Navy SBIR/STTR Programs

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Navy SBIR Program Goals

Two Main Goals of Navy SBIR Program

- **Use small business to develop innovative R&D that addresses a Navy need**
- **Implement that technology into a Navy Platform or Weapon System**

Organizational Structure

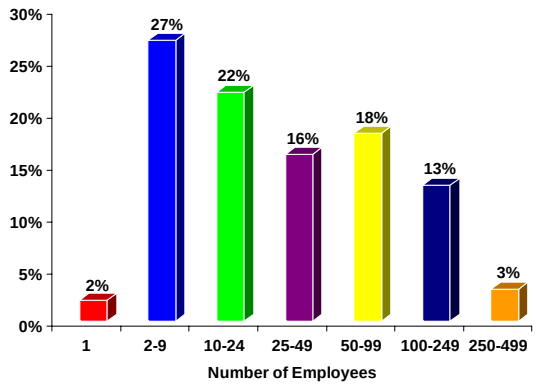
- **Program is Administered by the Office of Naval Research**

Office of Naval Research

- **Program Participants**
  - **Naval Sea Systems Command (NAVSEA):** Warfare Centers, PEO's and Program Managers
  - **Naval Air Systems Command (NAVAIR):** Warfare Centers, PEO's and Program Managers
  - **Office of Naval Research (ONR):** Science & Technology Directorates and Naval Research Laboratory
  - **Space & Warfare Sys. Command (SPAWAR):** Warfare Centers, PEO's and Program Managers
  - **Marine Corps Systems Command (MARCOR):** Direct Reporting Program Managers
  - **Naval Supply Systems Command (NAVSUP)**
  - **Naval Facilities Systems Command (NAVFAC)**

Who Participates?

- **Small hi-tech firms from across the country**
- **Firms are typically small & new to the program**



Acquisition Driven Process
TECHNOLOGY PULL APPROACH

- **Over 80% of Navy Topics address a specific need from a PEO/PM/FNC office (i.e. military application)**
- **Topics and awards based on their R&D priorities and SBIR funding allocation**
- **Many contracts awarded/monitored by lab employees with Acquisition Office POC involved**

Funding and Program Managers

Program administration: John Williams, Director NAVY SBIR

FY 2009: NAVY SBIR …….$325M

NAVY STTR.....$39M

Program execution*:

NAVY SBIR FY 2009 ($325M) Funding Breakout:

NAVAIR……$145M	**Janet McGovern**
NAVSEA……$61M	**Dean Putnam**
ONR……..$45M	**Tracy Frost**
MARCOR… $17M	**Paul Lambert**
SPAWAR ….$42M	**Summer Jones**
NSMA……..$11M	**Steve Stachmus**

NAVSUP, SSPO, NAVFAC …~$3M

STTR…..$39M **Steve Sullivan**

***each SYSCOM has different guidelines for phase II**

Navy SBIR Statistics

- **Statistics for the SBIR program:**

FY	# of Topic	$M	# of proposals	# of Phase I	# of Phase II
- 2003	222	196	3,088	551	192
- 2004	266	217	3,667	585	212
- 2005	163	253	2,663	466	290
- 2006	187	309	2,499	446	234
- 2007	214	312	2,620	618	223
- 2008	221	264	2,708	546	273
- 2009	228	326	3,555	474*	261*

- **Statistics for STTR program:**

FY	# of Topic	$M	# of proposals	# of Phase I	# of Phase II
- 2003	26	12.4	314	69	20
- 2004	34	25	404	91	27
- 2005	33	30	432	96	33
- 2006	40	37	537	116	42
- 2007	39	37	417	95	38
- 2008	34	32	383	92	51
- 2009	39	39	689	120*	46

* Data incomplete - still gathering for 09.3 and 09.B

Navy Needs Technologies for Many Different Platforms

Science & Technology Areas

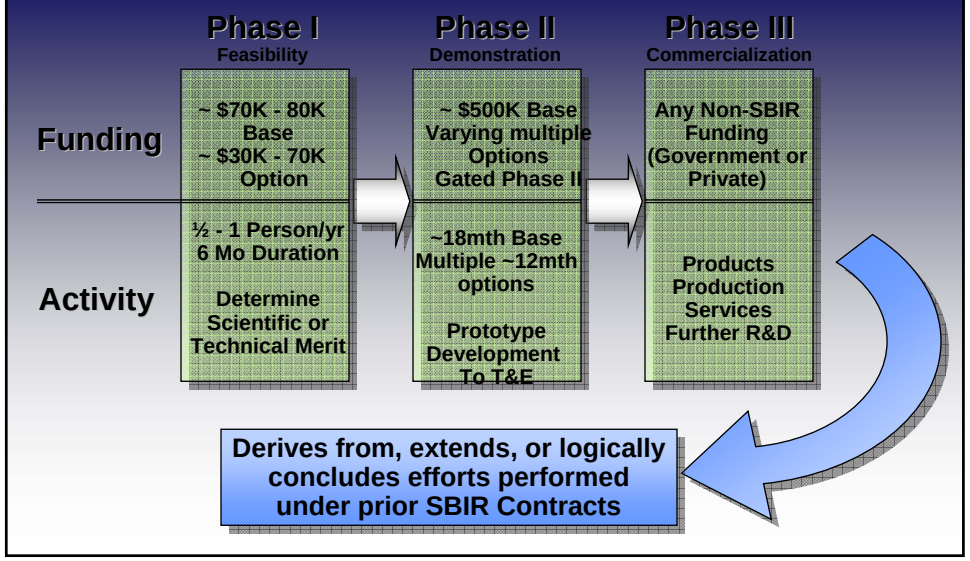
- **Science Areas**
  - Atmospheric and Space Sciences
  - Biology and Medicine
  - Chemistry
  - Cognitive and Neural Sciences
  - Computer Sciences
  - Electronics
  - Environmental Sciences
  - Manufacturing Sciences
  - Materials
  - Mathematics
  - Mechanics
  - Ocean Sciences
  - Physics
  - Terrestrial Sciences

- **Technology Areas**
  - Aerospace Propulsion and Power
  - Aerospace Vehicles
  - Battlespace Environment
  - Chemical and Biological Defense
  - Clothing, Textiles and Food
  - Command, Control and Communication
  - Computers and Software
  - Conventional Weapons
  - Electronic Devices
  - Electronic Warfare
  - Environmental Quality and Engineering
  - Human-System Interface
  - Manpower, Personnel and Training
  - Manufacturing Technology
  - Materials and Structures
  - Medical
  - Modeling and Simulation
  - Sensors
  - Surface/Undersurface/Ground Vehicles

Annual DoD Solicitations

Fiscal Year 2009 & 10	3 SBIR	1 STTR
Pre-Solicitation	November April July	January
Open	December May August	February
Close	March June September	March

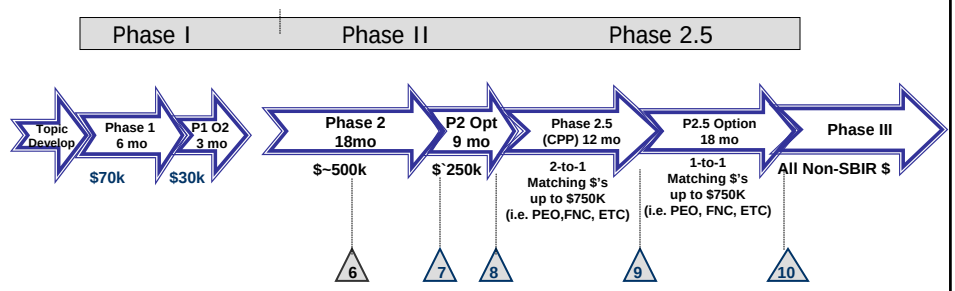
Program Phases



Commercialization Means…

- Selling the technology **back** to the Navy
  - This happens through DoD Prime Contractors
  - Licensing Technologies
  - Partnerships
  - Selling Directly
  - Etc…
- If there is not a direct technology pull from the Navy, we are not interested in funding the proposal.

Gated Process



6
- Update PII Quad (TPOC/Firm)
- Risk Analysis (TRIMS)

7
- Update PII Quad (TPOC/Firm)
- PII Base Final Report
- Exercise PII Opt

8
- PII.5 Quad
- Signed TTA/ FNC TTA
- Matching Funds Commitment
- Technology Readiness Assessment
- PII Review

9
- TTA Reassessed (CPP Mgr/TPOC)
- P2.5 Base Final Report
- TPOC Review

10
- P2.5 Final Report
- P2.5 TPOC Review
- Non-SBIR Funds Received

Navy SBIR Funded Assistance for Small Businesses

The Transition Assistance Program (TAP) is:

- Navy program offered exclusively to our SBIR/STTR Phase II awardees
- Intensive 11-month program that provides small business free business consultant to work with SBIR firm and develop transition strategy.
- Helps firm with strategic planning and preparation for Phase III
- Includes development of business plans, protection of intellectual property, license agreements, partnering, venture capital, etc…
- TAP ends with companies briefing PEO's, Industry and VC communities at the **Navy Opportunity Forum.**

TAP increases the commercialization success of the Navy SBIR and STTR programs

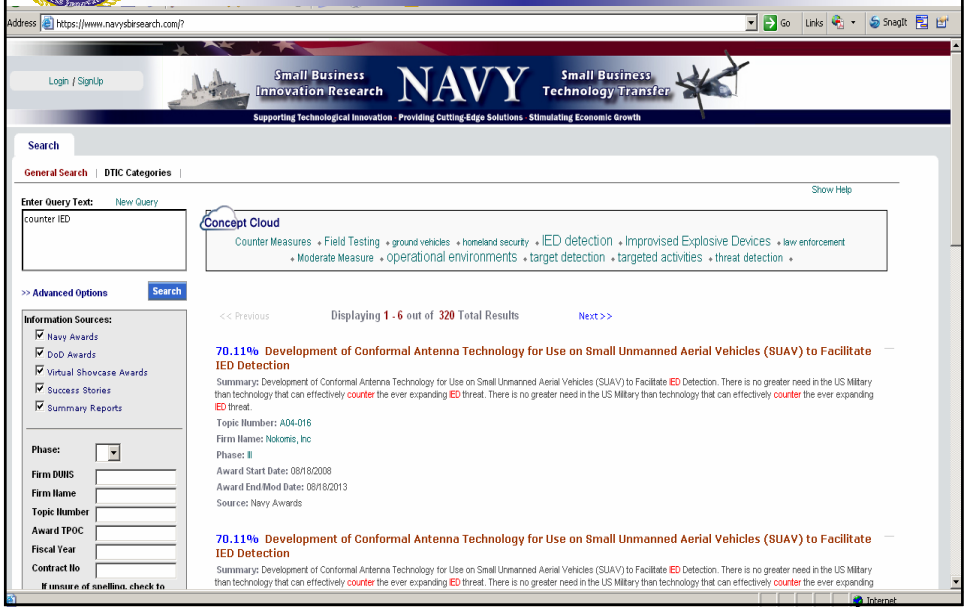
Commercialization Pilot Program (CPP)

Navy CPP designed to:

- Accelerate SBIR developed technologies that have identified high priority Navy need (pull from Navy, not push from firm)
- Provide valuable assistance to SBIR firms and all those in the technology insertion value stream
- CPP participation based on TPOC recommendation, endorsement by acquisition program, approval by SYSCOM/Naval Enterprise and execution of technology transition plans and agreements
- Each SYSCOM has nuances so need to work with CPP POC listed at www.navysbir.com

Navy SBIR/STTR Website www.navysbir.com

www.navysbirsearch.com



Why would a Small Business Want to Participate in the SBIR Program?

- Largest source of early stage R&D funds for Small Business
- No Strings Attached - Company retains data rights for 4 years (5 for DoD)
- Follow on awards are made in a non-competitive way
- Builds credibility of company's research
- Company can maintain ownership of equipment purchased under Phase I and II
- Better alternative than Venture Capital or mortgaging the house….again

How does Government Benefit from SBIR Program?

- Safe Way to Try Out High-Risk R&D
- Small Business are often more cost effective and innovative then large primes (i.e. agile, niche)
- Helps new companies establish a track record with the government (test drive)
- Allows program managers to establish 2nd source/method for R&D/equipment and augment their ongoing programs (risk management)

Tips for Succeeding

Just Getting Started?

- **Research topics consistent with your business strategy. Current and past solicitations identify Navy technology needs.**
- **Submit proposals for solicitations your company can solve. Prepare to be innovative.**

Already have a Phase I?

- **Know your target platform/system of insertion**
- **Build strategic partnerships (Resource Sponsors, Acquisition Managers, Program Managers)**
- **Plan commercialization path early**

Pick up Brochures, POC Cards and Website Information