DOD SBIR/STTR 201

Advanced Resources and Tools
SBT/SBIR & STTR Training
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Mission

The DOD SBIR/STTR Program is designed the 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

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

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

Focused on the warfighter

Largest SBIR program in the Federal Government

DOD is both an investor and a customer

Sole-sourcing allowed for follow-on awards

Issues contracts not grants

Retain data rights for 5 years

Does not allow majority-owned by multiple VCOCs, equity, or hedge funds to participate

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

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

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

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
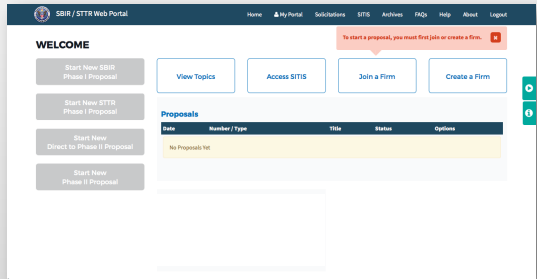
Firm Information
Make sure your information is correct before submitting

The following is required at time of submission of your proposal

- SBA SBC ID (www.sbir.gov)

The following are required at time of award:

- DUNS Number

- CAGE Code

- Both can be found on www.sam.gov

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

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
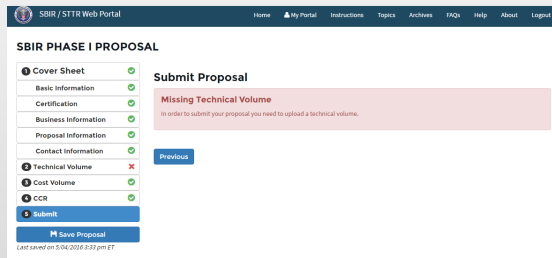- Cost Volume
- Company Commercialization Report

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

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

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

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
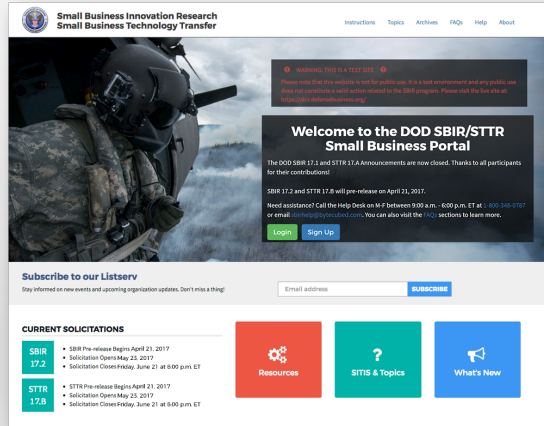
Workforce Portal
Manage everything inside and outside of the Announcement

Manages the following modules of the program:

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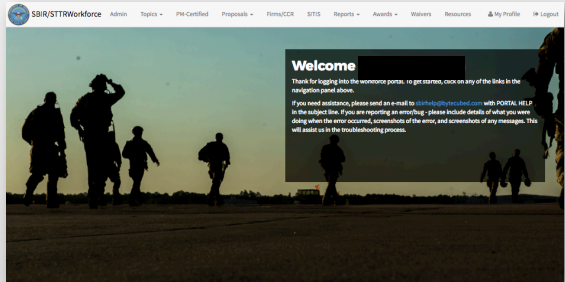
Access Levels

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

Workforce Portal Announcement

How the Workforce Portal helps manage the Announcement process

BAA Management

SITIS

Topic Management

Proposal Submission Data
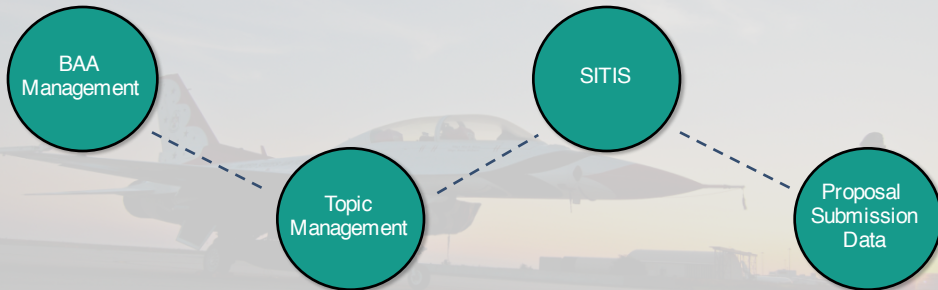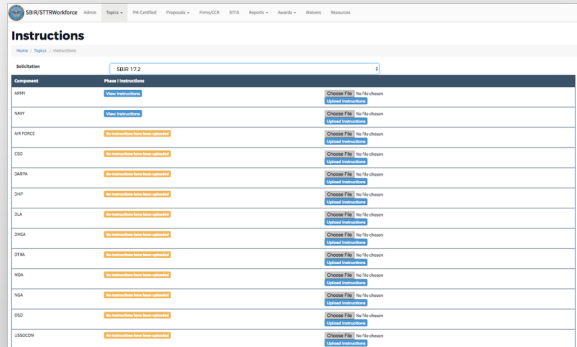
Workforce Portal
Announcement Management

- 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

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

Workforce Portal
Proposal Data Management

- View and export Phase I, Phase II and Direct to Phase II proposals packages

- Search by Soliciation/BAA, Component, topic number, firm name, proposal number, etc.

- Lock/Unlock Phase II Proposals

- Access Proposal Archives

Workforce Portal
Proposal Evaluation

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

Workforce Portal
Firm/CCR

- Components can validate firm CCR data for their own records

- View and export firm funding history

Workforce Portal
Waivers, Notifications, and Forms

- Components can fill out waivers to switch proposals from SBIR to STTR

- Switch Component

- Extension on limits of cost and duration
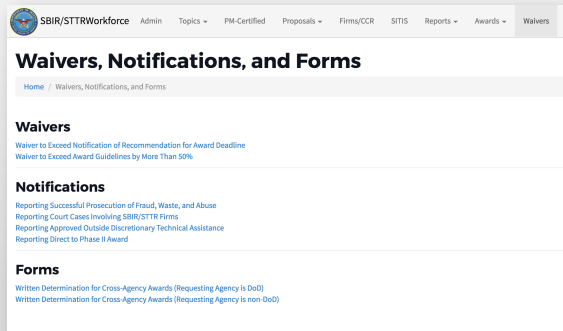
Workforce Portal
Data Verification Tool

- 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

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	$5,266,615,719	$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	$2,601,379	$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
Totals	**21,018**	**$11,778,271,699**	**$22,965,020,401**	**$34,743,292,100**	**$16,527,021,513**

Get in Touch

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

Questions? Contact us!

Connect with us!

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