NAVY | SBIR | TAP

TRANSITIONS
WINTER EDITION · VOLUME 6 · ISSUE 1 · 2009

From the Director

Wherever I go, entrepreneur scientists and engineers ask me this grave and urgent question: "All of us are worried about SBIR reauthorization. What's going to happen?" My advice is to relax, take a deep breath—and get busy in helping to ensure your future. There are several points to be made:

» SBIR is currently operating under a Continuing Resolution (CR) that expires 20 March 2009. There is reason to believe that this CR will be extended, perhaps for as long as two more years, before a full reauthorization measure is passed. Reauthorization was nearly accomplished in the last Congress, but the Presidential election and the economic crisis intervened. With the latter problem having widened and deepened, Congressional priorities must focus on national economic recovery.

» SBIR is widely appreciated in Congress, with bi-partisan support, as a successful program that generates jobs and innovative technological solutions. Nonetheless, SBIR reauthorization is not a slam-dunk. It is important that each of you make certain that your story of technology development, job creation and contribution to other vendors' health is told far and wide. This is an educational responsibility that only you can undertake.

"When it comes down to it, we all need to work smarter and accelerate the engagement process."

» Judging from the large numbers of commentaries on the newly-passed stimulus legislation, new opportunities are emerging in the fields of renewable/alternative energy and health care that resonate strongly with areas of technological inquiry that we have seen in past DoD SBIR solicitations. Whether or not this will lead to closer collaboration between federal SBIR programs is another question entirely, but it seems clear that 2009 offers many new opportunities to the SBIR community of entrepreneur scientists and engineers, not fewer opportunities. This is a time for hope, for proactive engagement, for pushing ahead — that's the way I see it.

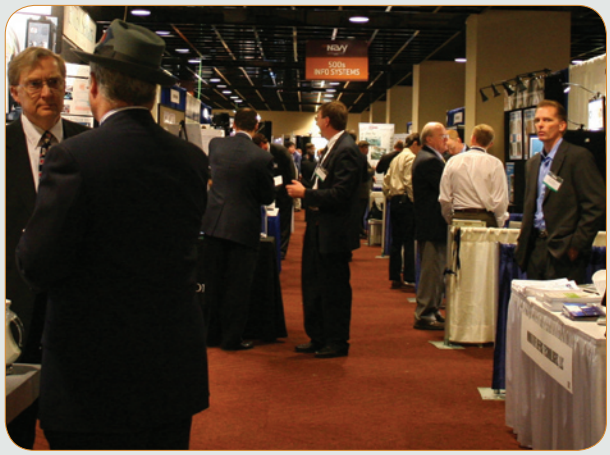


Photo of the exhibit hall from the '08 Navy Opportunity Forum.

New Navy Opportunity Forum Participation Strategy

The 2009 event (June 8-10 at the Hyatt Regency in Crystal City, VA) will see some changes that will provide a greater return on investment to both the SBIR firms and potential partners. They are based on feedback from Primes and SBIR firms when we asked how can the TAP and Forum better meet your needs, and lessons learned from the Air Force/Navy CPP accelerated partnering initiative with selected primes.

This strategy focuses on increasing preparation and due diligence by industry prior to the event. Pre-Forum preparation also gives attendees the ability to coordinate with key people in their organization, ensuring that the right mix of staff will be present at the Forum.

Forum Registration, the Virtual Acquisition Showcase and Additional Resources

Registration opens March 9, 2009 and attendance is free. Visit www.navyopportunityforum.com to register. To read more about this year's Forum, see page 4 of this newsletter. Make sure you spend time on the Virtual Acquisition Showcase (VAS), via the Forum website above or at www.virtualacquisitionshowcase.com, reviewing the 200+ technology opportunities that will be presented this year. (See page 3 for more information about the VAS.)

Once again, NASA Glenn Research Center will be showcasing technologies from their Infusion Assistance Program, which is similar to the Navy's Transition Assistance Program. Navy ORTA's will also have technologies on display in the Exhibit Hall.

Forum speakers

The Navy SBIR Program Office schedules speakers to provide timely, informative presentations that offer learning opportunities for every segment of the defense technology community. Confirmed speakers for this year's Forum include NAVSEA Commander Vice Admiral Kevin M. McCoy, NAVAIR Commander Vice Admiral David J. Venlet, Chief of Naval Research Rear Admiral Nevin P. Carr, Jr., PEO Ships Rear Admiral William E. Landay, III, and PEO Air Rear Admiral Steven R. Eastburg. For more information on the full slate of speakers and Forum topics, visit the Navy Opportunity Forum website at www.navyopportunityforum.com

Accelerating the Process

When it comes down to it, we all need to work smarter and accelerate the engagement process. I am always looking for ways to improve the data mining of SBIR technology opportunities and I hope you will agree that the new strategies we have developed increase the efficiency and value of the Forum.

Thank you for your past support of the Navy Opportunity Forum and SBIR program. I believe the attendees of the Forum play key roles in moving SBIR technology to the Fleet - and look forward to continuing to work closely with each of you.

See you at the Forum!

John Williams
Director
Navy SBIR/STTR and T2 Programs

Transition Initiatives

The ONR Technology Transition Initiatives Division, sponsored through ONR and OSD, invests in technology insertion and out-of-cycle emergent needs and is managed centrally under ONR Code 03TTX.

The programs offered through Department of the Navy (DoN) include:

1. Rapid Technology Transition (RTT) Program:
Rapidly transitions technology from any source into the DoN programs of record (PoRs) to meet emergent/urgent Naval needs. Approximately 15 projects, chosen from proposals accepted in January, will be funded with up to $2M for the duration of up to two years. Proposals are only accepted from SYSCOM CTOs.

2. Technology Insertion Program for Savings (TIPS):
Rapidly transitions technology from any source into DoN PoRs to reduce operation/support costs. Approximately six projects will be funded, up to $2M, from proposals accepted in January. Proposals are only accepted from SYSCOM CTOs.

3. Rapid Development and Deployment (RDD):
Rapidly develops and fields prototype solutions to meet urgent operational Naval needs. Approximately two projects will be funded up to $10M from proposals accepted on a rolling submission.

Programs offered through the Office of the Secretary of Defense (OSD) include:

1. Foreign Comparative Testing (FCT) Program:
Tests and evaluates non-development or commercial off-the-shelf equipment with demonstrated potential to satisfy warfighter and/or support requirements. Approximately six projects will be funded up to $2M from proposals submitted in May. Project duration is two years.

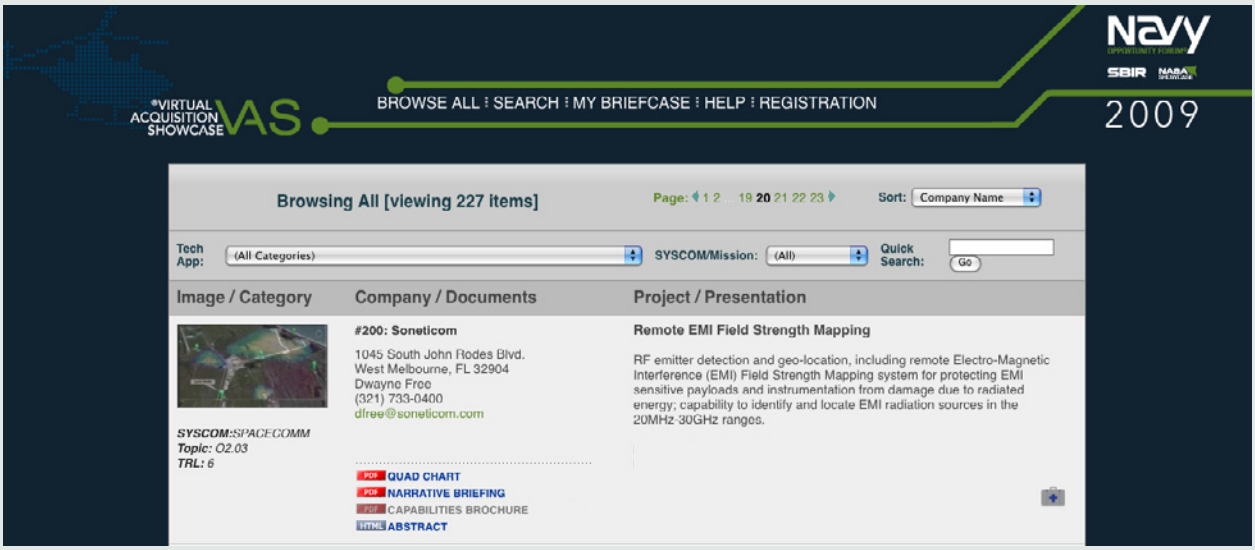
2. Defense Acquisition Challenge (DAC) Program:
Identifies, introduces, tests and procures innovative and cost-saving technology/products from the DoD S&T community. Approximately four projects will be funded a year from proposals submitted in March. Projects will receive up to $2M over two years.

3. Technology Transition Initiative (TTI): Facilitates the rapid transition of new technologies from DoD S&T programs. Approximately five projects will receive $3M in funding from proposals accepted in January. Proposals are only accepted from SYSCOM CTOs.

4. Quick Reaction Fund (QRF): Identifies and rapidly field tests prototypes that respond to immediate and emerging warfighter needs. Approximately two projects will be funded, with up to $2M, through a rolling submission of proposals.

For More Info
For more information on the
ONR Transitions Initiative Division, visit:
onr.navy.mil/sci_tech/3t/transition/matrix.asp

The Virtual Acquisition Showcase – A Guide to Navy-Funded SBIR Technology



The Navy SBIR Program's Transition Assistance Program (TAP) works to simplify the transition of Navy-funded technology from Phase II to Phase III. To that end, part of the TAP is focused on creating a capabilities brochure, constructing a comprehensive quad chart and writing a succinct, easily understood technology description/abstract.

These materials are critical tools for the SBIR firms when marketing their technology at the Navy Opportunity Forum and to provide the projects with additional marketing exposure, they are made available in a searchable database, months prior to the event.

Virtual Acquisition Showcase

TAP materials are not just tools for the SBIR firms. They are also effective, time-saving tools that can be utilized by the hundreds of Forum attendees, including government acquisition officers, prime contractors, first and second tier suppliers and investors. The database, called the Virtual Acquisition Showcase (VAS), can be found at www.virtualacquisitionshowcase.com.

The VAS is a searchable database made up of the quad charts, capabilities brochures, narrative briefings and abstracts of 180+ Navy projects and 15+ NASA projects. Attendees can search by more than 100 technical application categories, by Navy SYSCOM or NASA Mission, or by a keyword search—easily locating technologies with appropriate capabilities that match the user's needs. With advance due diligence, Forum attendees can spend their time at the event discussing, rather than discovering, potential partnerships.

My Briefcase

Following a search, the Virtual Acquisition Showcase allows the user to create a personal "Briefcase." This feature, much like an online shopping cart, provides a secure place for the user to save selected projects of interest. Once the personal briefcase is created with unique login credentials, the contents are accessible from any browser.

The 2009 VAS went live at the end of February, giving attendees more than three months to research projects fitting their needs. The briefcase also provides the user the ease of researching in multiple sessions, saving compatible projects as they are uncovered and storing them for later study or sharing with colleagues.

Preparing for the Forum

The Navy Opportunity Forum continues to grow every year and with the 220+ Navy, NASA and ORTA projects that will be on display June 8-10 at the Crystal City Hyatt Regency, the prepared attendee will be the successful attendee. The VAS provides attendees from all sectors the advantage of knowing which companies are of interest prior to the event, preparing for attending requisite presentations and, where applicable, requesting a one-on-one meeting.

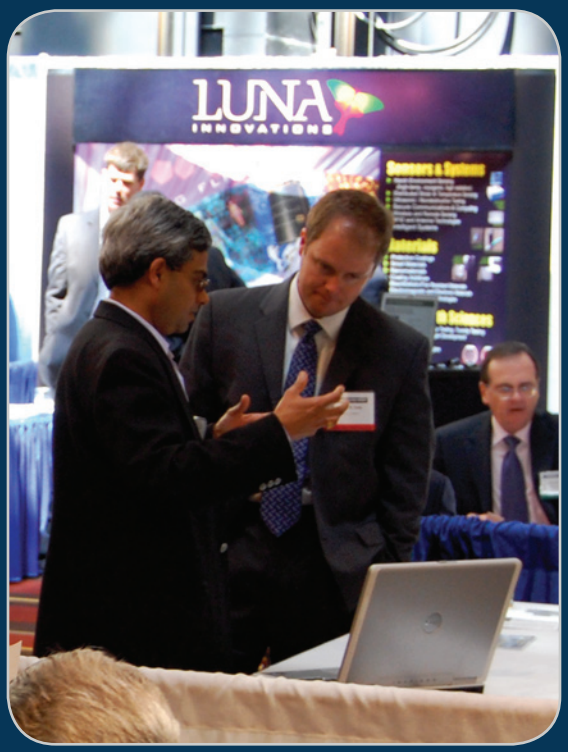
For a step-by-step guide to using the VAS, visit www.navyopportunityforum.com/vas_screencast.php **to view a screen cast tutorial.**

The **Virtual Acquisition Showcase** can be accessed by going directly to www.virtualacquisitionshowcase.com or by visiting www.navyopportunityforum.com and selecting the VAS link.

SBIR NASA SHOWCASE

Navy OPPORTUNITY FORUM® 2009

The New and



The Navy Opportunity Forum, now in its ninth year, is the culmination of the Navy Transition Assistance Program. It is the largest event of its kind in the SBIR program, with more than 1400+ attendees at the 2008 event. Being the premier SBIR event requires thorough planning and anticipation of attendees' needs. The Navy SBIR office is committed to the success of the event and to creating an advantageous environment for those in attendance. To continue to build upon the Forum's strong foundations, attendees are surveyed, best practices are studied and a good deal of thought and discussion is undertaken. Throughout the last year, the TAP and Forum planning teams have been mapping out some substantive changes for this year's program, intended to facilitate the flow of communication between SBIR Small Business Concerns (SBCs) and their potential partners.

Event Framework

Through the 2008 Forum, there were three types of participatory activities that made up the bulk of the three-day event;

1. Presentations
2. Exhibit Hall of technologies for review of SBIR technologies
3. One-on-One Meetings with SBCs and Primes

The presentations, given by Navy-funded SBIR small business concerns, are well-planned and provide pertinent information to prime contractors, government acquisition officers and potential investors concerning the individual technologies, its innovations and capabilities.

The Exhibit Hall provides each presenting SBC with a booth space dedicated to highlighting the company's technologies and is a prime space for SBCs and Forum attendees to discuss/review technology capabilities.

One-on-one meetings between the primes and presenting SBCs provided the SBC with an opportunity to privately discuss their technologies directly with an interested attendee. These meetings were scheduled by the prime, usually prior to the event.

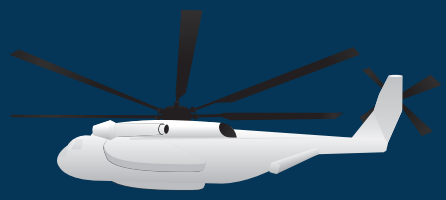
In addition, over the past two years, the Navy SBIR Program Office has also invited other advanced technology supporting programs to join their SBIR-funded SBC's on the exhibit floor. These additional programs provide a value add for both attendees and other federally funded activities. The new participants were the Navy Office of Research and Technology Applications (ORTAs) and the NASA Glenn Research SBIR Program. Both groups will also be participating in 2009.

Opportunities to Improve

Based on conversations with the Primes and SBCs and the lessons learned during the recent Air Force/Navy CPP initiative with BAE, NGC and Raytheon, the Navy SBIR Program Office has developed a new strategy for improving opportunities for both the primes and the SBCs attending the Forum. The goals of the planning group are to further SBIR partnerships between small and large businesses, expedite the maturation of SBIR projects for Navy platforms and systems, and increase the insertions of SBIR technology into these Navy platforms and systems. To do so, the group examined opportunities for improvement.

For instance, in past years, primes did not have a consistent opportunity to present their corporate structure and SBIR philosophy

Improved Navy Opportunity Forum



to the presenting SBCs. Because of the size and multiple divisions that make up the organization of most of the large primes, this sort of presentation would offer SBCs a better understanding of their potential partners.

While one-on-one meetings have been a part of the Forum, there has been little due diligence taking place prior to the event. Preparation of this sort would increase the value of the meetings for both the prime and SBC.

New Processes for 2009

In an effort to provide first rate return on investment on attendees' time and labor in mining the SBIR resources presented at the 2009 Forum some new processes have been developed and will be implemented this year. The biggest change to this year's Forum processes will be in the area of One-on-One meetings. The structure will now have two types of meetings:

» High Potential Interactions (HPI)
» Strategic Introductions (SI)

The new processes will be implemented to:

» Ensure a structured and adequate due diligence process
» Increase efficiency of SBC/Prime engagements
» Establish appropriate expectations with two-tier, HPI and SI One-on-One meeting structure
» Help Primes create a Forum "game plan" and provide scheduling information on HPI, SI, presentation and booth location.

High Potential Interactions

The objective of the HPI is to have the prime contractors review the materials posted on the Virtual Acquisition Showcase (VAS) earlier and conduct due diligence prior to the Forum. (For more info on the VAS see page 3.) There will be business development and subject matter experts involved in the due diligence process, with a close partnership between the Navy SBIR Program Office and the upper management of the targeted lead system integrators. With due diligence in place, the 100 to 150 HPI meetings anticipated to take place at the Forum will be of higher value to both the small business concerns and the primes.

The 50 minute HPI meetings will be driven by the primes and will include the SBC representatives, appropriate representatives from the lead system integrator and a facilitator.

Strategic Introductions

The Strategic Introduction meetings will be aimed at first and second tier suppliers and other larger companies not participating in the HPI meetings. These meetings will be shorter in length than an HPI meeting and will be based on synergies involving sub-assemblies and/or technologies.

Primes' Briefs

As mentioned earlier, past Forums did not provide a formal structure allowing the Primes to brief the small businesses about their SBIR goals and business structure. To address this issue and add value to the event for the SBCs, primes will be asked to make presentations regarding their technology interests, roadmaps, goals and structure on Sunday, June 7, prior to the main event's beginning. We expect this will reduce the time necessary for "meet-and-greet" during the event and allow more time for discussing technology transition.

All in all, these changes in processes and additions to the event are focused on providing an advantageous environment for both the participating SBIR SBCs and the hundreds of attendees looking to fill their technology needs. The Navy SBIR Program Office appreciates the time and effort past attendees have provided in filling out their feedback requests at the end of the event. These attendee comments help to drive event improvements, so please make certain to fill them out and turn them in to the event staff.

The Honorable John J. Young, Jr., Under Secretary of Defense for Acquisition, Technology and Logistics, addresses the 8th Navy Opportunity Forum.

Physical Sciences, Inc.
From Phase I to the Fleet and Beyond

Fuel lines on a carrier are all painted purple. The crew in charge of monitoring the fuel lines all wear purple shirt and are called "grapes", hence the name AUTOGRAPE for the PSI technology.

Located in Andover, Mass. just north of Boston, Physical Sciences, Inc. (PSI) focuses on providing contract research and development services for a variety of technical areas to both government and commercial customers. The company's interests range from basic research to technology development, with an emphasis on applied research to develop advanced technologies for aerospace, energy, environmental, manufacturing and medical applications.

In the company's 30+ years of operations, they have received more than $250 million in federal and industrial funding for their core technologies, along the way acquiring an international reputation for excellence in technology innovation. Over the years, PSI has developed a methodology for technology transfer and commercialization. Beginning with funded R&D projects, the company supports prototype development through the pre-commercial phase. Then working with corporate partners, PSI establishes a commercial business, a joint venture, or a licensing arrangement that promotes rapid penetration of growth markets.

While accounting for less than 50 percent of the company's annual revenue, according to Mark Druy, PSI's technology transition manger, the Small Business and Innovation Research (SBIR) program has played a key role in the company's technical and commercial success. The SBIR program has been responsible for a family of PSI intelligent instrumentation products based on electro-optical and electromechanical technologies, as well as the experimental prototype development and manufacturing facilities that PSI has been able to build. And they haven't focused just on one program, in addition to the Navy's SBIR program, the company has also worked with programs managed by the Air Force, the Department of Energy, NASA and the National Institutes of Health.

Technology Need

The company's most recent Navy SBIR success was nearly ten years in the making and certainly did not follow the traditional route to Phase III. When the solicitation was initially authored back in 1999, the Navy had a need for a technology that could monitor contaminants in aviation fuels and hydraulic fluids, prevent equipment failure caused by contaminated fluids, and reduce workload in manual sampling of fluids. "The driving force of the solicitation was new ship construction and the reduction of the manning footprint on the next generation carrier," said Druy.

At the time of the issuing of the solicitation, 200 to 400 samples were taken manually on an aircraft carrier each day with half of the samples visually checked and the other half checked by the fuels quality assurance lab. This process required manpower for transfer of samples from the 7th deck to the 1st deck multiple times a day.

In answer to the needs of the Navy listed in the solicitation, PSI developed a laser-based in-line sensor to continuously monitor the contamination in the aviation fuel aboard Naval ships. The system utilizes laser scattering technology to measure the quantities of free water and sediment in aviation fuel as it flows through a pipe. By providing continuous monitoring and alleviating a large majority of the fuel sampling processes for the Navy, the Aviation Fuel Monitoring System, also called the AUTOGRAPE, has the capacity to reduce fuel sampling workloads by up to 3200 hours per month, which amounts to a savings of approximately $1M per year per carrier.

Project Development Path Through the Navy

"This project required the support and team work of a long list of Navy personnel," said Druy, "And it took dedicated time and effort by PSI and Navy personnel." Funding for the development of this PSI sensor originated with the Navy SBIR program. PSI received

Phase I and Phase II funding and worked through concept demonstration with NAVAIR's SBIR program, and their TPOC, who was also the original author of the solicitation, Mark Husni. The PSI team was led by Dr. Mickey Frish in Phase I and then by Dr. Michael White during Phase II and the subsequent Phase III Indefinite Delivery/Indefinite Quantity (ID/IQ) program.

The Phase I program was typical for an SBIR Phase I, with baseline experiments and decisions on the direction the technology would take. "Phase I of this project was expeditious and our Phase II was obviously successful, with the sensor undergoing testing at the Navy's Pax River facility and was included in a carrier demonstration at the end of the phase," commented Druy.

There was active participation on behalf of PEO Carriers with Eric Pitt working to guide the performance of the PSI technology as it was developed. Carol Van Wyk, retired NAVAIR Program Manager, and the NAVAIR SBIR Program Office worked with PSI to transition to their ID/IQ contract. During the ID/IQ the company had an extended sea trial installation aboard the U.S. Navy aircraft carrier Ronald Reagan.

"Without the support of our internal Navy champions throughout this process, this project could have stalled at any point." —Mark Druy

In November of 2006, the technology underwent First Article Testing (FAT), which included shock and vibration, EMI and other various tests that have to be conducted prior to insertion. Lucio Salvucci, from Naval Surface Warfare Center, Carderock Division-Ships Systems Engineering Station (NSWCCD-SSES) worked with the company from the ID/IQ demonstration through the FAT. Then in May of 2007, PSI received notification from NSWCCD-SSES that the technology had passed the FAT and was approved for use with JP-5, currently the most widespread aviation fuel used by the Navy.

Contracting with the Prime

In the middle of 2007, PSI began to work with Northrop Grumman Newport News, receiving a purchase order in September 2008 for an initial order of 40 sensors to go on the CVN-78 (the Gerald R. Ford aircraft carrier). Follow-on orders for a retro-fit for CVN-71 and CVN-72, carriers already in service are expected.

Though this project was a multi-year effort, there was continuity, guidance and active participation by the Navy project champions. "Without the support of our internal Navy champions throughout this process, this project could have stalled at any point," said Druy. "It is important for companies taking on SBIR work to know that Phase I to procurement can take a number of years and they have to be prepared for that." Leveraging other technologies into commercial partnerships, licensing opportunities and/or a variety of technical areas has been a successful business model for PSI and continues with the AUTOGRAPE technology.

Commercial Applications and the Future

"The PSI technology also has commercial aviation refueling applications that we were able to leverage with our commercial partner, Velcon Filters," Druy explained. Velcon's product, called the VCA™, has already been through testing at a major commercial airport and is being utilized as a final protection from contaminated fuel.

PSI and its subsidiaries are planning to continue to utilize the business model that has brought them success for three decades—developing funded R&D technology and working with a corporate partner to commercialize the technology into growth markets.

For more information on PSI, visit:
www.psicorp.com

NAVY SBIR CALENDAR OF EVENTS & DEADLINES

Date / Location	Event
Mar. 25, 2009	DoD STTR 09: Proposals Due The DoD STTR 2009 solicitation has been pre-released. Proposals were accepted beginning Feb. 24, 2009 at www.dodsbir.net/solicitation. The DoD solicitation for proposals will close on Mar. 25, 2009 at 6:00 a.m. ET.
Jun. 8 - 10, 2009 Crystal City, VA	9th Annual Navy Opportunity Forum The Navy Opportunity Forum, sponsored by the Navy SBIR Program Office, will be held at the Hyatt Regency in Crystal City, VA. To register visit the Navy Opportunity Forum website at www.navyopportunityforum.com.
Sept. 21-25, 2009 Orlando, FL	2009 SBIR Beyond Phase II: Conference & Expo The Beyond Phase II Conference showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities. For more info, email: atalbert@esncc.com
Nov. 2 - 5, 2009 Reno, NV	National SBIR Fall 2009 Conference The state of Nevada is hosting the 2009 National SBIR Conference, November 2-5, 2009 in Reno Nevada at John Ascuaga's Nugget Casino Resort.

NAVY PHASE III OBLIGATIONS DURING FY08

Total Command Dollars Obligated to Phase III Projects in FY08 as reported in the Navy SBIR Database

Topic #	Company Name	Phase III Sponsor	Contract	OBLIG$ in FY08
MARCOR				
CBD02-203	Cyrano Sciences, Inc.	MCSC	M67004-03-C-0018	$936,965
N02-117	K & M Environmental, Inc.	MCSC	M67004-05-C-0051	$2,447,465
CBD00-203	Mesosystems Technology, Inc.	MCSC	M67854-08-C-6531	$328,597
			MARCOR TOTAL	$3,713,027
NAVAIR				
N90-074	ATK Missile Systems Company	NAVAIR	N00019-03-C-0353	$25,587,000
N02-151	Adaptive Technologies, Inc.	NAES	N68335-05-D-0018	$524,508
N04-156	Aechelon Technology, Inc.	NAWC	N61339-08-C-0004	$2,626,742
N02-080	Alion Science And Technology Corporation	NAWC	N61339-07-D-0001	$73,000
N00-013	Applied Hydro-Acoustics Resear	NAES	N68335-02-D-0022	$1,074,000
N06-002	Arete Associates	PMA-264	N68335-08-D-0012	$4,000,000
N03-190	Binghamton Simulator Company	NAWC	N68335-06-D-0022	$5,599,184
N96-192	Combustion Research and Flow Technology, Inc.	NAES	N68335-01-D-0067	$49,982
N02-151	Communications & Ear Protection, Inc.	4.0X	N68335-08-D-0013	$25,000,000
N06-T023	Creare, Inc.	PMA-251	N68335-08-C-0538	$499,998
N05-005	Defense Technologies, Inc.	NAES	N68335-07-D-0016	$2,060,000
N98-046	Develosoft Corporation	NAES	N68335-08-C-0323	$300,000
AF89-001	EDO MTech, Inc.	NAES	N68335-08-C-0315	$5,199,672
N00-078	Foster-Miller, Inc.	NAES	N68335-03-D-0101	$278,000
N03-058	Geneva Aerospace, Inc.	NAES	N68335-05-D-0013	$673,068
N02-167	Impact Technologies, LLC	NAVAIR	N68335-09-C-0001	$9,960,000
N05-087	International Mezzo Technologies, Inc.	JSF	N68335-08-C-0127	$1,616,183
N05-087	International Mezzo Technologies, Inc.	NAES	N68335-08-C-0127	$1,616,183

Topic #	Company Name	Phase III Sponsor	Contract	OBLIG$ in FY08
N05-006	Lambda Science, Inc.	NAES	N68335-06-D-0009	$320,000
N01-024	Lambda Technologies	NAVAIR	N68335-08-D-0019	$7,000,000
N04-T004	Lite Machines Corp	PMA-263	N68335-08-D-0010	$10,500,000
N90-085	Logis Tech, Inc.	NAES	N68335-06-D-0021	$76,961
N01-015	Management Sciences, Inc.	NAVAIR	N00019-07-D-0105	$153,997
N92-170	Navmar Applied Sciences Corporation	NAES	N68335-07-C-0324	$5,143,510
A04-016	Nokomis, Inc.	NAWC	N68335-08-D-0026	$9,900,000
N06-003	OHRN Enterprises, Inc.	NAES	N68335-08-D-0005	$75,000
N04-044	Oregon Iron Works, Inc.	NAES	N68335-06-D-0005	$1,599,063
AF05-304	Progeny Systems Corporation	4.5	N68335-08-C-0471	$9,720,050
N04-011	Progeny Systems Corporation	NAES	N68335-07-D-0025	$1,314,277
N05-T011	Radio-Hydro-Physics, LLC	PMA-264	N68335-08-D-0022	$2,000,000
N98-035	RDA, Inc.	NAES	N68335-02-D-3109	$3,998,489
N05-095	Red Tail Hawk Corporation	JSF	N68335-09-D-0005	$9,300,000
N03-082	Research Associates of Syracuse, Inc.	PMA-265	N68335-08-C-0028	$1,050,762
N03-082	Research Associates of Syracuse, Inc.	NAES	N68335-08-C-0028	$1,050,762
N96-061	Reynolds Systems, Inc.	NAWC	N68936-08-D-0015	$493,571
N96-061	Reynolds Systems, Inc.	NAWC	N68335-02-D-0025	$42,128
N03-027	Rotordynamics-Seal Research	NAES	N68335-07-D-0023	$2,199,993
N03-180	RPA Electronics Design	NAWC	N61339-08-C-0021	$264,658
N03-014, N04	Signal Systems Corporation	NAES	N68335-07-D-0010	$924,840
N98-072	Solipsys Corporation	NAWCAD	N00421-02-D-3065	$14,555,676
N02-166	SYS Technologies, Inc.	NAWC	N61339-06-D-0007	$1,280,148
N03-004	Trident Systems Incorporated	NAES	N68335-05-D-0025	$5,445,239
N98-043	Zimmerman Associates, Inc.	NAES	N68335-05-D-0008	$881,558
			NAVAIR TOTAL	**$176,028,202**

NAVFAC

N04-118	Icosystem Corporation	FISC NORFOLK	N00189-08-C-Z026	$748,700
N07-127	Time Domain Corporation	NAVFAC	N62583-08-C-0124	$149,995
			NAVFAC TOTAL	**$898,695**

Topic #	Company Name	Phase III Sponsor	Contract	OBLIG$ in FY08
NAVSEA				
N98-114	3E Technologies International	NSWCPCD	N61331-06-D-0008	$260,000
N98-106	Advanced Acoustic Concepts Incorporated	NAVSEA HQ	N00024-05-C-5486	$6,988,666
N98-046	Develosoft Corporation	NAVSEA	N68335-08-C-0323	$595,181
N91-133	Digital System Resources, Inc.	NAVSEA HQ	N00024-03-C-5136	$3,512,000
N99-113	Digital System Resources, Inc.	NAVSEA	N00024-08-C-5205	$11,572,453
N01-185	Fullview, Inc.	PEO Carriers	N68335-08-C-0311	$128,590
N99-113	General Dynamics Adv Info Systems	NAVSEA HQ	N00024-08-C-5205	$5,372,453
N05-163	Innovative Defense Technologies	NAVSEA HQ	N00178-07-D-2006	$1,980,056
N02-102	Interactive Data Visualization	NSWCDD	N00178-08-C-3024	$299,954
N02-102	Interactive Data Visualization	NSWCDD	N00178-08-C-3024	$299,953
N99-153	Lakota Technical Solutions Inc	NSWCDD	N00178-06-D-3004	$66,225
N05-126	Materials Sciences Corporation	NAVSEA	N66604-08-D-0034	$24,590,613
N01-078	Materials Sciences Corporation	NUWCNPT	N66604-08-D-0034	$776,845
N02-066	Materials Systems, Inc.	NAVSEA HQ	N00024-04-C-6112	$200,957
N98-128	Planning Systems Incorporated	NAVSEA HQ	N00024-04-C-6200	$5,191,093
N03-049	Progeny Systems Corporation	NAVSEA	N00024-08-C-6278	$14,119,809
N00-049	Progeny Systems Corporation	NAVSEA HQ	N00024-08-C-6297	$3,317,494
N03-049	Progeny Systems Corporation	NAVSEA HQ	N00024-08-C-6278	$1,843,695
N05-125	Progeny Systems Corporation	NAVSEA HQ	N00024-08-C-5206	$12,463,637
N04-038	Prometheus, Inc.	NAVSEA	N66604-08-C-1899	$868,000
SOCOM96-002	Seemann Composites, Inc.	CD-NSWC	N00167-07-D-0007	$257,661
N05-053	Simventions, Inc.	NSWCDD	N00178-06-D-3028	$1,195,374
N04-048	SKC Powertech, Inc.	NAVSEA	N00167-08-D-0025	$9,904,300
N02-197	Teledyne Benthos, Inc.	NUWC KEYPORT	N00253-06-D-0005	$64,134
N03-049	The Consulting Network, Inc.	NAVSEA	N00024-08-C-6264	$3,003,000
N00-062	Trident Systems Incorporated	NSWCDD	N00178-06-D-3023	$190,979
N03-051	Weidlinger Associates, Inc.	NAVSEA	N00167-08-D-0026	$9,906,007
			NAVSEA TOTAL	**$118,969,129**

Topic #	Company Name	Phase III Sponsor	Contract	OBLIG$ in FY08
ONR				
N04-138	3 Phoenix Incorporated	ONR	N00014-06-C-0461	$550,000
SB031-005	HC Materials Corporation	ONR	N00014-08-C-0189	$517,007
N04-114	Hypres Incorporated	ONR	N00014-07-C-0663	$75,000
N02-T015	Innovative Concepts, Inc.	ONR	N00014-08-C-0370	$1,142,176
N04-256	Jentek Sensors, Inc.	ONR	N68335-08-C-0219	$219,500
N02-207/3	Nekton Research Limited Liability Company	ONR	N00014-07-C-0197	$972,629
N95-074	Ocean Power Technologies, Inc.	ONR	N00014-05-C-0384	$316,314
N00-116	Ocean Power Technologies, Inc.	ONR	N00014-07-C-0617	$51,544
N96-032	Optical Air Data Systems, LLC	ONR	N00014-08-C-0605	$2,519,040
N02-198	Polatomic, Inc.	ONR	N00014-03-C-0388	$317,000
A03-238	Precision Combustion, Inc.	ONR	N00014-08-C-0286	$150,647
N02-207/1	Scientific Solutions Incorporated	ONR	N00014-06-C-0330	$584,683
N01-T005	Sierra Lobo, Inc.	ONR	N00014-08-C-0062	$1,197,000
			ONR TOTAL	**$8,612,540**
SPAWAR				
N08-065	Advanced Acoustic Concepts, Inc.	SPAWAR	N66001-08-D-0116	$2,258,377
N99-110	Darlington Incorporated	SPAWAR	N66001-03-D-7000	$41,908
N99-111	Malibu Research Associates, Inc.	SPAWAR	N65236-06-D-5875	$1,343,000
N99-167	Promia, Incorporated	SPAWAR	N00039-08-C-0061	$2,803,922
N03-142	SFA, Inc. Systems Engineering Division	SPAWAR	N65236-07-D-5889	$977,968
SOCOM01-006	Trident Systems Incorporated	SPAWAR	N65236-06-D-7874	$2,527,599
AF01-216	Windmill International, Inc.	SPAWAR	N65236-07-D-5886	$3,948,684
			SPAWAR TOTAL	**$13,901,458**
Total Command Dollars Obligated to Phase III Projects in FY08			***77 Firms & 95 Contracts***	**$322,123,051**

*** as of December 16, 2008. This is not a complete list. Additional Phase IIIs from 2008 continue to be identified.
If you know of a Phase III awarded during FY2008, please email the information to loreanne.ponirakas@navy.mil.

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