

DARPA SBIR/STTR

Transition and Commercialization Support Program
(TCSP)
and the T2C Team

2018





What is TCSP ?

Participate and Expectation

Goal - to maximize SBIR/STTR companies' potential to move their technology beyond Phase II, and into other research and development programs for further maturity

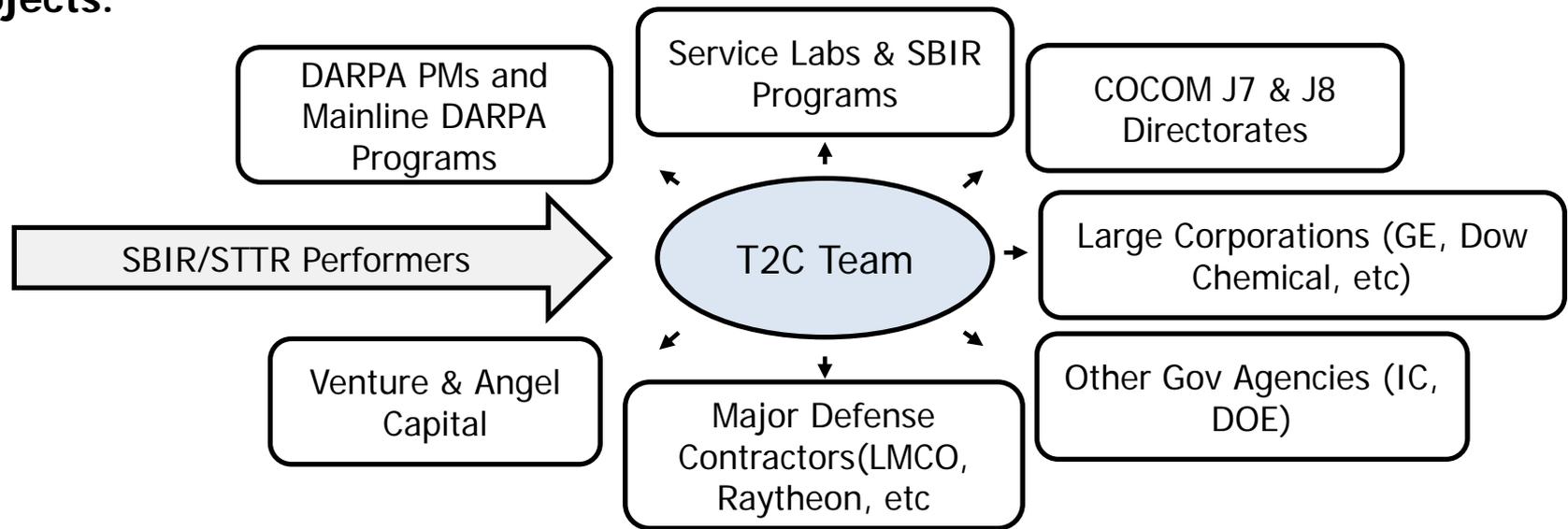
Source: <https://www.darpa.mil/work-with-us/for-small-businesses/commercialization-continued>

- **No cost to participants**
 - **TSCP Program Costs covered by DARPA SBPO**
 - TCSP executed by the Technology Transition and Commercialization Team (T2C Team), Strategic Analysis Inc.
 - Receive T2C-authored fact sheets upon Phase I award
 - Automatic participation upon Phase II award unless awardee elects discretionary technical assistance
 - Time commitment - 1 hour kick off call and interactions on documents preparation; additional contacts as deemed relevant



Technology Transition & Commercialization (T2C) Team

Small Business Act (15 U.S.C. 638(q)): Each Federal agency ...may provide small business concerns engaged in SBIR projects with technical assistance services,...for the purpose of...**developing and commercializing new commercial products and processes resulting from such projects.**



The T2C Team assists DARPA SBIR/STTR performers by providing business planning advice, identifying funding and collaboration opportunities, and maintaining access to an extensive network of connections



TCSP Services

Business Services

- Kickoff and status calls
- **Assistance with Quad Charts, Technical Assistance Summary Report, which are contract deliverables (CDRLs)**
- Support DARPA public release process
- Facilitate interface between performers and PM/SETAs, especially after PM transition
- Technology application and business plan brainstorming
- Feedback on Commercialization Plans and marketing materials
- Assist in Phase II Enhancement application processes
- Ad-hoc requests from performers

Outreach and Introductions

- Facilitate review of TCSP portfolio by major defense contractors, Government agencies and potential funders/partners
- Make introductions and organize exploratory discussions
- Organize conference sessions to highlight SBIR/STTR technologies
- Host "Meet & Greets" for direct interacts with Government & primes

Funding and Collaboration Opportunities

- Weekly opportunity alert sent to all current and past performers
 - Daily FedBizOps posting reviews for new solicitations
 - Agency level SBIR/STTR solicitations
 - Topical conferences and training events
- Alumni list maintained for targeted technology requests
- Access to DARPA SBIR/STTR performers for special requests (ASK TIM)

T2C-authored Resources

- Basic contract terminology
- Business development tips
- Cybersecurity
- Determining market size
- Financing options
- Responding to BAAs



Conference and Outreach Events

T2C team partners with DARPA SBPO to coordinate presence at a wide range of defense-oriented conferences for outreach and community engagement

Conference attendance is essential for building networks with Primes and large Corporations

- Business development personnel often approach seeking “DARPA technology” and are eager to engage with SBIR performers

T2C Team

- Sponsors conference sessions and Meet & Greet events to expose SBIR performers to a wide range of potential collaborators
- Coordinates annual Defense Manufacturing Conference DARPA Gee Whiz session to highlight SBIR/STTR projects





T2C Team Members

Core team supported by Strategic Analysis, Inc. infrastructure

Program Manager – Anu Bowman (bowman@t2cteam.com)

- 30+ years of experience in Technology development and transition
- DARPA TCSP Program Manager since 2011

Sr. Business Analyst - Wai-Lean Roos (roos@t2cteam.com)

- 35+ years of experience in business processes and analysis

Commercialization Manager – Dustin Boyer (boyer@t2cteam.com)

- 9+ years of diverse consulting experience in commercial sector

Transition Analyst – Leah Noonan (noonan@t2cteam.com)

- 15+ years of experience in marketing analysis and business administration

Sr. Transition Lead – Richard Flake (rflake@innostatinc.com)

- 25+ years experience in technology transition and was Air Force SBIR program's Commercialization Readiness Program Manager

Sr. Commercialization Lead – Steven Sunshine (sunshine@t2cteam.com)

- 20+ years experience as entrepreneur with strong scientific background in materials, energy, and detectors (chemical, biological, radiological)