



Department of Navy (DON)

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

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www.navysbir.com

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DON SBIR/STTR

- 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 specific program and project needs

We Succeed When You Succeed



Results of Independent Economic Impact Study* of DON SBIR/STTR Phase II Projects FY2000-2013

- DON invested \$2.3 Billion in 2,734 Awards to 1,199 companies
- Efforts from 2,377 of those contracts resulted in:
 - Almost \$7 Billion in military product sales (ROI > 3:1);
 - Over \$7 Billion in new products and sales to commercial industries;
 - Outside investment in the firms of \$646 Million;
 - 91 firms being acquired and 49 new companies being created as “spinout” companies;
 - 130 new technology licenses being issued for commercialization; and
 - The creation of nearly 15,000 full-time jobs annually with an average wage of \$68,535.

*Study conducted by TechLink, a DoD-funded technology transfer center at Montana State University-Bozeman, in collaboration with the Business Research Division of the Leeds School of Business at the University of Colorado-Boulder



Why is DON so Successful at Commercialization/Phase II?

- Require intended transition target along with PoC be identified as part of original topic submission
- We allow the acquisition commands who were assessed the funds for the SBIR/STTR program to develop the topics (Technology Pull)
- Use of gated process (options) in both Phase I & II:
 - Saving funds on projects with minimal chance of achieving objectives
 - Early “termination” of projects when transition programs are canceled/delayed/changed or funds aren’t available
 - Allows earlier Phase II competition with “gap” funding to keep successful offerors working while Phase II is awarded
 - Serves as natural point for TPOCs and firms to ensure everything is “on track” and make any adjustments
- Numerous efforts developed and utilized to support success in transition by firms



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



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
- “Reach-back” Strategy
- Sustainment and Operations Support Cost Reductions (SOCR) Pilot



SBIR/STTR Transition Program (STP)

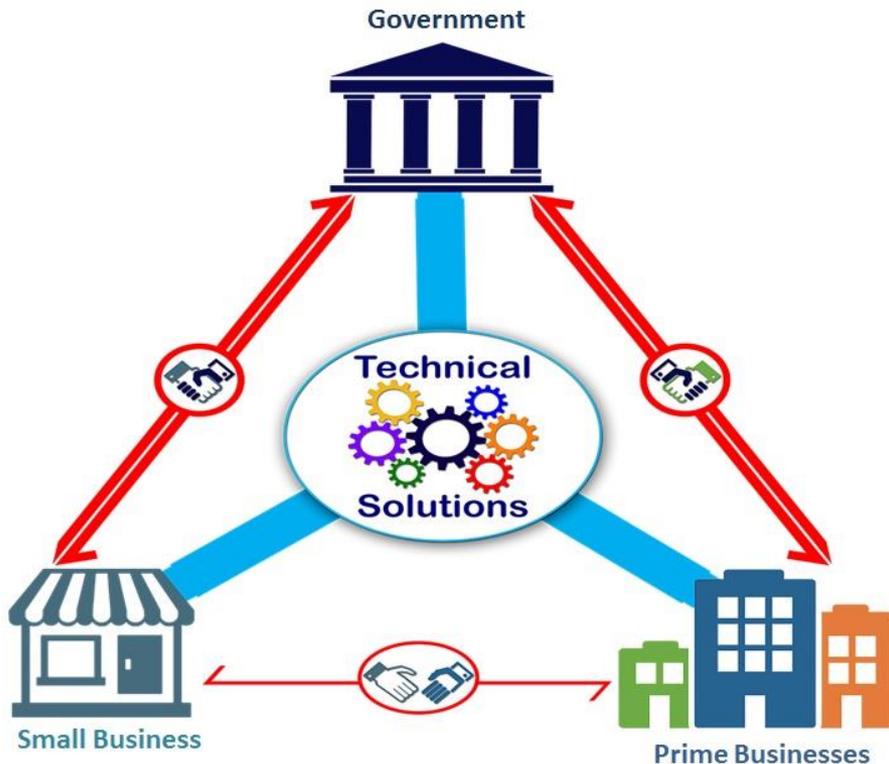
Helps prepare selected Small Businesses to transition their DON funded technology by providing the following services:

- **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



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 can not 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 support activities include:
 - Risk Assessments
 - Exercise and Demonstration Participation
 - Manufacturing Readiness and Manufacturing Plan Assistance



Phase III Guidebook v1.2

- **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



v1.2 updated to provide Data Rights Annex

Available for download at www.navysbir.com



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



Combat Tested 2007

Realization (Today)



Refugee Rescue in Greece



Swift Water Rescue in USA



Worldwide Use by Lifeguards

\$5M (STTR)

\$7M (SBIR)

\$4M in Phase 3 Funds

\$6M+ Commercial Sales



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.
- The Official DoD SBIR/STTR Home Page - <https://sbir.defensebusiness.org> - with information on these programs, links to the current and past solicitations and other DoD and Federal SBIR/STTR web sites, and other related links.



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Information Sources:
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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?

From: 05 02 2016

To: 05 04 2016

>> Boolean Filters

Query Filters

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

+ All Data Sources
+ Navy Awards (785)

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Displaying 1 - 15 out of 785 Total Results
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94.82% Detection Identification and Geo-Location of UUVs with Hiawatha

Summary: Detection Identification and Geo-Location of UUVs with Hiawatha,The utilization, and thereby, threat of unmanned underwater vehicles (UUVs) is experiencing a significant increase throughout the world.. Detection Identification and Geo-Location of UUVs with Hiawatha. All electronic system components create **electromagnetic** emissions which can be detected from long range with a sensitive RF front ...

Topic Number: N152-113

Firm Name: Nokomis, Inc

Phase: I

Award Start Date: 11/02/2015

Award End/Mod Date: 09/02/2016

Source: Navy Awards

94.81% R2R Fabrication of Millimeter Wave Dipole Chaff with High Radar Cross Section

Summary: R2R Fabrication of Millimeter Wave Dipole Chaff with High Radar Cross Section,Physical Sciences, Inc. On the Phase I program, we will fabricate a small scale continuous process to demonstrate Cu/CF production and to provide chaff for characterization. These conductive panels could be used as low cost EM shields.

Topic Number: N152-082

Firm Name: Physical Sciences Inc.

Phase: I

Award Start Date: 10/14/2015

Award End/Mod Date: 04/18/2016

Source: Navy Awards

94.80% Advanced UHF SATCOM Satellite Protection Features

Summary: Advanced UHF SATCOM Satellite Protection Features,The proposed project involves the integration of an Artificial Magnetic Materials (AMMs) with a planar antenna system with the system exhibiting multiple RFI mitigation features.. Advanced UHF SATCOM Satellite Protection Features. Cells would be configured using a butler matrix and create a focused beam which would further reduce spatial RFI. Se...

Topic Number: N152-123

Firm Name: Phoebus Optoelectronics Llc

Phase: I

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



Questions?

