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 9 AUG 2017**

<table>
<thead>
<tr>
<th></th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
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<td>Phase I Proposals (FY Solicitations)</td>
<td>2,588</td>
<td>2,321</td>
<td>1,859</td>
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<td>Avg. time to award Phase I (mos.)</td>
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<td>$520</td>
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DISTRIBUTION STATEMENT A. Approved for public release
Topic Area Distribution

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

FY16 vs FY15
# SBIR/STTR Program Award Structure

**DON SYSCOMs tailor as needed**

## Project Feasibility
- **Phase I**
  - Phase I Base
    - 6 months (SBIR)
    - 7 months (STTR)
    - $125K
  - Phase I Option
    - 6 months
    - $100K
- FFP Contract
- NTE $225K

## Technology Development and Prototype Demonstration
- **Phase II**
  - Phase II Base
    - ~18 months
    - $500K-$1M
  - Phase II Option 1
    - ~9 months
    - TTP required
    - SBIR PM/PO review for Option 2 at exit
  - Phase II Option 2
    - ~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

## Prototype Testing & Evaluation Technology Demo & Validation
- **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

## 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)

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**NTE $3,225,000 Total SBIR/STTR Funding**

- **Phase III** – can occur anytime after Phase I and is funded with non-SBIR/STTR $

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**DISTRIBUTION STATEMENT A. Approved for public release**

Revised 29 July 2017
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

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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
www.navysbirsearch.com
FREE to Public

95.35% Active Motion Compensations Technology for Roll-On/Roll-Off Cargo Vessel Discharge to Floating Platforms
Summary: Active Motion Compensations Technology for Roll-On/Roll-Off Cargo Vessel Discharge to Floating Platforms. The overall goal of this Phase I project is to develop a motion compensating platform (MCP) technology for the 324T Electromagnetic (EM) railgun aboard the Joint High Speed Vessel (JHSV). Ship motion on the catamaran is significantly different from a monohull, such as the DDG 51. Active Mot...
## Points of Contact

Program is Administered by the Office of Naval Research  
Bob Smith – Director, Department of Navy SBIR/STTR Programs  
robert.l.smith6@navy.mil

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**www.navysbir.com**  
Check for the most up to date information about the program, topics, awards, and more!
Questions