



DON SMALL BUSINESS INNOVATION RESEARCH – A CASE STUDY IN SUCCESS

DoD Small Business Training Week

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Overall Economic Impact of DON SBIR/STTR

FY00-13 \$2.3B Phase II funding resulted in \$44.3B in economic impact across all 50 states according to a study conducted by TechLink a DoD funded technology transfer center at Montana State University

- **\$14.2B in sales** of new products including **\$7B directly to the DoD**
- **\$4.9B in** federal, state and local **tax revenues**
- **\$22.2B in new wealth creation** or value added including **14,973 Full-time jobs** with an average salary of \$68,535



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
- “Reachback” Strategy
- Direct to Phase II
- Operations & Sustainment Pilot(s)



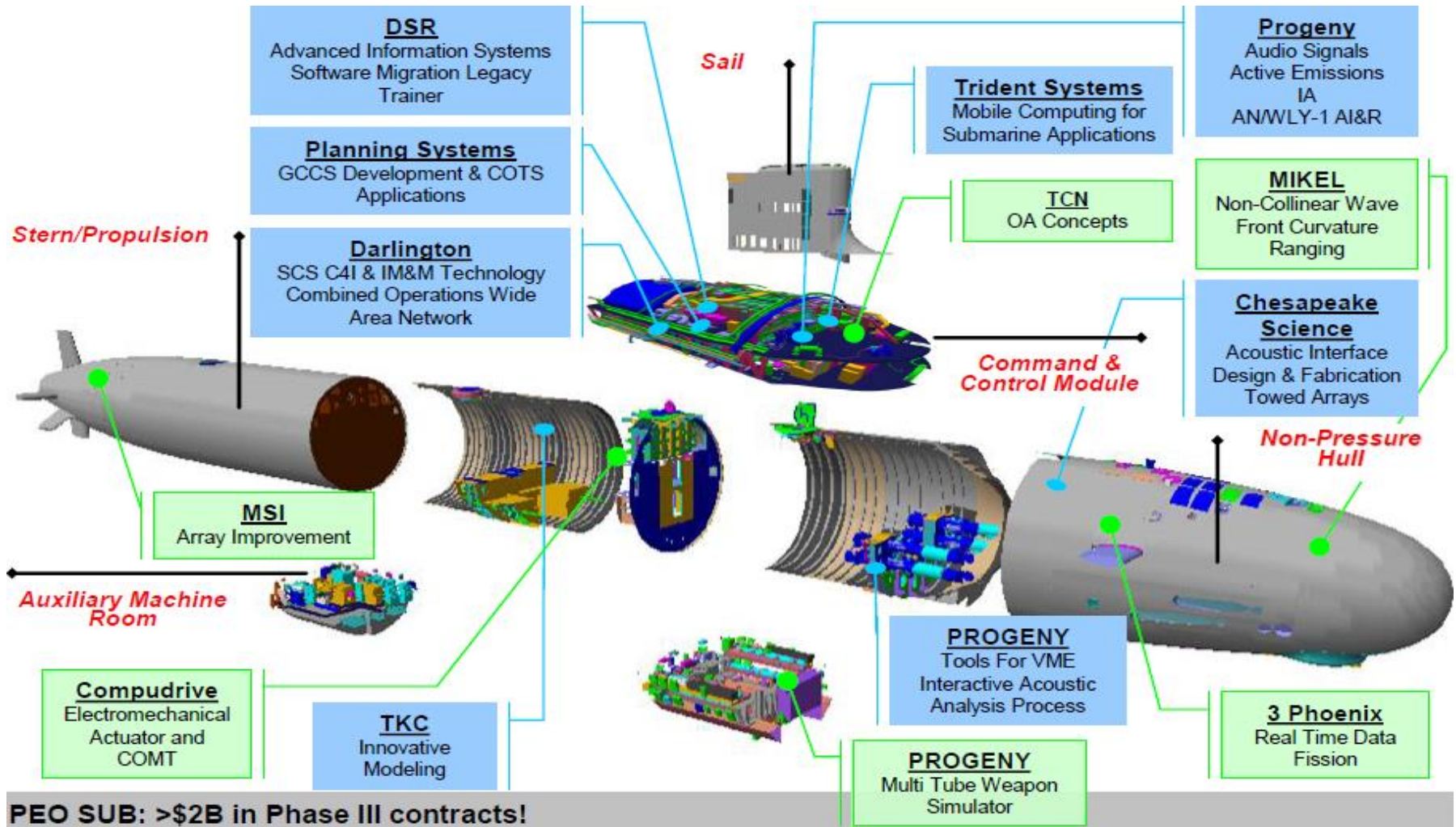
Slaying Giants and Saving Money

- Virginia Class submarine utilized several SBIR/STTR projects in its design and production to:
 - **Save costs** over those charged by large and sole source firms
 - **Increase competition**
 - **Introduce new technologies**
- **Utilized contract incentives** for incorporation of SBIR technology
- Keys to success:
 - SBIR topics generated for **sole source, obsolete, high cost items**
 - **Incentives paid for using program savings**
 - **No impact to schedule or performance**



DON SBIR/STTR Supports a Wide Variety of Technology Needs

SSN-774 Virginia-class Submarine



PEO SUB: >\$2B in Phase III contracts!

DISTRIBUTION STATEMENT A. Approved for public release

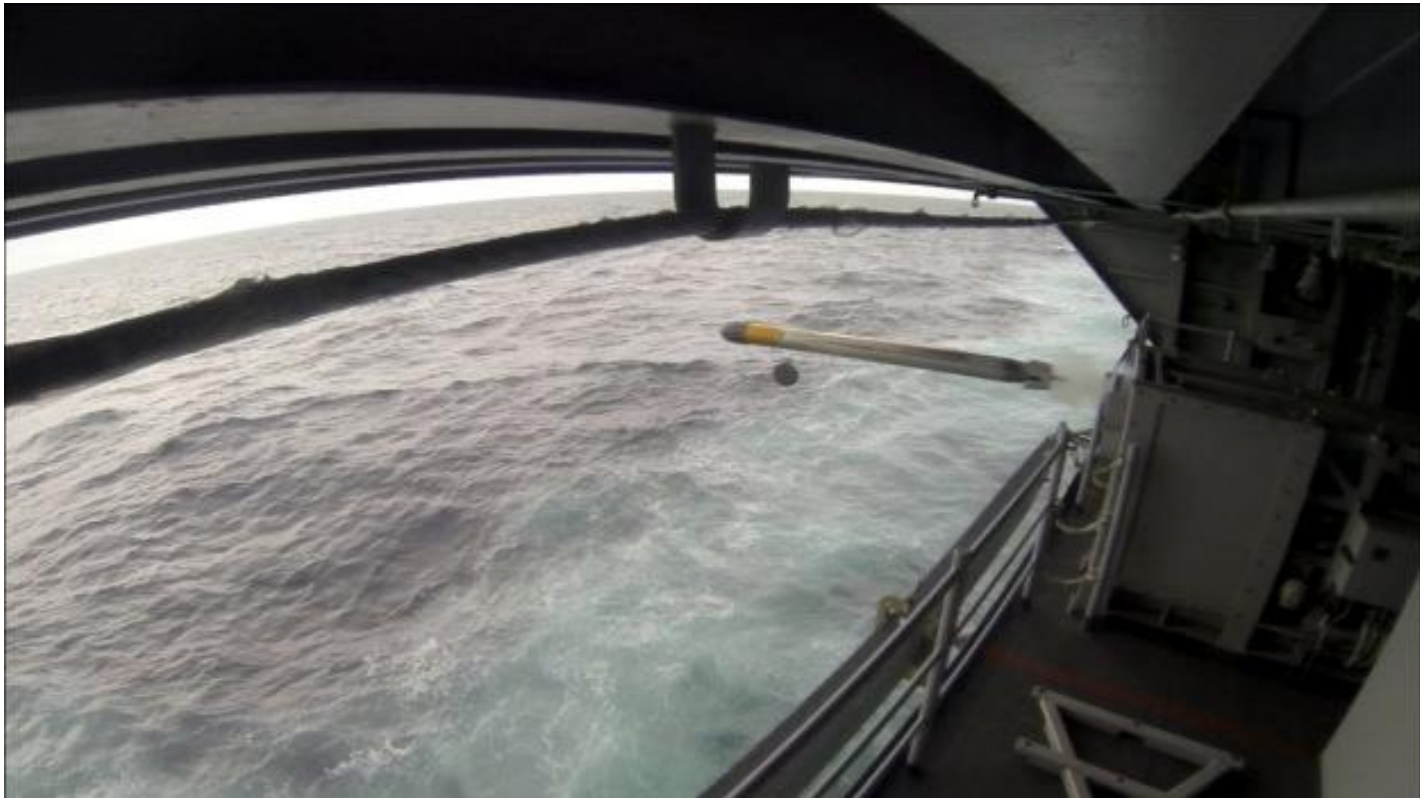


Delivering Technology to the Fleet

- “Push to Bush” or P2B was a response to deliver a ship launched anti-torpedo defense system capability to Nimitz class aircraft carriers
- Delivered Surface Ship Torpedo Defense (SSTD) to CVN-77 USS George H W Bush **within 13 months of identified Urgent Operational Need**
- **Coordinated effort between SBIR contractors, ARL Penn State, Navy Labs, NAVSEA and CVN -77 personnel**
- Successfully overcame challenges related to:
 - Lack of Prime contractor for the System
 - Limited Technological Maturity
 - Compliance with Weapon Safety Requirements



Surface Ship Torpedo Defense (P2B)





Delivering Technology Around the World

Emergency Integrated Lifesaving Lanyard (EMILY)

- EMILY began as part of STTR program with its key technologies deriving from ONR & NAVAIR sponsored **Silver Fox UAV in 2001**
- Led to development of **Autonomous Gateway Buoy (AGB)**, and **Autonomous Mobile Buoy (AMB) for ISR**
 - EMILY is currently in use by the Los Angeles County Fire and Rescue Department as well as many other agencies, and Navies for both lifeguard, “man-overboard” and swift water rescues
 - EMILY has gained international acclaim for its efforts in support of humanitarian efforts including assistance with the refugee crisis off the coast of Greece
 - Silver Fox has been used by various warfighting units in different locations around the world and is currently being developed to be used as part of autonomous swarming UAV operations
 - AGB/AMB is being employed for various missions involving ISR, MCM, and communications by various Naval assets around the world



Delivering Technology Around the World



Silver Fox UAV



EMILY

A thick blue arrow pointing downwards from the word 'EMILY' to the yellow buoy in the image below.

AGB/AMB



Working Across the Spectrum

- Company Size: **1 – 500 employees***
- States: **All 50 states, Puerto Rico, and DC**
- Company Revenue: **\$0->\$660M (iRobot)***
- Company Age: **Newly formed to > 50 years old***
- Technology Areas include all DoD Communities of Interest: **Advanced Electronics, Air Platforms, Autonomy, Biomedical, C4I, Counter-IED, Counter-WMD, Cyber, Electronic Warfare, Energy and Power, Engineered Resilient Systems, Ground and Sea Platforms, Human Systems, Materials and Manufacturing Processes, Sensors, Space, and Weapon Technologies**

* Not including firms purchased by large businesses

