



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

DON SBIR/STTR Program Overview

www.navysbir.com

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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

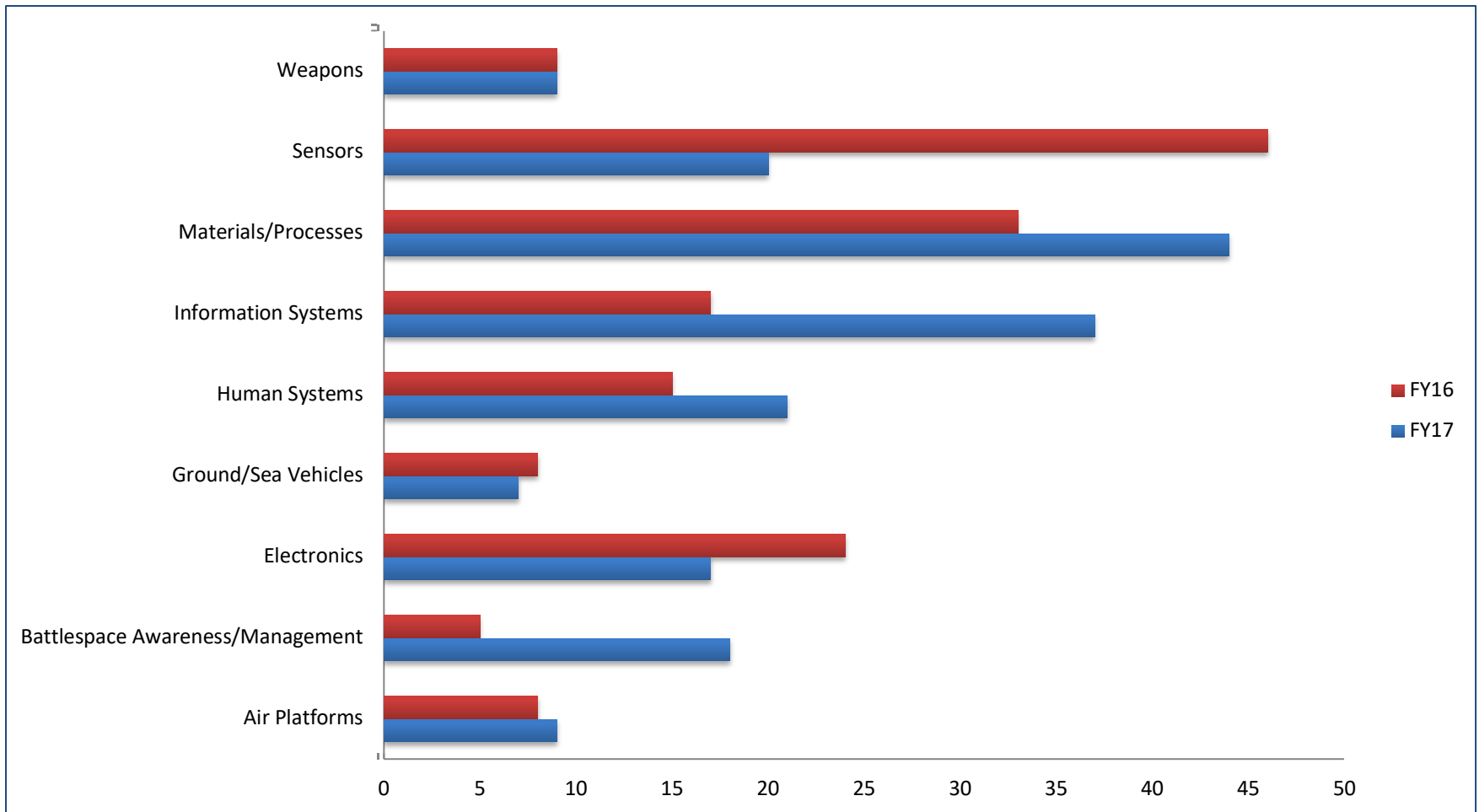
as of 26 FEB 2018

		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





DON SBIR/STTR Program

- 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

