



## DOD SBIR/STTR 201

Advanced Resources and Tools  
SBT/SBIR & STTR Training  
*April 6, 2017 | Atlanta, GA*

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# Mission

The DOD SBIR/STTR Program is designed to help Small Businesses create and deliver cost-effective innovations to sustain America's technological superiority over adversaries.



Stimulate high-tech innovation and technical excellence



Strengthen partnerships with the acquisition community



Transition SBIR/STTR technologies into commercial markets



Encourage participation in underserved states

# DOD by the Numbers

We strive to give opportunities



**600+** Topics per year



**36%** Of awardees have fewer than 9 employees



**2,800** Awards



**\$1B** In awards from the DoD



**25%** First time awardees



**\$31B** In commercialized products & services

# DOD Components

There are 12 participating Components

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Army



Navy



Air Force



Missile Defense  
Agency (MDA)



Defense Threat  
Reduction Agency  
(DTRA)



Defense  
Microelectronics  
Activity (DMEA)



Defense Advanced  
Research Projects  
Agency (DARPA)



Defense Health  
Agency (DHA)



Chemical and  
Biological  
Defense (CBD)



Special Operations  
Command  
(SOCOM)



Defense  
Logistics Agency  
(DLA)



National Geospatial  
Intelligence Agency  
(NGA)



# Eligibility Requirements

Requirements differ slightly between SBIR and STTR

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## Small Business Innovation Research (SBIR)

- 1 Organized for-profit U.S. business
- 2 At least 51% U.S. owned by individuals and independently operated
- 3 500 or fewer employees
- 4 PI's primary employment with small business during project

## Small Business Technology Transfer (STTR)

- 1 Formal Cooperative R&D Effort with a U.S. Research Institution
- 2 Minimum 40% by small business, 30% by U.S. Research Institution
- 3 Small business is Prime, PI can be from SBC or Research Institution
- 4 Intellectual Property Agreement

# What's Unique About the DOD?

7 reasons to work with the DOD

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# Three-Phased Program

The SBIR/STTR Programs are structured in three phases.



**Phase I:**  
**Feasibility Study**



**Phase II:**  
**Full Research, R&D  
to Prototype**



**Phase III:**  
**Commercialization**

# Welcome to the SBIR/STTR Submission Portal

<https://sbir.defensebusiness.org>

## Overview:

- Search archives (topics and awards)
- Search current topics
- Contact topic authors (SITIS)
- Solicitation/BAA information
- Start a proposal
- FAQs, Help Desk, and training videos

The screenshot shows the homepage of the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Submission Portal. The header includes the Department of Defense seal and the text "Small Business Innovation Research Small Business Technology Transfer". Navigation links for "Instructions", "Topics", "Archives", "FAQs", "Help", "About", and "Privacy" are visible. A large background image of a military aircraft is on the left. On the right, there are two informational boxes. The top box is for the "DOD Velocity Program". The bottom box is titled "Welcome to the DOD SBIR/STTR Small Business Portal" and states that SBIR 17.1 and STTR 17.A announcements are now closed. It provides a link to the "DOD Velocity Program" and a "Sign Up" button. Below this, there is a "Subscribe to our Listerv" section with a text input field for an email address and a "SUBSCRIBE" button. At the bottom, there is a "CURRENT ANNOUNCEMENTS" section with two entries: "SBIR 17.2" and "STTR 17.B". Each entry lists the pre-release date, announcement date, and announcement close date. To the right of this section are three colored buttons: "Resources" (red), "SITIS & Topics" (green), and "What's New" (blue).

Small Business Innovation Research  
Small Business Technology Transfer

Instructions Topics Archives FAQs Help About Privacy

**DOD Velocity Program**  
Visit [dodvelocitytech](#) for more information on the DOD Velocity Program, which provides SBIR/STTR innovators entrepreneurial training, commercialization mentorship, and engagement with potential end users, customers, or investors. Applications are now open.

**Welcome to the DOD SBIR/STTR Small Business Portal**  
The DOD SBIR 17.1 and STTR 17.A Announcements are now closed. Thanks to all participants for their contributions!  
SBIR 17.2 and STTR 17.B will pre-release on April 21, 2017.  
Need assistance? Call the Help Desk on M-F between 9:00 a.m. - 6:00 p.m. ET at 1-800-344-0717 or email [info@sbir.sttr.dod.mil](mailto:info@sbir.sttr.dod.mil). You can also visit the [FAQs](#) section to learn more.  
[Login](#) [Sign Up](#)

**Subscribe to our Listerv**  
Stay informed on new events and upcoming organization updates. Don't miss a thing.  
Email address  [SUBSCRIBE](#)

**CURRENT ANNOUNCEMENTS**

Program	Pre-Release Date	Announcement Date	Announcement Close Date
SBIR 17.2	April 21, 2017	May 23, 2017	June 23, 2017 at 6:00 a.m. ET
STTR 17.B	April 21, 2017	May 23, 2017	June 23, 2017 at 6:00 a.m. ET

[Resources](#) [SITIS & Topics](#) [What's New](#)

# Archives Search

Search past topics and Announcements for information

- Search topics and awards
- Find out what technologies the DOD needs
- Find the best Component for your technology

## Key Technology Areas:

- Air Platforms
- Chemical / Biological Defense
- Information Systems Technology
- Ground and Sea Vehicles
- Materials / Processes
- Biomedical
- Space Platforms
- Human Systems
- Weapons
- Nuclear Technology
- Sensors, Electronics, and Battlespace Environment



# Announcement Information

## Getting started

- Click 'Instructions' on the top menu to view instructions for each Component
- Instructions provide proposal submission and eligibility guidelines
- SBIR/STTR Instructions are written for each Component
- Important dates and times

The screenshot displays the SBIR/STTR Web Portal interface. At the top, a dark blue navigation bar contains the portal logo and links for Home, Instructions, Topics, Archives, FAQs, Help, About, and Profile. Below this, the main heading is 'BROAD AGENCY ANNOUNCEMENT INSTRUCTIONS'. On the left, a sidebar titled 'Important Dates' lists key events: Pre-Release Date (Friday, April 21, 2017), Announcement Open (Tuesday, May 23, 2017), STTR Closes to New Questions (Wednesday, June 7, 2017), and Announcement Close (Friday, June 23 at 8:00 p.m. ET). The main content area is divided into two sections. The 'DOD Instructions' section features a 'DOD Instructions:' header with buttons for 'SBIR 16.2' and 'STTR 16.B', followed by a link to view DOD announcement instructions. Below this is the DOD seal and a link to 'SBIR 16.2 Instructions'. The 'Component Instructions' section has a similar header with 'SBIR 16.2' and 'STTR 16.B' buttons, followed by a link to view component instructions. Below this is a grid of 12 component logos, each with a '[view]' link and a 'Last Updated' date. The components shown are: ARMY, NAVY, AIR FORCE, AIR FORCE Direct to Phase II, DARPA, DIA, DLA, DISA, DTIC, DISA, OSD, and USSOCOM.

Component	Last Updated
ARMY	3/28/2017
NAVY	3/28/2017
AIR FORCE	3/28/2016
AIR FORCE Direct to Phase II	3/28/2016
DARPA	3/28/2017
DIA	3/28/2017
DLA	3/28/2017
DISA	3/28/2017
DTIC	3/28/2017
DISA	3/28/2017
OSD	3/28/2017
USSOCOM	3/28/2017

# Topics Information

View, search, or browse topics within the current Solicitation/BAA

- Click 'Topics' on the top menu to view the current topics for each Component
- Search by Component, Topic Number, or Keyword
- Only topics within the current, open Announcement are accepted

**SBIR / STTR Web Portal** Home Instructions Topics Archives FAQs Help About Login

## TOPICS

**Important Dates**

**Pre-Release Date**  
Friday, April 21, 2017

**Solicitation Open**  
Tuesday, May 23, 2017

**SBIR Closes to New Questions**  
Wednesday, June 7, 2017

**Solicitation Close**  
Friday, June 21, 2017 at 8:00 p.m. ET

**Topic Search**

Select Solicitation: All Enter a topic number Enter a keyword **Search**

Topic #	Program	Component	Title	SBIR
A34-090	SBIR	ARMY	Flexible Integrated Intelligent Network (FIN) for Prognostics Health Management (PHM) Systems	
A34-091	SBIR	ARMY	Cost Effective Aerodynamic Missile Domes	QIA
A34-092	SBIR	ARMY	Low Cost, High Performance, Elastic Case Insulation for Solid Rocket Motors	
A34-093	SBIR	ARMY	Multisensing Target Discrimination Systems	
A34-094	SBIR	ARMY	Development of longwave infrared tunable laserline rejection filters	
A34-095	SBIR	ARMY	High Speed Low Loss Quantum Optical Switch for 1550nm band	
A34-096	SBIR	ARMY	Indoor GPS Satellite Constellation Antenna Array	QIA
A34-097	SBIR	ARMY	Expendable Active RF Technology for Helicopters (EARTH)	
A34-098	SBIR	ARMY	Developing A Robust Software Assurance Tools for Cyber Security	
A34-099	SBIR	ARMY	High Power MWIR Laser with Coherently Combined Emitters	
A34-100	SBIR	ARMY	Third Generation Sensor Anti-reflecting Surface Textures for Maximum Transmission through Infrared Optical Surfaces	
AF362-001	SBIR	AIR FORCE	Deployable Electronically Steered Apertures (ESAs) for Future Space Platforms	
AF362-002	SBIR	AIR FORCE	Instrumentation for passive sensing of diffusely modulated signatures	QIA
AF362-003	SBIR	AIR FORCE	Standardized Interface for Satellite Ground System Integration Technologies	
AF362-004	SBIR	AIR FORCE	Index, Export and Search Archived Data for Enterprise Ground Satellite Command and Control Systems from Multiple Sources	
AF362-005	SBIR	AIR FORCE	User Defined Operational Picture (UDOP) for Enterprise Ground Satellite Command and Control Systems from Multiple Sources	
AF362-006	SBIR	AIR FORCE	Autonomous Satellite Ground Operations	
AF362-007	SBIR	AIR FORCE	High Efficiency Radiation-Hard Solar Array Interface to Spacecraft Power System	

# Asking Questions to Topic Authors

## SBIR/STTR Interactive Topic Information System (SITIS)

- Ask questions through SITIS to clarify technical aspects of a current topic

**SITIS Ask a Question**

If you have multiple questions, please ask them separately by adding a new question below. Thank you.

Question

[+ Add Question](#) [- Remove Question](#)

[Submit Question](#)

- Follow SITIS for new Topic references, topic updates, and Q&A from other businesses

**SBIR / STTR Web Portal** Home Instructions Topics Archives FAQs Help About Login

[Back to Search Results](#)

**Component:** DARPA  
**Topic #:** SB171-001  
**Title:** Secure Messaging Platform  
**Technology Areas:** Info Systems

**OBJECTIVE:** Create a secure messaging and transaction platform that separates the message creation, from the transfer (transport) and reception of the message using a decentralized messaging backbone to allow anyone anywhere the ability to send a secure message or conduct other transactions across multiple channels traceable in a decentralized ledger.  
**DESCRIPTION:** There is a critical DoD need to develop a secure messaging and transaction platform accessible via web browser or standalone native application. The platform separates the message creation, from the transfer of the message within a secure courier to the reception and decryption of the message.  
**Legacy messaging and backoffice infrastructures, traditionally based on centralized, unencrypted hub-and-spoke database architecture, are expensive, inefficient, brittle and subject to cyber attack. The overhead costs of maintaining such architectures is rising rapidly. Many organizations unknowingly keep duplicate information and fail to ensure synchronization thus amplifying the potential for data theft and data corruption/loss. Incorporating a truly transparent mechanism for conducting journalized transactions enables the DoD to leverage its distributed footprint for a reduction in latency of these transactions, their security and their integrity and assurance.**  
**The messaging platform will transfer messages via a secure decentralized protocol that will be secured across multiple channels, including but not limited to: 1) Transport protocol, 2) Encryption of messages via various application protocols, 3) Customized blockchain implementation of message deconstruction and reconstruction, and decentralized ledger implementation. With this messaging platform the business logic of the DoD ecosystem would be mapped onto a network of known entities using distributed ledgers. By doing this significant portions of the DoD backoffice infrastructure can be decentralized, "smart documents and contracts" can be instantly and securely sent and received thereby reducing exposure to hackers and**

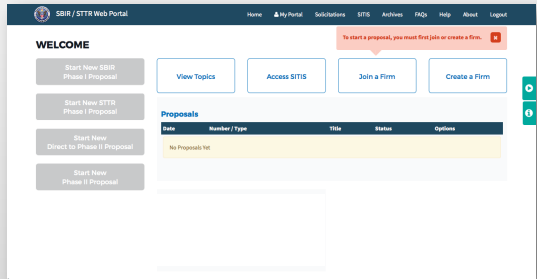
**SITIS Questions and Answers**  
[Ask a Question](#)  
**2/2/17**  
**Q1.** Are applications of non-US based institutions/companies accepted?  
**A1.** Foreign nationals are permitted however only US based businesses/institutions can participate in the SBIR/STTR program and no those persons would need to affiliate themselves to said businesses.  
**Q2.** The criteria for "time to live/self delete for messages" is impossible to achieve with a Blockchain. Is that a problem for this challenge?  
**A2.** This SBIR topic will explore blockchain protocols and other technical means to accomplish the phased goals. Submissions should address why they believe certain criteria are impossible including the basis of belief to include how one might realize the criteria if certain technical constraints were applied or relaxed.  
**1/15/17**  
**Q1.** Why haven't you tried first you mixing up the binary code in a specific sequence combination switching bits 0's to 1's and 1's to 0's, then you mixing up the string of Bytes in a specific sequence combination (every 10 to 12 characters). For every message or string of code the sequence combination changes. And then you transmit using SINGARS frequency-hopping mode. Would this approach be of interest to you?  
**A1.** DARPA is interested in all novel proposals and technology's which proposers believe will address the concerns listed in the SBIR topic.  
**12/27/16**  
**Q1.** The description for this project says that the design is to be "built on the framework of an existing blockchain framework".



# Join or Register a Firm

You will need to join/register a firm before starting a proposal

- Register to create an account and log in to My Portal. To start a proposal you can join or create a new firm
- Join a firm by entering your firm's DUNS Number, CAGE Code or SBC ID & enter the firm's password
- Create a firm by completing the firm registration fields



# Firm Information

Make sure your information is correct before submitting

The following is required at time of submission of your proposal

- SBA SBC ID ([www.sbir.gov](http://www.sbir.gov))

The following are required at time of award:

- DUNS Number
- CAGE Code
- Both can be found on [www.sam.gov](http://www.sam.gov)

The screenshot displays the 'SBIR PHASE I PROPOSAL' interface. On the left is a navigation menu with options: Cover Sheet, Basic Information (selected), Certification, Business Information, Proposal Information, Contact Information, Technical Volume, Cost Volume, CCR, and Submit. Below the menu is a 'Save Proposal' button and a timestamp 'Last saved on 3/3/2018 2:06 PM ET'. The main content area is titled 'Proposal Information' and includes fields for Proposal Number (A162-967-0022), Component (ARMY), Command (ARDEC), Topic Number (A-123-4567), and Proposal Title (Sample Army Topic). Below this is the 'Firm Information' section, which contains a yellow warning box stating: 'Please make sure the firm information is correct below. You can update your firm information by clicking the button below: Edit Firm Information'. A box highlights the firm details: Firm Name (Scientific Donuts), Address (123 Main Street, Big City, Arkansas, 33333), Website (http://scientificdonuts.com), DUNS, CAGE, and SBA SBC ID (333333333). At the bottom, a question asks '1. Does your firm allow for the release of its contact information to Economic Development Organizations?' with radio buttons for Yes and No. A 'Next' button is located in the bottom right corner.

# My Portal

## Start and view proposal information

- Start a Phase I, Phase II, or Direct to Phase II Proposal
- Access your proposals
- View: HTML and PDFs (Cover Sheet, Tech Volume, and Proposal Package)
- Edit your firm information

The screenshot shows the 'My Portal' interface of the SBIR / STTR Web Portal. The top navigation bar includes links for Home, My Portal, Instructions, Topics, Archives, FAQs, Help, About, Prime, and Logout. The main content area is divided into several sections:

- WELCOME [Redacted]**: A header section.
- Left Sidebar (Blue Buttons)**:
  - Start New SBIR Phase I Proposal
  - Start New STTR Phase I Proposal
  - Start New Direct to Phase II Proposal
  - Start New Phase II Proposal
  - Phase III Awards
  - SF298 Final Report Documentation
- View Topics**: A button to view topics.
- Instructions**: A button to view instructions.
- Company Commercialization Report**: A button to view the report.
- Proposals**: A table listing proposals.
- My Information**: A section for user profile details.
- Firm**: A section for firm details.

Date Created	Last Modified	Number / Type	Title	Status	Options
3/20/2017	3/20/2017 11:36 AM	N162-CIT-0211 SBIR Phase I	testing	In Progress	History Edit View Delete

**My Information** Edit Change My Password

Name: Jennie Ahmadi  
Email: jennifer.ahmadi@bytecubed.com  
Phone: 608-666-6666

**Firm** Edit Firm Change Firm Password

Name: My Firm

# Completing a Proposal

Contact the Help Desk with questions about how to submit

A complete proposal consists of 4 volumes:

- Proposal Cover Sheet
- Technical Volume
- Cost Volume
- Company Commercialization Report

## Cover Sheet

The screenshot shows the 'SBIR PHASE I PROPOSAL' form in the 'Business Information' section. The left sidebar lists the proposal components: Cover Sheet, Basic Information, Certification, Business Information (selected), Proposal Information, Contact Information, Technical Volume, Cost Volume, CCR, and Submit. The main content area contains questions 13 through 17 regarding business details. Question 13 asks for the number of employees. Question 14 asks if the firm is affiliated with a university. Question 15 asks if the firm is a socially or economically disadvantaged small business. Question 16 asks if the firm is a Woman-Owned small business. Question 17 asks if the firm is a Service-Disabled Veteran-Owned small business. Question 18 asks if the firm has been reviewed by a DCAAR. The form includes a 'Save Proposal' button and a 'Submit' button.

SBIR / STTR Web Portal

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**SBIR PHASE I PROPOSAL**

**1 Cover Sheet**

Basic Information ☒ Certification ☒

**Business Information**

Proposal Information Contact Information

**2 Technical Volume**

**3 Cost Volume**

**4 CCR**

**5 Submit**

**13. Number of employees including all affiliates (average for preceding 12 months):**

14. Is your firm affiliated as set forth in 13 CFR 121.1017?

15. As defined by SBA:

a. Are you a socially or economically disadvantaged small business?

b. Are you a Woman-Owned small business (WOSB)?

c. Are you a certified HUBZone small business concern?

d. Are you a Service-Disabled Veteran-Owned small business (SDVOSB)?

17. Has the Defense Contracting Audit Agency (DCAA) or other agreed upon agency performed a review of your accounts or records in connection with government contracts or subcontracts within the past 12 months?

If yes, please provide the date for when such a review was last performed (mm/dd/yyyy)

☐ There never had a DCAA review

## Cost Volume

The screenshot shows the 'SBIR PHASE I PROPOSAL' form in the 'Cost Volume Rates' section. The left sidebar is the same as the previous screenshot. The main content area contains a table for 'Cost Volume Rates' with columns for 'Rate' and 'Unit'. The table includes rows for 'Direct Personnel', 'Indirect Personnel', 'Direct Materials', 'Indirect Materials', 'Direct Overhead', 'Indirect Overhead', 'Direct Travel', 'Indirect Travel', 'Direct Fringe', 'Indirect Fringe', 'Direct Other', 'Indirect Other', 'Direct Subcontract', 'Indirect Subcontract', 'Direct Other', 'Indirect Other'. The 'Total Cost' is \$0.00. The form includes a 'Save Proposal' button and a 'Submit' button.

SBIR / STTR Web Portal

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**SBIR PHASE I PROPOSAL**

**1 Cover Sheet**

Basic Information ☒ Certification ☒

**Business Information**

Proposal Information Contact Information

**2 Technical Volume**

**3 Cost Volume**

**4 CCR**

**5 Submit**

**Cost Volume Rates**

Direct Personnel

Indirect Personnel

Direct Materials

Indirect Materials

Direct Overhead

Indirect Overhead

Direct Travel

Indirect Travel

Direct Fringe

Indirect Fringe

Direct Other

Indirect Other

Direct Subcontract

Indirect Subcontract

Direct Other

Indirect Other

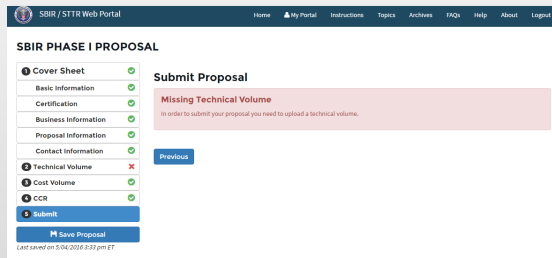
**Total Cost: \$0.00**

# Completing a Proposal

## Almost there!

Technical Volume is a PDF upload of a single file including all graphics and attachments

Review the proposal checklist to verify your firm's CCR information



The screenshot shows the 'SBIR PHASE I PROPOSAL' submission page. On the left is a vertical checklist of steps: Cover Sheet, Basic Information, Certification, Business Information, Proposal Information, Contact Information, Technical Volume, Cost Volume, CCR, and Submit. 'Technical Volume' is highlighted with a red 'X' icon, indicating it is missing. A large pink banner in the center reads 'Missing Technical Volume' and states 'In order to submit your proposal you need to upload a technical volume.' Below this banner is a 'Previous' button. At the bottom are 'Save Proposal' and 'Submit' buttons. The status at the bottom indicates 'Last saved on 5/04/2016 3:33 pm ET'.

SBIR / STTR Web Portal

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### SBIR PHASE I PROPOSAL

- 1 Cover Sheet ✓
- Basic Information ✓
- Certification ✓
- Business Information ✓
- Proposal Information ✓
- Contact Information ✓
- 2 Technical Volume ✗
- 3 Cost Volume ✓
- 4 CCR ✓
- 5 Submit

**Submit Proposal**

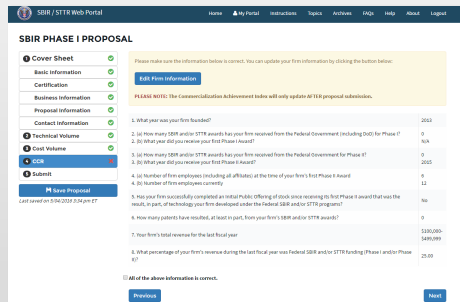
**Missing Technical Volume**

In order to submit your proposal you need to upload a technical volume.

[Previous](#)

[Save Proposal](#)

Last saved on 5/04/2016 3:33 pm ET



The screenshot shows the 'SBIR PHASE I PROPOSAL' review checklist page. It features a checklist on the left with 'Technical Volume' and 'CCR' highlighted in blue. A yellow banner at the top right says 'Please make sure the information below is correct. You can update your firm information by clicking the button below: Edit Firm Information'. Below this is a 'PLEASE NOTE' about Commercialization Achievement. The main area contains a table of questions related to the firm's history and revenue. At the bottom are checkboxes for 'All of the above information is correct.', 'Report Error', and 'Next' buttons. The status at the bottom indicates 'Last saved on 5/04/2016 3:34 pm ET'.

SBIR / STTR Web Portal

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### SBIR PHASE I PROPOSAL

- 1 Cover Sheet ✓
- Basic Information ✓
- Certification ✓
- Business Information ✓
- Proposal Information ✓
- Contact Information ✓
- 2 Technical Volume ✓
- 3 Cost Volume ✓
- 4 CCR ✓
- 5 Submit

[Edit Firm Information](#)

**PLEASE NOTE:** The Commercialization Achievement below will only update at IIR proposal submission.

1. What year was your firm founded?	2003
2. (a) How many SBIR and/or STTR awards has your firm received from the Federal Government (including DOD) for Phase I?	0
2. (b) What year did you receive your first Phase I Award?	N/A
3. (a) How many SBIR and/or STTR awards has your firm received from the Federal Government for Phase II?	0
3. (b) What year did you receive your first Phase II Award?	2005
4. (a) Number of firm employees (including all affiliates) at the time of your firm's first Phase I Award	0
4. (b) Number of firm employees currently	13
5. Has your firm successfully completed an initial Public offering of stock since receiving its first Phase II award that was the result, in part, of technology your firm developed under the Federal SBIR and/or STTR programs?	No
6. How many patents have resulted, at least in part, from your firm's SBIR and/or STTR awards?	0
7. Your firm's total revenue for the last fiscal year	\$10,000-\$49,999
8. What percentage of your firm's revenue during the last fiscal year was Federal SBIR and/or STTR funding (Phase I and/or Phase II)?	25.00

☐ All of the above information is correct.

[Report Error](#) [Next](#)

Last saved on 5/04/2016 3:34 pm ET

# Direct to Phase II

## Feasibility study and technical volume

- Select topics can be eligible for Direct to Phase II proposals
- Small Businesses must complete a feasibility study with a technical volume
- Feasibility study, technical volume, and supporting documents must be uploaded as a single .pdf file

SBIR / STTR Web Portal

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### SBIR DIRECT TO PHASE II PROPOSAL

Cover Sheet

Basic Information

Certification

Business Information

Proposal Information

Contact Information

**Feasibility & Technical Volume**

Cost Volume

CCR

Submit

Save Proposal

Last saved on 5/04/2024 1:59 pm ET

#### Feasibility & Technical Volume

**Online File Submission Guidelines:**

- PDF Format:** Technical Volumes must be in PDF format for evaluation purposes. Technical Volumes submitted in Portable Document Format (PDF) will be posted as soon as a virus scan of the file is complete (generally in 15 minutes depending on file size). It is recommended that you convert your file to PDF before uploading.
  - Must be in PDF format
  - Do not encrypt or add security layers to the file
  - The file must be self-contained. All figures and tables should be in the same file. Do not add other attachments or embed other files
  - Embed text in the PDF (see font settings below)
- Single File:** The Technical Volume should be a single file including all graphics and attachments, conform to the limitations on margins and number of pages described in Section 5.5 of the solicitation, and should exactly reflect the hardcopy version. The file name of the Technical Volume may not contain any special characters, such as a colon (":") or asterisk (\*).
- Page Header:** The header on each page of your Technical Volume should contain your company name, topic number, and proposal number. The header may be included in the one-inch margin.
- Page Length:** The maximum page length of the Feasibility Documentation and Technical Volume is specific to the Component's solicitation specifications for a Direct to Phase II Proposal. See solicitation guidelines for specific page length instructions. The page length is inclusive of supporting documents that may be required for your Technical Volume.
- Virus Check:** Officers are responsible for performing a virus check on each submitted Technical Volume. Each electronically submitted Technical Volume will be scanned for viruses. If a virus is detected, the file will be deleted which may cause rejection of the proposal.
- Verify Upload:** You are responsible for verifying the successful upload of your Technical Volume. You may change and upload a Technical Volume as often as is necessary before the proposal due date, each time simply deleting the PDF on file and uploading a new file.
- Font Settings:** Font Settings: It is best to use Western encoded versions of the fonts such as Times New Roman, Helvetica, and the standard distributions of Computer Modern. Please avoid submitting custom or proprietary fonts, including: SFProMath, SFProMath, and SFProMathMathman. Font embedding should be a selected setting when using a document distiller.
- Estimated Upload Times:** During the first days of the solicitation period, expect longer upload times. PLAN AHEAD and leave ample time to upload your Technical Volume.
- Please ensure the cost volume template from the cost volume section has been included as part of the technical volume upload**

#### Upload File

**Proposal Title:** Miniaturized Wireless Microscope and Tissue Diagnostics

All agencies require electronic submission of the Technical Volume (see each Component's section of the solicitation for details). To electronically submit a Technical Volume:

- **Step One:** Prepare your Technical Volume in PDF format (see note on file requirements above).
- **Step Two:** Scan for viruses.
- **Step Three:** Upload file below.

Upload File

Previous

Next

# Company Commercialization Report (CCR)

## Adding a new entry

- Upgraded system includes validated information to minimize errors from self-reporting
- Additional fields to support the contracting lifecycle
- DOD is now integrated with the SBA database requiring small business to only complete reporting once

The screenshot shows the 'NEW PROJECT ENTRY' form in the SBA/STTR Web Portal. The form is divided into several sections with progress indicators at the top: 1. Award Information (active), 2. Point of Contact, and 3. Complete.

**Award Information Section:**

- Award:** A dropdown menu with 'Select previously awarded Phase II proposal' and a checkbox for 'New DOD Award (Award not Bred)'.
- Component Sponsoring Phase II:** A dropdown menu with 'Select Component'.
- Component POC:** A text input field.
- Year of Award:** A dropdown menu with 'Select Year'.
- Subject:** Radio buttons for 'SBIR' and 'STTR'.
- Topic Number:** A text input field.
- Contract/Grant Number:** A text input field.
- Project Title:** A text input field.

**Acquisition Program Information Section:**

- Was your technology been inserted into an Acquisition Program?** Radio buttons for 'Yes' and 'No'.

**Fielded System Information Section:**

- Was your technology been inserted into a Fielded System?** Radio buttons for 'Yes' and 'No'.
- Was the technology inserted under your firm name?** Radio buttons for 'Yes' and 'No'.
- Was the technology inserted under another firm/partner?** Radio buttons for 'Yes' and 'No'.
- Was the technology inserted under a licensing agreement?** Radio buttons for 'Yes' and 'No'.
- Was the technology sold to another firm working with this acquisition program?** Radio buttons for 'Yes' and 'No'.

**Program Office:** A text input field.

**Fielded System Notes:** A large text area for notes.

**Upload Additional Document (PDF only):** A button labeled 'Upload File' and a link 'View Uploaded Documents'.

**Sales/Licensing:** A text input field.

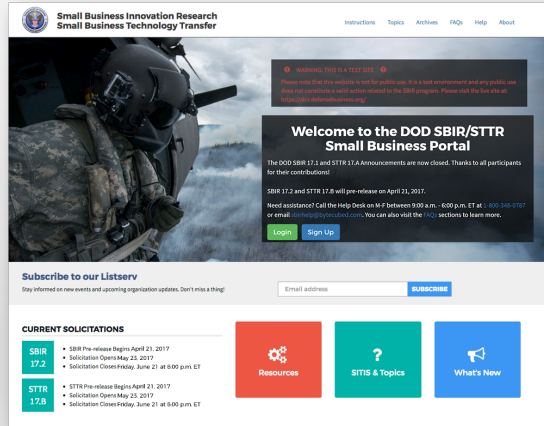
## Part II: How Does Government Interact with the Site?



# Component Playground

## Get to know the system

- Components access a test version of the site as a small business to provide feedback and improvements
- Components can ensure business rules for their specific Component are implemented accurately

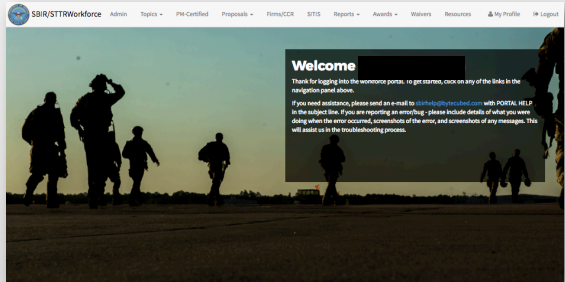


# Workforce Portal

Manage everything inside and outside of the Announcement

Manages the following modules of the program:

- Announcements
- SITIS
- Reporting
- Proposal submission data
- Award data
- CCR
- Firm information
- Data Verification Tool
- Waivers



# Access Levels

Different permissions for user types

---

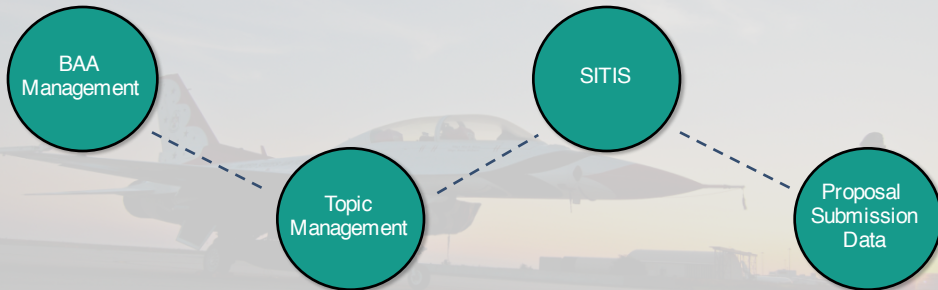
- Workforce Portal is password and user role based
- Depending on access levels certain menu items and site functions will not be accessible

The screenshot displays the 'My Profile' interface. At the top, there's a navigation bar with links like Home, CDR, STTS, Reports, Awards, Waivers, and Resources. The main heading is 'My Profile' with a 'Change Password' button. The form includes input fields for 'First Name' (containing 'test'), 'Last Name' (containing 'profile'), and 'Phone Number' (with three separate boxes for digits). The 'Email' field contains 'test@data-test'. Under 'User Type', 'Super User' is selected. The 'Component(s)' section lists various organizations: ARMY, NAVY, AIR FORCE, CDC, DARPA, DAP, DLA, DMRB, DPM, NSA, NGA, OND, and UNISODCOM. The 'Last Login' timestamp is '4/25/2018 3:30:00 PM'. A blue 'Update Profile' button is at the bottom right.

# Workforce Portal Announcement

How the Workforce Portal helps manage the Announcement process

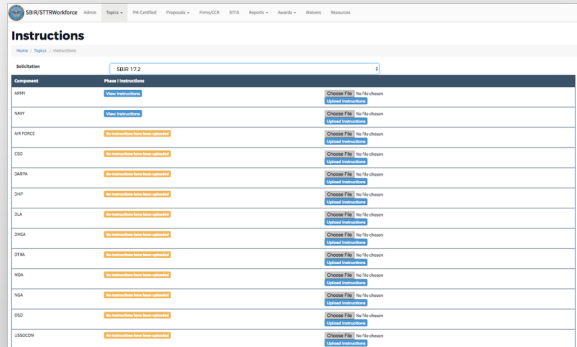
---



# Workforce Portal

## Announcement Management

- Components can upload Announcement instructions
- Solicitation/BAA Manager receives them and provides feedback to Components via email



The screenshot shows the 'Instructions' page for the SBIR/STTR Workforce portal. The page has a navigation bar with links: Home, Topics, Instructions, and a search bar. Below the navigation bar, there's a section for 'Solicitation' with a dropdown menu showing 'SBIR 17.2'. The main content area is a table with columns: Component, Phase / Instructions, and a set of links. The table lists various components and their corresponding instructions, with links to 'Choose File', 'No Instructions Found', and 'Upload Instructions'.

Component	Phase / Instructions	Links
AFM	<a href="#">View Instructions</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
NAVY	<a href="#">View Instructions</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
AIR FORCE	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
CSO	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
DARPA	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
DAW	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
SLA	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
DREA	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
STRA	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
NSA	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
NDA	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
OSD	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>
USDOC	<a href="#">No Instructions Found</a>	<a href="#">Choose File</a> <a href="#">No Instructions Found</a> <a href="#">Upload Instructions</a>

# Workforce Portal

## Topic Management

- Upload individual and bulk topics
- Upload verification and automatic formatting
- Access database template for upload available
- Edit and delete topics

**SBIR/STTR Workforce** Admin Topics PM-Certified Proposals Firms/CCR SITIS Reports Awards Waivers Resources My Profile Logout

### Topics

Home / Topics / Edit Topic

Solicitation/BAA: SBIR 17.2 Component: ARMY

+ Add Topic Upload Topics Export Topics

Show: All entries Previous Next

Component	Topic Number	Topic Title	Program	
ARMY	A17-117	Extremely High Frequency Rail-based Synthetic Aperture Radar	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-118	Improved PMT for Missile in Contested GPS Environments	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-119	Detect, Locate, and Mitigate GPS Threats	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-120	Volumetric Spectral Diagnostics of Particle Laden Plumes	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-121	Low-Order Models for the Evolution of Scalar and Vector Quan...	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-122	Accurate Hybrid Flowfield Approaches for High Altitude Maneu...	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-123	Observable Signatures of Missile Threats to Army Interests L...	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-124	Significant Chemical Contributors to Observable Signatures o...	SBIR	<a href="#">Edit</a> <a href="#">View</a>
ARMY	A17-125	Nonmetallic Materials for Use in Energetic Formulations	SBIR	<a href="#">Edit</a> <a href="#">View</a>

# Workforce Portal

## SITIS Q&A Management

- SITIS questions and answers are managed by the SITIS Admin
- Components can view the SITIS Report and view all questions asked and when forwarded to a TPOC for response
- View stats on duration of time questions were asked and answered by a TPOC

**SIBIR/STTRWorkforce** Admin Topics PM-Certified Proposals Firms/CCR SITIS Reports Awards Waivers Resources [My Profile](#) [Logout](#)

[SITIS Topic Grid](#)

### SITIS Q&A Monitoring

Solicitation/BAAs:  Component:

525 Inquiries | 898 questions

Inquiry #	Topic #	Component	Topic Title	Question Preview	# of Q	Date Requested	Date to TPOC	Date Answered
1686	A17-003	ARMY	Development of In-Process Moni...	Are the references list below ...	1	11/30/16	11/30/16	12/1/16
1687	CB0171-005	CBD	Process Development and Manufa...	The objective description for ...	1	11/30/16	11/30/16	12/6/16
1688	N171-085	NAVY	Transportable Ultrashort Pulse...	What is the wavelength region ...	1	11/30/16	11/30/16	12/1/16
1690	DHA17-011	DHA	Point of Injury Therapy to Mal...	For this specific announcement...	1	11/30/16	12/1/16	12/8/16
1693	A17-033	ARMY	Low-Cost, Lightweight, High-St...	I have filed a patent that is ...	1	12/1/16	12/2/16	12/2/16
1699	A17-035	ARMY	Inspection System for Body and...	Will the NDI tool be considere...	1	12/2/16	12/2/16	12/14/16
1703	AF171-125	AIR FORCE	Aerial Refueling of UAVs	What are the Air Force expecta...	1	12/2/16	12/2/16	12/20/16
1704	SOCOM17-003	USSOCOM	Innovative CubeSat Payloads fo...	I would like to get a copy of ...	1	12/2/16	12/4/16	12/7/16
1705	N171-074	NAVY	Affordable, Fast-Tunable, Notc...	The topic mentions "complex in...	1	12/2/16	12/4/16	1/27/17

# Workforce Portal

## Proposal Data Management

- View and export Phase I, Phase II and Direct to Phase II proposals packages
- Search by Solicitation/BAA, Component, topic number, firm name, proposal number, etc.
- Lock/Unlock Phase II Proposals
- Access Proposal Archives

**SBIR/STTR Workforce** Admin Topics PH-Certified Proposals Firms/CCR SITIS Reports Awards Waivers Resources My Profile Logout

### SBIR Phase I Proposals

Home / Proposals / SBIR Phase I Proposals

Solicitation/BAA: SBIR 17-1 Component: All Components Topic #: Firm Name: Status: Submit Date Start: Submit Date End: Proposal #

Cover Sheet Flagged Report Year/Quarter:

Search Clear Filters

Show 10 entries Export Data Exports are disabled for result sets longer than 2000 rows

Proposal #	Program	Component	Topic #	Firm	Title	Status	Locked	Submitted Date	Last Modified	Cover Sheet Submitted	Cost Proposal
S171-003-0096	SBIR	USSOCOM	SOCOM17-003	FATHOM LLC	Wibug Weather monitoring self...	Submitted	Yes	02/08/2017 12:50:11 AM	02/08/2017 12:49:52 AM	Yes	Yes
S171-002-0024	SBIR	USSOCOM	SOCOM17-002	Nano Terra, Inc	Moisture Wicking Pathway Treat...	Submitted	Yes	02/07/2017 11:22:42 PM	02/07/2017 11:22:32 PM	Yes	Yes
S171-003-0097	SBIR	USSOCOM	SOCOM17-003	Optisys, LLC	Innovative CubeSat	Submitted	Yes	02/07/2017 11:12:12 PM	02/07/2017 11:12:05 PM	Yes	Yes



# Workforce Portal

## Proposal Evaluation

---

SBIR/STTR Proposals are viewable  
in the Workforce Portal

Components export proposal data  
for their own evaluation



Workforce  
Proposal  
Database

Export Data ▾

- Access Database (.mdb)
- Full Cover Sheets/Cost Proposals (.mdb)
- Partial Cover Sheets (.mdb)
- Firm Report (.mdb)
- Zip Files (.zip)
- Tech Volumes (.zip)
- Proposal Packages (.zip)
- Csv Files (.csv)
- Cost Proposals (.csv)
- Coversheets (.csv)
- Partial Cover Sheet (.csv)
- CAI Report (.csv)
- Certification Report (.csv)
- Firm Report (.csv)
- Flagged Cover Sheet Details (.csv)
- Excel Files (.xlsx)
- Team Partners (.xlsx)

# Workforce Portal

How the Workforce Portal helps manage the entire SBIR/STTR Program

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Firm CCR  
Report

Data  
Verification  
Tool

Waiver,  
Notifications,  
and Forms

Reporting

# Workforce Portal

## Firm/CCR

- Components can validate firm CCR data for their own records
- View and export firm funding history

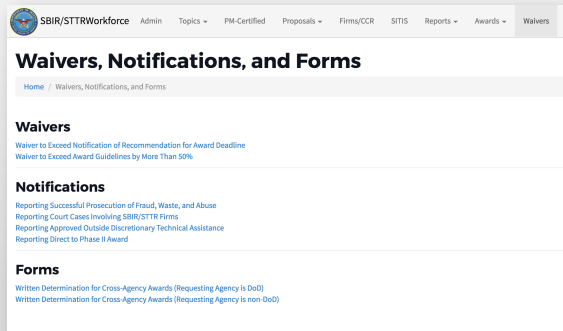
SBIR/STTRWorkforce Admin Topics PM-Certified Proposals Firms/CCR SITIS Reports Awards Waivers Resources My Profile Logout											
Proposals CCR Funding											
Phase	Proposal #	Topic #	Component	Status	Title	CO Name	CO Email	PM Name	PM Email		
Phase I	F103-149-1149	AF103-149	AIR FORCE	Archived	Coating Removal for Surface Preparation	Doug Wiser	doug.wiser@es3inc.com	Jay Randolph	jay.randolph@es3inc.com		
Phase I	F103-256-1398	AF103-256	AIR FORCE	Archived	High Integrity Coatings for Aircraft Landing Skids/Skids	Doug Wiser	doug.wiser@es3inc.com	Richard Vander Straten	richard.vanderstraten@es3inc.com		
Phase I	F141-203-0615	AF141-203	AIR FORCE	Archived	Improved LHE Zn-Ni and Cd Plating Process	Doug Wiser	doug.wiser@es3inc.com	Craig Pessetto	craig.pessetto@es3inc.com		
Phase I	F141-164-0613	AF141-164	AIR FORCE	Archived	Programmable Accelerated Environmental Test System for Aerospace Materials	Doug Wiser	doug.wiser@es3inc.com	Jay Randolph	jay.randolph@es3inc.com		
Phase I	F141-208-0636	AF141-208	AIR FORCE	Archived	Material and Process Specification Optimization	Doug Wiser	doug.wiser@es3inc.com	Roger Jesson	roger.jessen@es3inc.com		
Phase I	F141-065-0610	AF141-065	AIR FORCE	Archived	Structural Health Monitoring (SHM) Methods for Aircraft Structural Integrity	Doug Wiser	doug.wiser@es3inc.com	Robert Huot	robert.huot@es3inc.com		
Phase I	F141-215-0619	AF141-215	AIR FORCE	Archived	Corrosion- Preventative, Super-hydrophobic Coatings for Landing Gear	Doug Wiser	doug.wiser@es3inc.com	Richard Vander Straten	richard.vanderstraten@es3inc.com		

# Workforce Portal

## Waivers, Notifications, and Forms

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- Components can fill out waivers to switch proposals from SBIR to STTR
- Switch Component
- Extension on limits of cost and duration



# Workforce Portal

## Data Verification Tool

- Components can upload their quarterly and annual reports and provide real-time feedback on report submissions
- Provides a status on quarterly and annual report uploads by Component

**Award Data Upload**

File Type: Quarterly SBIR Agency: ARMY Year: 2016 Quarter: 2

File:  No file chosen File must be of type .xml

Agency	Type	Fiscal Year	Status	Imported	Imported By	Options
ARMY	Quarterly SBIR	2016	Import Failed	May 1, 2016 8:38:17 AM	Drift Khan	<a href="#">Review</a>
ARMY	Quarterly SBIR	2016	Import Failed	May 1, 2016 8:34:21 AM	Drift Khan	<a href="#">Review</a>
ARMY	Quarterly SBIR	2016	Import Failed	May 1, 2016 8:34:02 AM	Drift Khan	<a href="#">Review</a>
ARMY	Quarterly SBIR	2016	Import Failed	May 1, 2016 8:33:58 AM	Drift Khan	<a href="#">Review</a>
DARPA	Quarterly SBIR	2016 Q4	Validated	May 1, 2016 8:33:25 AM	Drift Khan	<a href="#">Review</a>
DARPA	Quarterly SBIR	2016	Validated	May 1, 2016 8:33:08 AM	Drift Khan	<a href="#">Review</a>
DARPA	Quarterly SBIR	2016	Validated	May 1, 2016 8:32:52 AM	Drift Khan	<a href="#">Review</a>
DARPA	Quarterly SBIR	2016	Validated	May 1, 2016 8:32:35 AM	Drift Khan	<a href="#">Review</a>
DARPA	Quarterly SBIR	2016	Import Failed	May 1, 2016 8:32:08 AM	Drift Khan	<a href="#">Review</a>

# Workforce Portal

## Reporting


- Validate CCR records by Components
- Validate topics with ACQ Program, Manufacturing, and Energy Report for quarterly reporting
- SITIS Q&A Monitoring Report allows Components to check the status of unanswered inquiries

SBIR/STTRWorkforce Admin Topics PM-Certified Proposals Firms/CCR SITIS Reports Awards Waivers Resources My Profile Logout

### CCR Report

[Home](#) / [Reports](#) / CCR Report

Agency	Record Count	Total Additional Investments	Total Sales	Commercialization	DOD Commercialization
NAVY	5,450	\$3,881,261,299	\$6,444,859,362	\$10,326,120,661	\$6,662,580,087
AIR FORCE	6,759	\$3,061,025,413	\$4,844,999,760	\$7,906,025,173	\$3,920,753,328
ARMY	4,674	\$2,642,188,321	\$5,256,615,719	\$7,908,804,040	\$3,282,401,101
DARPA	1,271	\$824,110,673	\$2,740,133,580	\$3,564,244,253	\$729,005,106
MDA	1,784	\$944,991,972	\$3,099,885,738	\$4,044,877,710	\$1,253,072,612
DTRA	173	\$67,321,679	\$75,529,387	\$142,851,066	\$79,818,719
USSOCOM	155	\$80,315,471	\$289,270,370	\$369,585,841	\$297,102,553
NGA	18	\$2,716,323	\$2,801,379	\$5,317,702	\$2,159,644
CBD	134	\$60,477,430	\$21,439,213	\$81,916,643	\$46,408,765
OSD	527	\$206,664,289	\$141,016,460	\$347,680,749	\$243,989,335
DLA	13	\$1,924,851	\$10,261,407	\$12,186,258	\$4,028,258
DMEA	6	\$4,000	\$1,447,300	\$1,451,300	\$63,157
DHP	54	\$5,269,978	\$26,960,726	\$32,230,704	\$5,638,848
<b>Totals</b>	<b>21,018</b>	<b>\$11,778,271,699</b>	<b>\$32,965,020,401</b>	<b>\$34,743,292,100</b>	<b>\$16,527,021,513</b>



## Get in Touch

For additional information please visit: <https://sbir.defensebusiness.org>  
To subscribe to our ListServ, email: [sbiroutreach@bytecubed.com](mailto:sbiroutreach@bytecubed.com)

Questions? Contact us!



1-800-348-0787



[sbirhelp@bytecubed.com](mailto:sbirhelp@bytecubed.com)

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