations

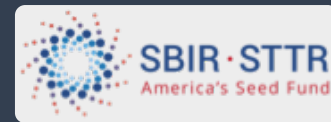
Small Business Innovation Research &
Small Business Technology Transfer
(SBIR/STTR)

www.sbir.gov

Edsel M. Brown Jr.
Office of Investment & Innovation
Edsel.Brown@sba.gov

Mission of the SBIR and STTR Programs

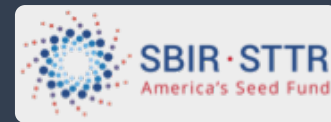
“ To support scientific excellence and technological innovation through the investment of Federal research funds in critical American priorities to build a strong national economy... one small business at a time ”



Small Business Innovation Research (SBIR)

- Set-aside program for small business to engage in Federal R&D with potential for commercialization
- 3.2% of the extramural research budget for agencies with a budget greater than \$100M per year

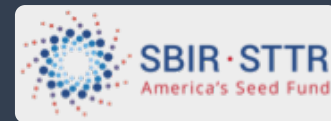
\$2.2 billion set-aside each year



Small Business Technology Transfer (STTR)

- Parallel set-aside program to facilitate cooperative R&D between small businesses and U.S. research institutions – with potential for commercialization
- 0.45% of the extramural research budget for agencies with a budget greater than \$1B per year

\$290 million set-aside each year



Program Goals

- Meet Federal **research and development needs**
- Increase private-sector **commercialization** of innovation derived from Federal research and development funding
- Stimulate technological **innovation**
- Foster and encourage **participation** in innovation and entrepreneurship by socially and economically disadvantaged persons
- Foster **technology transfer** through cooperative R&D between small businesses and research institutions (STTR)



Why We Work on America's Seed Fund

www.sbir.gov/news/testimonials



23andMe



MedImmune

iRobot®

sonicare



labs



Symantec

QUALCOMM®

**MADE
IN SPACE**

Front row seat to the future...

SBIR/STTR is a Gated Process w/ Three Phases

Phase I

Concept Development
6 months – 1 year
~ \$150,000

Phase II

Prototype Development
24 months
~ \$1,000,000

Phase III

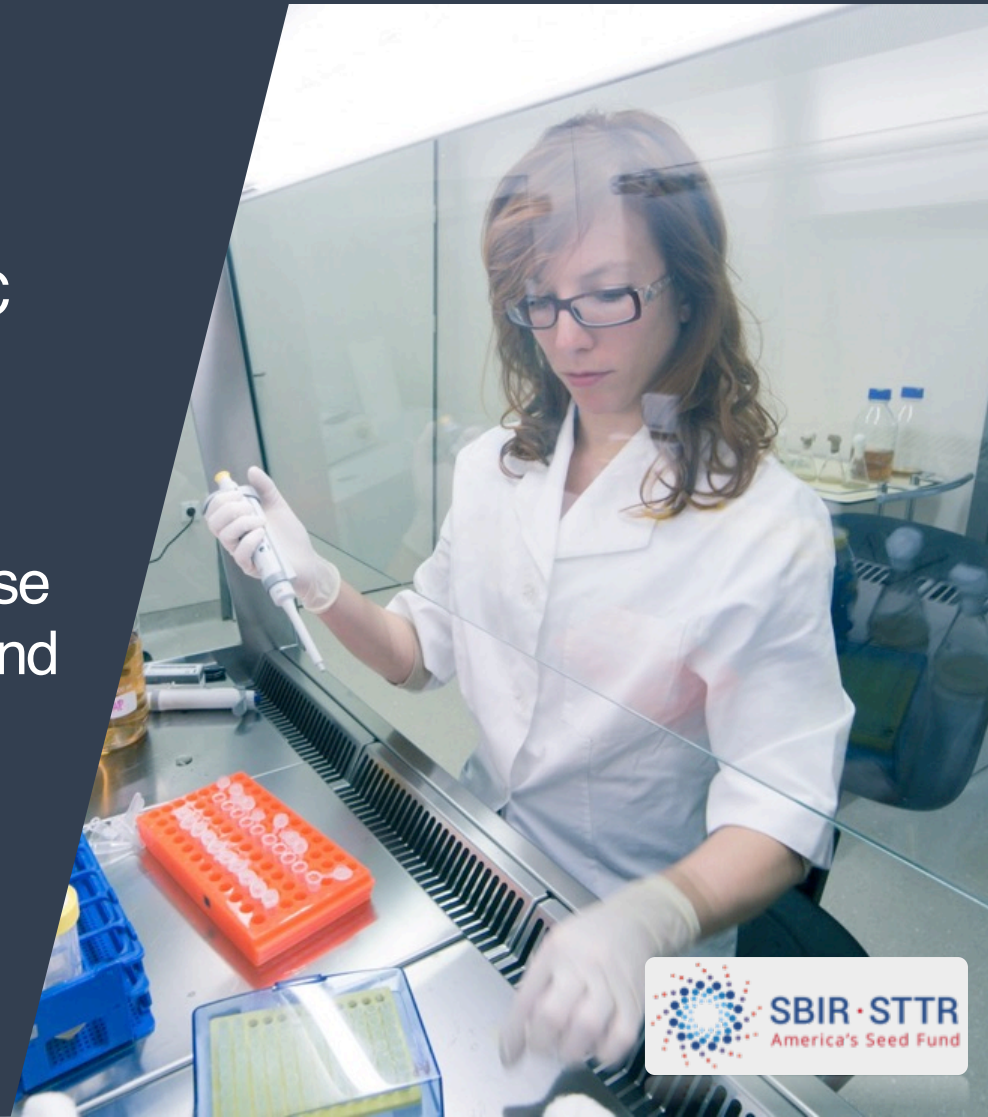
Commercialization
No SBIR funding

Who Qualifies as a Small Business?

- Organized as for-profit U.S. business
- 500 or fewer employees including affiliates
- Work must be done in the U.S.
- Greater than 50% U.S.-owned by individuals and independently operated

Principal Investigator (PI)

- Must be employed by the SBC (SBIR/STTR) or partnering research institution (STTR) at **time of award**
- Should have appropriate expertise to oversee project scientifically and technically
- Is **not** required to have a Ph.D./M.D.



Differences Between SBIR and STTR

	SBIR	STTR
Partnering Requirement	Permits partnering	Requires a non-profit research institution partner

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Participating Agencies	11 agencies (extramural R&D budget > \$100M)	5 agencies (extramural R&D budget > \$1B)

The small business is ALWAYS the applicant and awardee!

Agencies that Participate in SBIR & STTR

Department of
Agriculture
(USDA)

Department of
Commerce
(DoC)
NIST, NOAA

Department of
Defense
(DoD)

Department of
Education
(ED)

Department of
Energy
(DOE)

Department of
Health and
Human
Services
(HHS)

Department of
Homeland
Security
(DHS)

Department of
Transportation
(DOT)

Environmental
Protection
Agency
(EPA)

National
Aeronautics
and Space
Administration
(NASA)

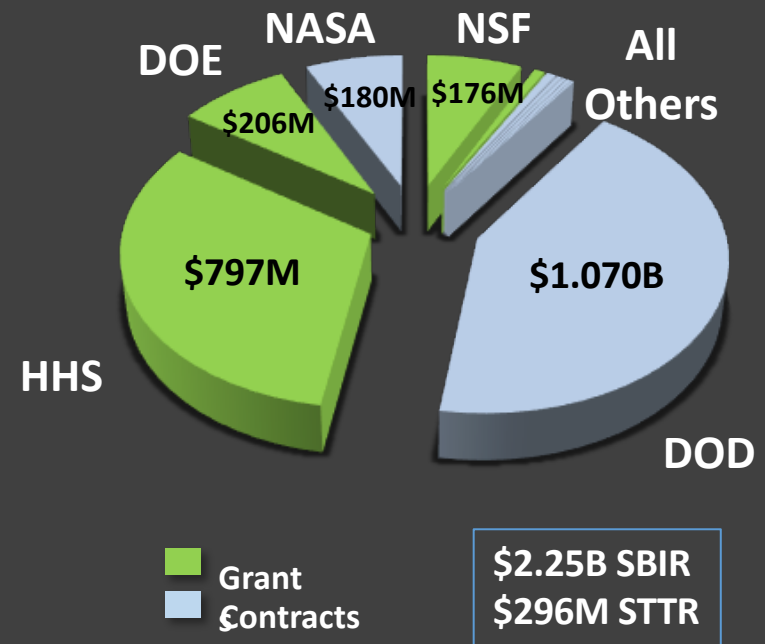
National
Science
Foundation
(NSF)



SBIR/STTR Budget by Agency, FY2015

Agencies with SBIR/STTR Programs	Budget
Department of Defense (DOD)	\$ 1.070 B
Department of Health and Human Services (HHS), including the National Institutes of Health (NIH)*	\$797.0 M
Department of Energy (DOE), including Advanced Research Projects Agency – Energy (ARPA-E)	\$206.1M
National Aeronautics and Space Administration (NASA)	\$ 180.1 M
National Science Foundation (NSF)	\$176.0 M
Agencies with SBIR Programs	Budget
U.S. Department of Agriculture (USDA)	\$20.3M
Department of Homeland Security (DHS): Science and Technology Directorate (S&T) and Domestic Nuclear Detection Office (DNDO)	\$17.7 M
Department of Commerce*: National Oceanic and Atmospheric Administration (NOAA) and National Institute of Standards and Technology (NIST)	\$8.4M
Department of Transportation (DOT)	\$7.9 M
Department of Education (ED)	\$7.5 M
Environmental Protection Agency (EPA)	\$4.2 M

* Provides grants and contracts




Typical Application Process



Required Registrations Vary by Agency


	NAS A	HHS	NSF	DOE	DOD
DUNS	X	X	X	X	X
SAM.gov	X	X	X	X	X
Company Registry (SBIR.gov)	X	X	X	X	X
Grants.gov		X		X	
eRA Commons		X			
Electronic Handbook (EHB)	X				
NSF FastLane			X		
Portfolio Analysis and Management System (PAMS)				X	
fedconnect.net				X	
Funding Accountability and Transparency Act Sub-award Reporting System				X	
DoD Submission Website					

www.sbir.gov




LEARN ABOUT

- Overview
- Policy Directive
- Authorization Act
- Intellectual Property
- Commercialization Successes
- FAQs
- Performance Benchmarks
- Participating Agencies
- How to Apply
- Report Fraud, Waste & Abuse













I'M A(AN)...

- Applicant
- Awardee
- Investor
- Large Business
- Agency Representative



I WANT TO...


-  START A SMALL BUSINESS
-  REGISTER MY COMPANY
-  UPDATE MY COMPANY PROFILE/COMMERCIALIZATION
-  SUBSCRIBE TO SOLICITATION POSTINGS
-  CONTACT AN SBIR AGENCY
-  SUBMIT AN SBIR/STTR RELATED EVENT
-  FILE FOR IP PROTECTION
-  LEARN MORE ABOUT GLOBAL INNOVATION EXCHANGE
-  VIEW SELF HELP ONLINE TUTORIALS



STATE SERVICES

Locate Closest Resources & Events




Select state ...




NEWS


Jazz Up Your Knowledge of NIH at the Spring 2017 NIH Regional Seminar in New Orleans


SBIR Pulse: 2016 Tibbetts Awards Special Edition (Q&A with EnChroma CEO and



 NASA Small Business @NASA_OSBP

#NASA #LaRC RFP Environmental Support Services (ESS). Women-Owned #SmallBiz Set-Aside. NAICS 541620. Due 5/1/17. goo.gl/FkAVP

 SBIR/STTR Program Retweeted

 SBIR/STTR Program @sbirgov

On April 4th @SBAgov & @Microsoft have teamed up for a webinar on the #SBIR/STTR programs. Join us! potent.govdelivery.com/accounts/USSSBA



Where to the Begin? – Topic Searches

HOME LINKS ▾ ABOUT ▾ **FUNDING ▾** AWARDS ▾ NEWS ▾ TUTORIALS ▾ RESOURCES ▾

Home / Topic Search

FUNDING TOPICS

- OPEN
- FUTURE
- CLOSED

FILTER BY:

Agency

- ☐ Department of Agriculture (87)
- ☐ National Institute of Food and Agriculture (22)
- ☐ Department of Commerce (188)
- ☐ National Institute of Standards and Technology (48)
- ☐ National Oceanic and Atmospheric Administration (40)

Phase

- ☐ Phase I (7064)
- ☐ Phase II (596)

Program

- ☐ SBIR (6247)
- ☐ STTR (1473)

Year

Closed Topic Search

Search Keywords **Search**

NOTE: The Solicitations and topics listed on this site are copies from the various SBIR agency solicitations and are not necessarily the latest and most up-to-date. For this reason, you should visit the respective agency SBIR sites to read the official version of the solicitations and download the appropriate forms and rules.

Displaying 1 - 10 of 7720 results

PA-14-157: HHS STTR PA-14-157

Release Date: 03-14-2014 Open Date: 07-05-2014 Due Dates: Multiple Close Date: 04-05-2017

This Funding Opportunity Announcement (FOA) encourages Small Business Technology Transfer (STTR) grant applications from small business concerns (SBCs) that focus on development of technologies in biomedical computing, informatics, and Big Data science. This FOA is coordinated by the NIH Big Data Initiative (BD2K) and the Biomedical Information Science and Technology Initiative (BISTI) committees...

STTR **Department of Health and Human Services**

PA-14-154: HHS SBIR PA-14-154

Release Date: 03-14-2014 Open Date: 07-05-2014 Due Dates: Multiple Close Date: 04-05-2017

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SBIR **Department of Health and Human Services**

- Topic Searches
- Keyword searches –
**Learn which agencies
fund your technology!**

www.sbir.gov/sbirsearch/topic/past



Where to the Begin? – Award Searches

- Keyword Award searches –
- Identify successful firms
- Identify agency investments in technology areas

The screenshot shows the 'Awards Information' page on the SBIR/STTR website. The 'AWARDS' menu item in the top navigation bar is circled in red. A red arrow points to the 'FILTER BY:' section on the left, which includes filters for Agency, Phase, Program, and Year. The main content area displays 'Awards Information' with search filters (Search Keywords, Company Name, Topic Code) and a 'Search' button. A yellow warning box states: 'The Award database is continually updated throughout the year. As a result, data for the given year is not complete until April of the following year. Annual Reports data is a snapshot of agency reported information for that year and hence might look different from the live data in the Awards Information charts.' Below this, it says 'Displaying 1 - 10 of 14515 results' with 'Download' and 'Awarded Year (descending)' buttons. Two award entries are shown: 'Metal Digital Direct Manufacturing (MDDM) for Close-Out of Combustion Chambers and Nozzle Fabrications' by SBC: Keystone Synergistic Enterprises, Inc. (Topic: T12.04) and 'Wideband Autonomous Cognitive Radios for Networked Satellites Communications' by SBC: Bluecom Systems And Consulting, LLC (Topic: T5.01). Both entries are marked as STTR, Phase II, 2017, and National Aeronautics and Space Administration.

www.sbir.gov/sbirsearch/award/all



On-line Tutorials

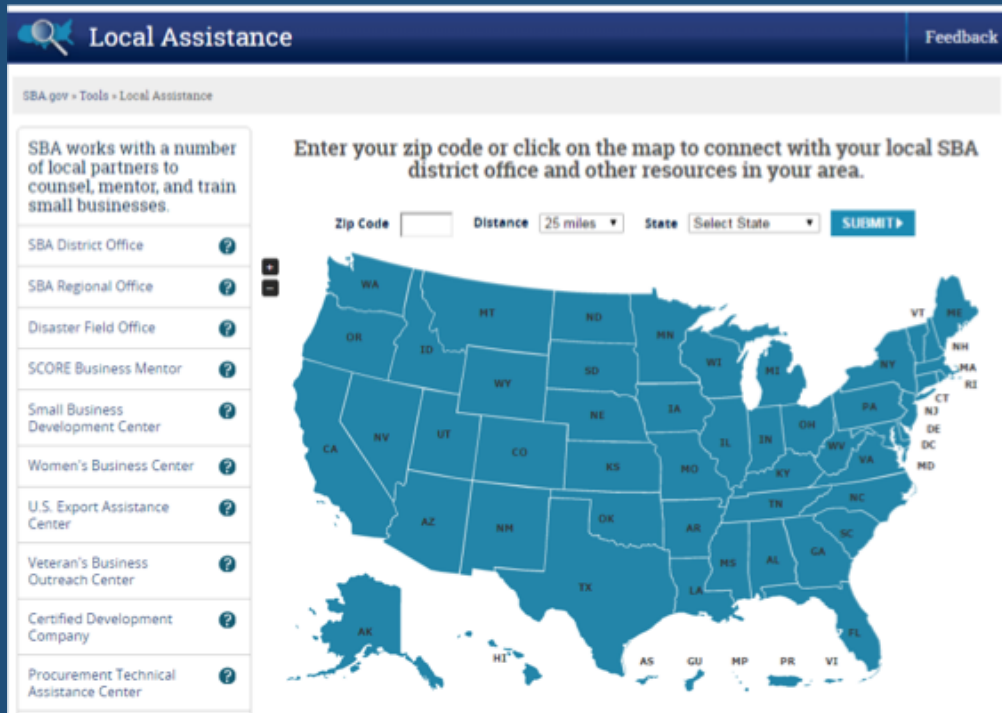


- Open to everyone
- For those interested in learning more about SBIR/STTR
- Agency Introductions
- Program Basics
- 11 Modules

www.sbir.gov/tutorials



Connect to Your Network of Local Support



The screenshot shows the 'Local Assistance' tool on the SBA.gov website. The header includes a magnifying glass icon, the text 'Local Assistance', and a 'Feedback' link. Below the header, the breadcrumb trail reads 'SBA.gov > Tools > Local Assistance'. On the left, a sidebar lists various SBA resources with question mark icons: SBA District Office, SBA Regional Office, Disaster Field Office, SCORE Business Mentor, Small Business Development Center, Women's Business Center, U.S. Export Assistance Center, Veteran's Business Outreach Center, Certified Development Company, and Procurement Technical Assistance Center. The main content area features a heading 'Enter your zip code or click on the map to connect with your local SBA district office and other resources in your area.' Below this heading are input fields for 'Zip Code', 'Distance' (set to 25 miles), and 'State' (a dropdown menu labeled 'Select State'), followed by a blue 'SUBMIT' button. A map of the United States is displayed, with state abbreviations visible. The map is currently blank, indicating no specific location has been selected.

www.sba.gov/tools/local-assistance

- SBA District Offices
- Small Business Development Centers (SBDCs)
- Procurement Technical Assistance Centers (PTACs)
- Women's Business Centers
- SCORE Business Mentors
- Veterans Business Outreach Centers (VBOCs)

Stay In Touch



Edsel.Brown@sba.gov



@SBIRgov

www.sbir.gov

