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.

Mission

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

2017 DOD SBIR/STTR Programs
DOD Components
There are 12 participating Components


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

<table>
<thead>
<tr>
<th>Small Business Innovation Research (SBIR)</th>
<th>Small Business Technology Transfer (STTR)</th>
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<tbody>
<tr>
<td>1 Organized for-profit U.S. business</td>
<td>1 Formal Cooperative R&amp;D Effort with a U.S. Research Institution</td>
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<tr>
<td>2 At least 51% U.S. owned by individuals and independently operated</td>
<td>2 Minimum 40% by small business, 30% by U.S. Research Institution</td>
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<tr>
<td>3 500 or fewer employees</td>
<td>3 Small business is Prime, PI can be from SBC or Research Institution</td>
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<tr>
<td>4 PI’s primary employment with small business during project</td>
<td>4 Intellectual Property Agreement</td>
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What’s Unique About the DOD?
7 reasons to work with the DOD

- Focused on the warfighter
- Largest SBIR program in the Federal Government
- DOD is both an investor and a customer
- Issues contracts not grants
- Retain data rights for 5 years
- Does not allow majority-owned by multiple VCOCs, equity, or hedge funds to participate
- Sole-sourcing allowed for follow-on awards
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
• 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

Archives Search
Search past topics and Announcements for information
• 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
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
Asking Questions to Topic Authors
SBIR/STTR Interactive Topic Information System (SITIS)

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

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

SBIR/STTR Interactive Topic Information System (SITIS)

SITIS Ask a Question

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

Submit Question

SBIR/STTR Web Portal

SITIS Questions and Answers

2/9/17
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 US businesses/institutions 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.

1/18/17
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 30 to 32 characters). For every message or string of code the sequence combination changes. And then you transplanting SIMGARS frequency hopping mode. Would this approach be of interest to you?
A1. DARPA is interested in all novel proposals and technologies which proposers believe will address the concerns listed in the SBIR topic.

12/29/16
Q1. The description for this project says that the design is to be “built on the framework of an existing blockchain framework”.

[SBIR/STTR Interactive Topic Information System (SITIS) website screenshot]

[SBIR/STTR Web Portal website screenshot]
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
The following is required at time of submission of your proposal:

- SBA SBC ID (www.sbir.gov)

The following are required at time of award:

- DUNS Number
- CAGE Code
- Both can be found on www.sam.gov

Firm Information
Make sure your information is correct before submitting.
• 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
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

Cost Volume
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.
• 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
• 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
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.
Manages the following modules of the program:

- Announcements
- SITIS
- Reporting
- Proposal submission data
- Award data
- CCR
- Firm information
- Data Verification Tool
- Waivers
• Workforce Portal is password and user role based

• Depending on access levels certain menu items and site functions will not be accessible
Workforce Portal Announcement
How the Workforce Portal helps manage the Announcement process

- BAA Management
- Topic Management
- SITIS
- Proposal Submission Data
Components can upload Announcement instructions.

Solicitation/BAA Manager receives them and provides feedback to Components via email.
Workforce Portal

Topic Management

- Upload individual and bulk topics
- Upload verification and automatic formatting
- Access database template for upload available
- Edit and delete topics
• 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
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 Proposals are viewable in the Workforce Portal. Components export proposal data for their own evaluation.

Proposal Submission by Small Business

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

- Firm CCR Report
- Data Verification Tool
- Waiver, Notifications, and Forms
- Reporting
Components can validate firm CCR data for their own records

View and export firm funding history
Components can fill out waivers to switch proposals from SBIR to STTR

Switch Component

Extension on limits of cost and duration

Workforce Portal
Waivers, Notifications, and Forms

Waivers
Waiver to Exceed Notification of Recommendation for Award Deadline
Waiver to Exceed Award Guidelines by More Than 50%

Notifications
Reporting Successful Prosecution of Fraud, Waste, and Abuse
Reporting Court Cases Involving SBIR/STTR Firms
Reporting Approved Outside Discretionary Technical Assistance
Reporting Direct to Phase II Award

Forms
Written Determination for Cross-Agency Awards (Requesting Agency is DoD)
Written Determination for Cross-Agency Awards (Requesting Agency is non-DoD)
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.
• 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
Get in Touch

For additional information please visit: https://sbir.defensebusiness.org
To subscribe to our ListServ, email: sbiroutreach@bytecubed.com

Questions? Contact us!

1-800-348-0787
sbirhelp@bytecubed.com

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