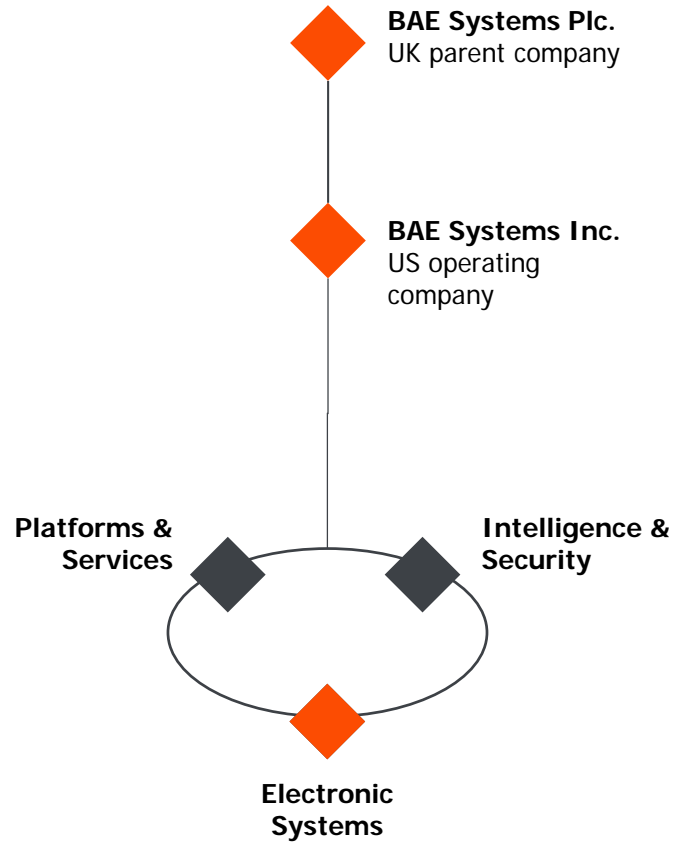


Partnering with BAE Systems Electronic Systems for SBIR Success

Michael McComas
Director, External Innovation
10 July 2018

BAE Systems, Inc. Corporate Structure

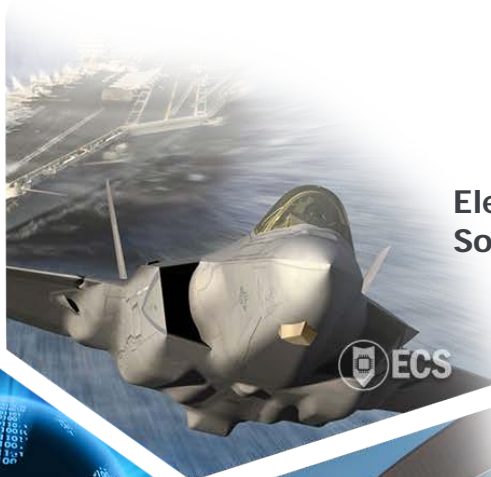


Electronic Systems Business Areas

**Controls & Avionics
Solutions**



**Electronic Combat
Solutions**



**Survivability,
Targeting & Sensing
Solutions**



FAST Labs™



**Power and
Propulsion
Solutions**



ISRS

**C4, Intelligence, Surveillance &
Reconnaissance Solutions**



Electronic Combat Solutions

- Electronic Support
 - Rapid detection, identification and tracking
 - Precision direction finding and geolocation
 - Passive targeting support
- Electronic attack
 - Electronic attack of military and commercial communications, navigation and radar systems
 - Threat analysis and response
- Self Protection
 - Multispectral (RF/IR) Countermeasures
 - On Board & Off-Board technique generators
- Integrated EW
 - Multispectral, LPD/LPI communications, SIGINT
 - Mission and battle management`
- Mission Support
 - Operational analysis
 - Mission planning and data file tools
 - Avionics test systems and maintenance aids



Intelligence, Surveillance & Reconnaissance Solutions

Actionable intelligence for our warfighters through electronic products and innovative technical solutions from the depths of the ocean to outer space and everywhere in between

- SIGINT sensors
- EO/IR sensors
- Multi-INT sensors
- Hyperspectral sensors
- IFF systems
- Mission Workstations
- Space Processing
- Acoustics
- Geospatial exploitation and analytics tools
- Mission planning for aircraft, manned and UAVs
- Knowledge management and information sharing
- Big data management and data fusion



Survivability, Targeting & Sensing Solutions

Exploiting the EO/IR spectrum to provide unmatched IRCM, precision guidance and seeker solutions, advanced targeting solutions, and state-of-the-art tactical imaging systems

- Missile threat warning
- Infrared countermeasures
- Precision munitions guidance systems
- Strategic missile seekers
- Thermal targeting systems
- Laser targeting and range finder systems
- Fused vision systems
- Scientific / medical imaging sensors
- Helmet and Head Up display solutions
- International mission and support equipment



Controls & Avionics Solutions

- Flight Controls: Fly-by-wire systems, Active Inceptor Systems
- Engine Controls: Full Authority Digital Engine Controls (FADEC), Power Management Systems
- Flight deck systems: Instrument Control Panels, Detection and Alerting
- Cabin management systems: IntelliCabin™ - the cabin of the future
- Aftermarket Solutions: Maintenance, repair and overhaul, Technical service capabilities
- Advanced flight controls and mission avionics
- Advanced displays and inceptors
- Through-life support



Power & Propulsion Solutions

Delivering propulsion and power management performance with innovative electrification products and solutions to advance vehicle mobility, efficiency and capability in the transit, military, marine and rail markets.



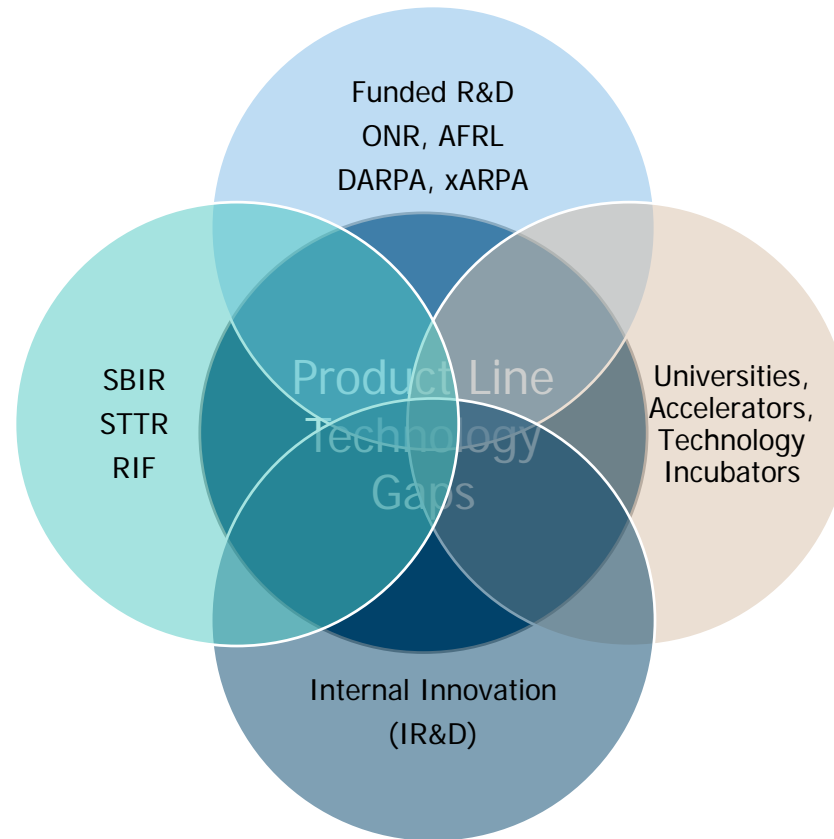
FAST Labs™

Leading & partnering to provide mission enhancing technologies:

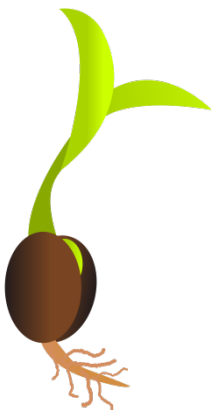
- Advanced EO/IR technologies
- Weapons guidance
- Autonomy
- Big Data Analytics
- Cognitive RF processing
- Communications in denied environments
- Multi-INT ISR/processing, exploitation, and dissemination
- Cyber warfare
- Position, navigation, and timing
- RF Convergence
- Small form-factor electronic warfare



Our Approach to External Innovation



How We Leverage SBIR



- Supporting Phase I
- Low-TRL investigation
- At our expense

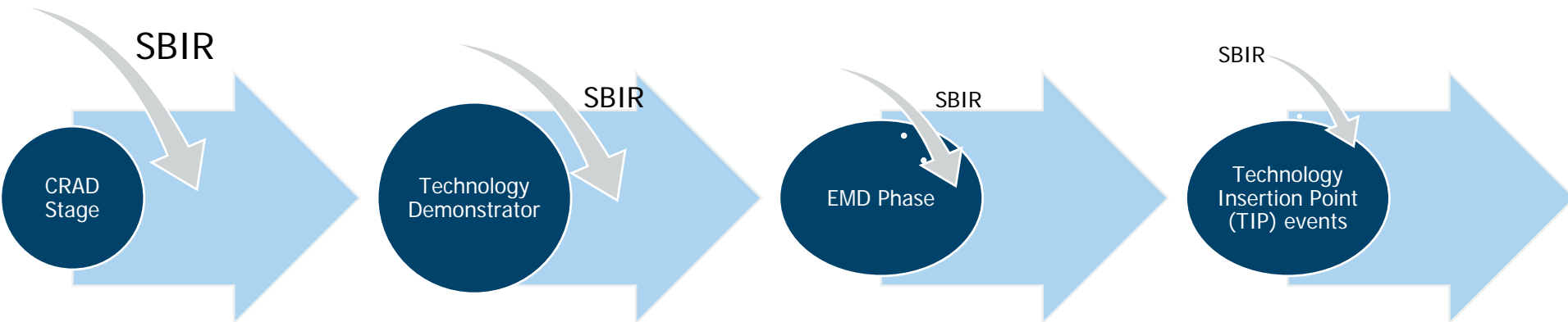
- Participate in Phase II
- Insight to customer needs
- Subcontractor to SBC

- Mature Phase III Tech
- Vetted by customer
- Lower risk

SBIR Technology Insertion Points

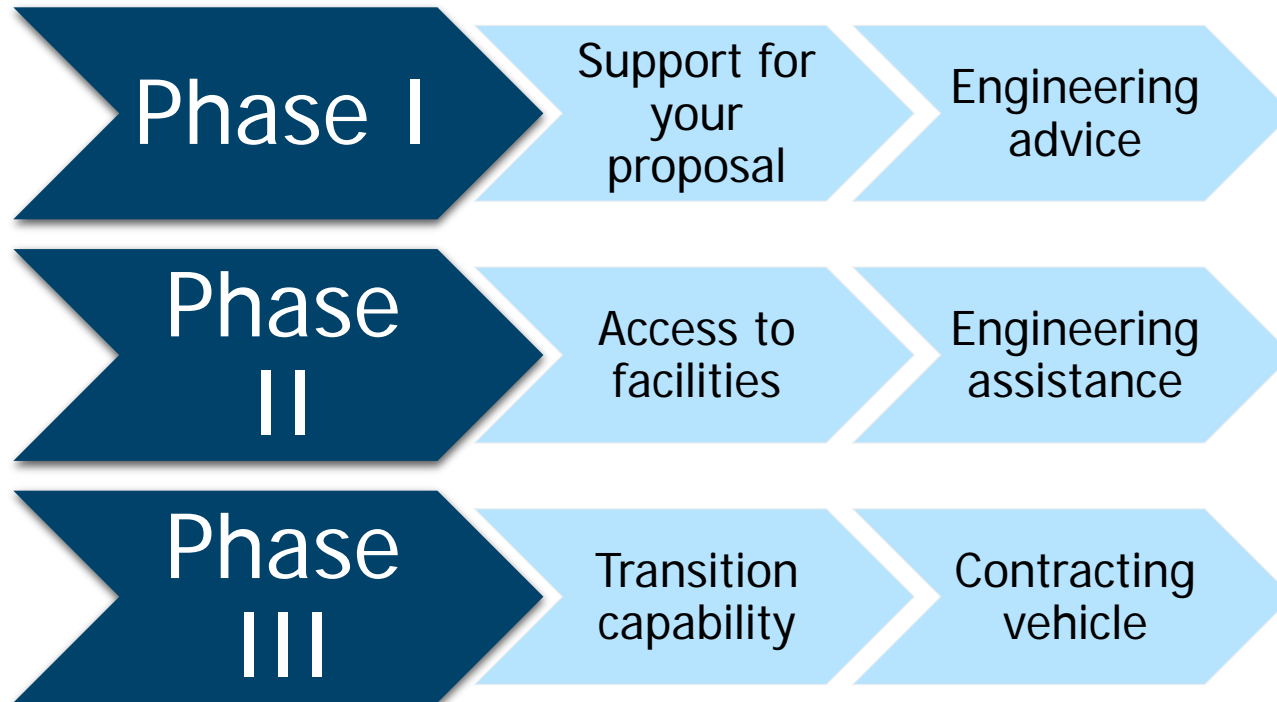
Large programs have long lifecycles.

It is easier to insert SBIR technology at a point in the program when it is not in production.



"SBIR technology is most effective when it is baked into the recipe from the beginning, not sprinkled on top."

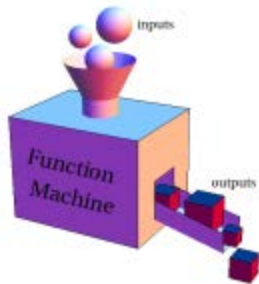
How We Can Help You



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 or platforms. (And realize it may cost more than you think it will to transition.)



Bring your sponsor to the table. There is not much we can do without a contract or contract modification. Government, Industry, and Small Business must work together.

How to Engage with BAE Systems—Early Stage

The primary portal for SBIR partnering is through our FAST Labs R&D organization.

We connect Small Business to the Engineering departments.

We publish a list of Topics of Interest for each DoD and DHS SBIR solicitation, as well occasional “Challenge Topics” to support our Engineering team.

www.baesystems.com/SBIR

Our Company Inc. Businesses Electronic Systems Supplier Center SBIR Liaison

BAE Systems is committed to transitioning SBIR technologies to our customers through technology insertion and new product introduction.

BAE Systems' Electronic Systems sector is leading the way for SBIR outreach for the company. As part of our Multisource Innovation initiative, we actively source SBIR technology to complement our internal and collaborative R&D efforts.

We welcome the opportunity to work with you in the early stages of your SBIR effort to ensure your transition path into our product base is well defined and structured for successful implementation in Phase III.

Our Topics of Interest are published for each SBIR round. If you would like to partner with BAE Systems' Electronic Systems sector, please contact the SBIR office at sbir.es@baesystems.com.

Related information

.....

[Electronic Systems Supplier Diversity](#)

Links

.....

[DoD SBIR Program](#)

Contact

.....

SBIR Liaison
Electronic Systems

Innovation Center

sbir.es@baesystems.com



Topics of Interest

See links below for our current list of Topics of Interest for active SBIR solicitations.

[DoD SBIR/STTR 16.3/C](#)



Technology Focus Areas

The following links are the technology areas for which we are currently soliciting new innovations.

[Red Hawk Plug-In apps for the S3000 Software Defined Radio](#)

