



Navy SBIR/STTR Programs

Mr. John Williams
Director, Navy SBIR, STTR & T2
Office of Naval Research
John.williams6@navy.mil
www.navysbir.com
703-696-0342



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

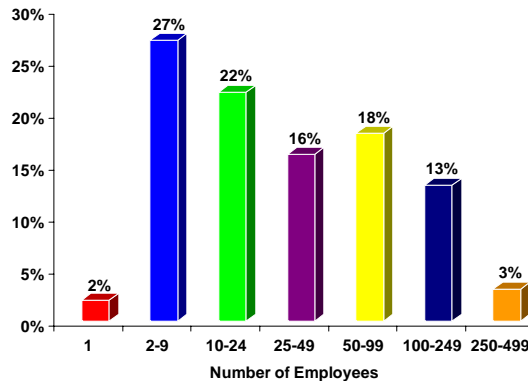


- Program Participants
 - **Naval Sea Systems Command (NAVSEA):** Warfare Centers, PEO's and Program Managers
 - **Naval Air Systems Command (NAVAIR):** Warfare Centers, PEO's and Program Managers
 - **Office of Naval Research (ONR):** Science & Technology Directorates and Naval Research Laboratory
 - **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



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

Office of Naval Research

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

7/19



Navy Needs Technologies for Many Different Platforms

The collage includes the following labeled images:

- Ship Platforms:** A large naval ship at sea, a smaller ship, and a ship's deck.
- Air Platforms:** A fighter jet in flight, a transport aircraft, and a helicopter on a ship's deck.
- Undersea Platforms:** A submarine on the surface of the water.
- Special Warfare:** A ship's deck with a large fire or explosion.
- Weapon Systems:** A ship's deck with various equipment and structures.
- Radar & Guidance Systems:** A ship's radar dome.
- Software:** A computer monitor displaying data.



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

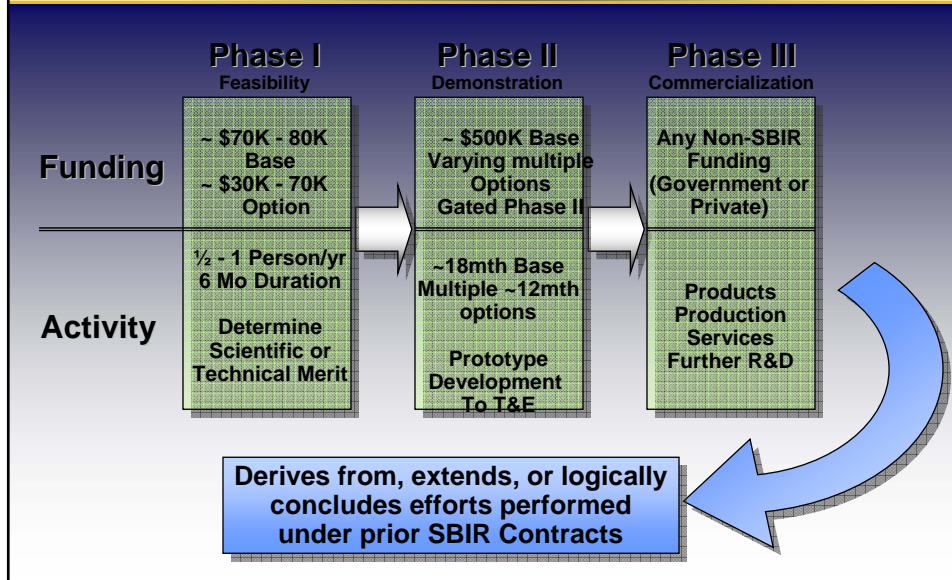


Annual DoD Solicitations

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



Program Phases

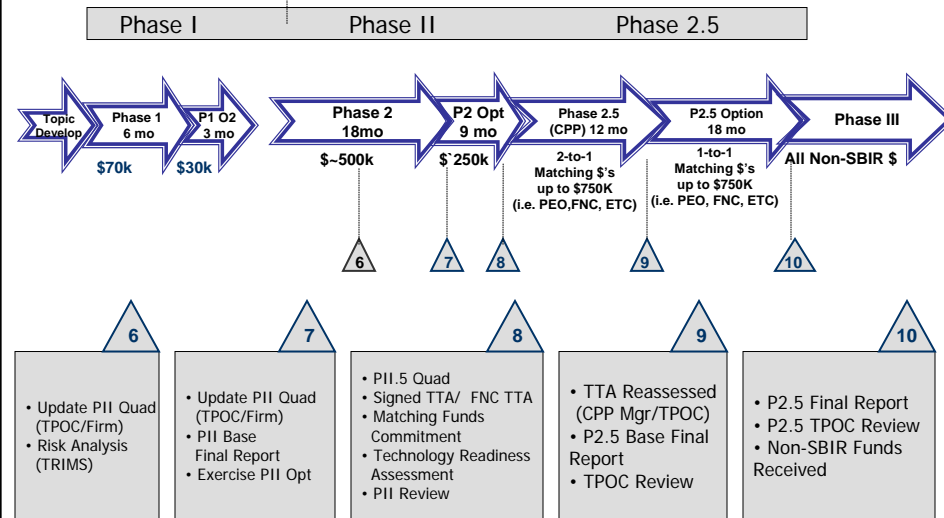


Commercialization Means...

- 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



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

SMALL BUSINESS INNOVATION RESEARCH

NAVY

SMALL BUSINESS TECHNOLOGY TRANSFER

EXCELLENCE IN TECHNOLOGY

Home | Solicitations | Search Awards Database | Submission | Contacts | Help

Navy SBIR / STTR Home

SBIR 2008.1

Quick Search Recent Abstracts

FY-04 thru FY-07.2

Advanced Search

Success Stories

TRANSITIONING TECHNOLOGY TO THE FLEET
JUNE 2-4, 2008 // HYATT REGENCY // CRYSTAL CITY, VA

Registration and the Virtual Acquisition Showcase opened March 3, 2008! Click on the banner above to go to the forum's web site.

DoD FY-2008.2 SBIR Pre-Release Issued April 21, 2008
Opens May 19, 2008 Closes June 18, 2008 6:00am

SYSCOM	Topics
MARCOR	12
NAVAIR	43
NAVSEA	66

The DoD 2008.2 SBIR was released on April 21, 2008, will open to receive proposals on May 19, 2008, and close June 18, 2008 at 6:00am EST.

This solicitation is inclusive of 67 topics from 6

The screenshot shows the website www.navysbirsearch.com. The header includes the SBIR logo and the text "Small Business Innovation Research" and "Small Business Technology Transfer". The main content area displays search results for the query "counter IED". A "Concept Cloud" is visible, listing terms like "Counter Measures", "Field Testing", "ground vehicles", "homeland security", "IED detection", "Improvised Explosive Devices", "law enforcement", "Moderate Measure", "operational environments", "target detection", "targeted activities", and "threat detection". The search results list two entries, both titled "70.11% Development of Conformal Antenna Technology for Use on Small Unmanned Aerial Vehicles (SUAV) to Facilitate IED Detection". The first entry includes a summary, topic number (AD4-016), firm name (Nokome, Inc), phases (I and II), award start and end dates (08/18/2008 and 08/18/2013), and source (Navy Awards).

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

Office of Naval Research 18/19



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 than 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

