Partnering with BAE Systems Electronic Systems for SBIR Success

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15 August 2017
Electronic Systems **Footprint**

- **12,700 Employees**
- **$4.5B Revenue**
- **901 U.S. patents**
- **439 U.S. patents pending**
- **314 non-U.S. patents**

*388 people work at other sites with less than 50 employees*
Electronic Systems
Business Areas

- Controls & Avionics Solutions
- Electronic Combat Solutions
- Survivability, Targeting & Sensing Solutions
- HybriDrive® Solutions
- Intelligence, Surveillance & Reconnaissance Solutions

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Example Technologies Of Interest

**AUTONOMY**
- Integrated Mission Management
- Route Planning/Payload Tasking
- Multiship Cooperative Tactics
- Cognitive/Machine Learning
- Sensor Resource Management

**COGNITIVE RF PROCESSING**
- Real-Time Sensing, Spectrum Mapping, Threat Behavior
- Operation Against Agile & Unknown Threats
- Real-Time Response Optimization For ES, EA, & EP
- Assured Operation In Jammed/Cluttered RF Environments

**ADVANCED EO/IR TECHNOLOGIES**
- Agile Lasers w/Selectable Phase, Wavelength, Pulse Width, & PRF
- Ultra-Short Lasers For Counter-ISR, Countermeasures
- High-Speed Detectors Matched With Laser Technology
Example Technologies Of Interest Continued…

**MARITIME SENSING TECHNOLOGIES**
- High Power Wideband Low Frequency Acoustic Transducers
- Underwater Acoustic LPI/LPD Communications
- Underwater Target Detection, Classification, Tracking
- Advanced ASW Technologies

**MULTI-INT ISR / PED**
- For Tactical & Forensic Situational Awareness
- Tracking, Fusion, Sensor Resource Management
- Automated Threat Detection, ID, Activity Classification

**RF MICROELECTRONICS**
- Mixed-Signal System On A Chip (SoC)
- Advanced RF Filters (for tuners & phased arrays)
- Thermal Management
- Advanced Packaging (GaN on diamond)
Why Is SBIR Of Interest To BAE SYSTEMS?

- Where Does Engineering Innovation Really Happen?
- You Offer Affordability, Agility, Insights, & Relationships...
- We Can’t Do It All Ourselves... What Is Our Core? What Is Yours?
- Increase Our Virtual R&D Capabilities...
- Because We Know It Really Works...

Why Should You, As A SBIR Innovator, Choose BAE Systems?
How We Leverage SBIR

Twice Annual Tech Roadmap Reviews

- Internal Innovation (IRAD)
- Technology Solutions (CRAD)
- SBI R Partners
- Technology Incubators

Product Line Technology Gaps
How We Can Help You?

Phase I
- Support for your proposal
- Engineering advice

Phase II
- Access to facilities
- Engineering assistance

Phase III
- Transition capability
- Contracting vehicle

Technology Insertion Points

- **Large programs have long lifecycles...**
- **It is easier to insert SBIR technology prior to production...**

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Agile Partnership

- Advanced Technology Support Program IV (ATSP4) is an IDIQ contract to rapidly deliver technology to DoD.
- Open contracting vehicle, specifically supports manufacturing, allows us to respond quickly to sponsor needs.
- Administered through DMEA but passes through money from any agency.
How You Can Partner With Us

• Save us money.
• Help us better serve our customer.
• Better, cheaper, faster, smarter, less maintenance.

• Have a plan, but be flexible.
• Know where your product fits into our products/platforms.
• Realize it may cost more than you think it will.

• Bring your sponsor to the table.
• Not much we can do without a contract modification.
How to Contact Us

• **Contact the Innovation Center:**
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• **Contact the Small Business Liaison Office:**
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