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

DON SBIR/STTR Program Overview
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
## DON SBIR/STTR by the Numbers
### as of 26 FEB 2018

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
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<tbody>
<tr>
<td><strong>SBIR</strong></td>
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<td>Funding ($M)</td>
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<td>Phase I Awards (FY Solicitations)</td>
<td>362</td>
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<td>359*</td>
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<td>New Phase II Awards</td>
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<td><strong>STTR</strong></td>
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<td>New Phase II Awards</td>
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<td><strong>SBIR/STTR</strong></td>
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<td>Phase I Proposals (FY Solicitations)</td>
<td>2,321</td>
<td>1,859</td>
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<td>Avg. time to award Phase I (mos.)</td>
<td>4.3</td>
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<td>Phase III Awards</td>
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<td>Phase III Awards ($M)</td>
<td>$520</td>
<td>$394</td>
<td>$507</td>
<td>$407</td>
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*awards are still being made.
Topic Area Distribution

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

DISTRIBUTION STATEMENT A. Approved for public release
DON participates in all 3 DoD SBIR/STTR BAA cycles per year (55% January, 40% May, & 5% in September (SBIR only))

On average, 1-in-5 proposals receive Phase I award but this varies by topic and technology

Centralized contracting center processes ~87% of DON contracts for faster award times and consistent interactions

DON primarily uses Purchase Orders for Phase I and Cost Plus Fixed Fee contracts for Phase II

Maximum award amounts – up to $225K Phase I and $1.5M Phase II allowed through series of Base and Options

Various commercialization assistance available during Phase II/Commercialization Readiness Program

Highest rate of Commercialization for the SBIR/STTR programs in DoD/Federal government
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.
Questions