

SBIR/STTR TRANSITIONS

2017 WINTER



FROM THE DIRECTOR

The Navy SBIR/STTR program finished 2016 with great gains for small firms and 2017 dawned with the potential for great new strides. What am I talking about? Your remarkable SBIR/STTR economic impact achievement, a very successful “Primes Summit II” that opened new doors, a Congressional extension of the SBIR/STTR program to the year 2022, a big step forward in Phase III awards, a 2017 Forum for SBIR/STTR Transition (again paired with Sea-Air-Space) rich with opportunity, and some well-earned Tibbetts Awards. I’m humbled by about our 2016 SBIR/STTR community performance and I’m enthusiastic about our 2017 prospects.

Naval SBIR/STTR Economic Impact Study (2000-2013)

We’ve always known that the Navy SBIR/STTR Program is a trendsetter; but when the TechLink team showed me the results of six months’ work interviewing 95% of SBIR/STTR winners from 2000-2013, I was stunned to learn:

- \$2.3B in our Phase II investment generated \$44.3B in total economic output

- \$14.2B in resulting sales of SBIR/STTR technology products, including \$7B in military sales
- \$14.4B in labor income, with 15,000 jobs per year averaging \$68.5K in pay/salary
- \$4.9B estimated total tax revenues at federal, state, and local levels

As expected, these numbers got serious Congressional attention — and serious attention in our Naval chain of command, with proof of significant acquisition community uptake of SBIR/STTR technology. Stay tuned for an anticipated Spring release of a complete report based on this ground-breaking study, which you’ll be able to find at www.navysbir.com.



Emily Harman at the 2016 Primes Summit briefing on Small Business Training Curriculum.



Robert L. Smith (Director DoN SBIR/STTR) hosting the 2016 Primes Summit.

Navy SBIR/STTR Second Annual Primes Summit

What began as a modest pilot to explore better SBIR/STTR collaboration with industry and our acquisition programs is maturing into a great “business of the science” policy venue for senior Naval leadership, such as Ms. Allison Stiller, (Assistant Secretary of the Navy (Research, Development and Acquisition)), RADM Mike Manazir (Deputy Chief of Naval Operations for Warfare Systems), Dr. John Burrow (DASN, RDT&E), and Mr. Martin Ahmad, (Deputy Commander, Fleet Readiness Centers).

But the Summit is also an important venue for me to introduce new

prospective university partners, such as Mr. Wayne Johnson (Vice-Chair, Alliance for S&T Research in America) and Dr. Rosibel Ochoa (Director, UC Riverside Innovation Center). Industry newcomers such as Leidos joined veteran partners, including Penn State's Applied Research Lab to discuss effective models for SBIR/STTR engagement; now reaching down into NAVSEA and NAVAIR with their own SBIR/STTR industry pilots (see the feature article below).

SBIR/STTR Program Extension

Early in 2016, House and Senate members began SBIR/STTR reauthorization work in earnest. Although each House had evolved complete reauthorization bills by November, it was clear that Congress had way too much on its plate to complete reconciliation. With help from the House and Senate Armed Services Committees, a five-year SBIR/STTR extension was written into the FY2017 National Defense Authorization Act, signed into law at the beginning of the New Year. Already, members of Congress are talking about making SBIR/STTR improvements, and the Small Business Technology Council has released a new SBIR/STTR White Paper at www.sbtc.org that positions the program as a key to the nation's economic vitality and to its economic

revitalization and transformation of aging industries.

FY2016 Phase III Award Results

As the feature article in this issue relates, Navy SBIR/STTR Phase III awards for FY2016 registered an impressive 32% gain over FY2015 results; with \$506M in awards to 151 projects across all Systems Commands. These 2016 results coincide with a revitalized SBIR/STTR Transition Program (STP) and a wide and deep distribution of our well received "how to" desk reference, *Naval SBIR/STTR Phase III Guidebook for Program Managers, Contracting Officers and Small Business Professionals*. You'll find it at www.navysbir.com.

2017 Forum for SBIR/STTR Transition

New leadership at The Navy League – hosts of the annual Sea-Air-Space Expo – have given us a great opportunity to work even closer with them and the Navy Office of Small Business Programs to ensure the success of our 2017 Forum for SBIR/STTR Transition (see Advertisement on the back cover), headlined "Delivering Innovation". With an exciting new space at The Gaylord Convention Center at National Harbor, we're planning a great technology and policy

marketplace for the 100 small firms we'll present at this Forum, April 3-5, 2017.

2017 Tibbetts Award Winners

I'm delighted to announce that two truly dedicated members of the SBIR/STTR community won this prestigious award in a White House ceremony on Tuesday, January 10. Mr. Rick Shindell, veteran webmaster of www.navysbir.com and producer of the famous *SBIR Gateway* and *SBIR Insider*, received a Lifetime Achievement Award, and Ms. Lore-Anne Ponirakis, our standout ONR SBIR Program Manager, also received a Tibbetts recognizing her innovative leadership in support of SBIR efforts and spearheading the Focused Contracts Center, which is demonstrating impressive contract award times. Plus, several great small business performers in our Navy SBIR/STTR Program received Tibbetts. Kudos to all. Job Well Done!

I'll see you at The Forum!

Sincerely,



Robert L. Smith



Naval SBIR/STTR Second Annual Primes Summit

By Robert L. Smith (Director DoN SBIR/STTR)

More than 100 senior decision-makers in Naval acquisition and the defense industry joined me in Arlington, VA, in mid-December for a two-day exploration of the best current and future practices in strengthening SBIR/STTR collaboration. Since the first Primes Summit in 2015, new firms such as Leidos (successor to SAIC) have pulled closer to our DON SBIR/STTR program, and several of the largest DON contractors – led by Lockheed Martin, General Dynamics, Raytheon, and BAE Systems – have installed formal SBIR/STTR engagement protocols.

This was part of my invitation pitch to our newest SBIR/STTR advocate, Chief of Naval Research, RADM David Hahn, who welcomed Summit participants and our collaboration progress with enthusiasm. Like his predecessor, this CNR is all about “the business of the science”, paying close attention to a leadoff industry panel on “How SBIR Fits Into Our Technology Sourcing Strategy”, moderated skillfully by RADM (Ret.) Nevin Carr – now a top Leidos executive and former CNR. NAVAIR CTO Dr. Jim Sheehy led a strong Systems Commands panel updating industry and Naval leadership on NAVAIR, NAVSEA, USMC, and SPAWAR initiatives in taking SBIR/STTR down into their PEOs and PMS/PMA structures. That panel, with its acquisition focus, was counterpointed by a great Fleet and Force maintenance panel on SBIR as a potential cost-reducer, led by Mr. Martin Ahmad, Deputy Commander, Fleet Readiness Centers. A related, complementary briefing on new small business training curriculum was provided by Ms. Emily Harman, DON Director of the Office of Small Business Programs.

The Naval component of Primes Summit II was further enriched by two powerful panels:

- A key DON acquisition management policy panel led by ASN Principal Civilian Deputy, Ms. Allison Stiller, which assessed SBIR/STTR implications of varied recent DON memoranda and guidance on realizing cost/schedule/performance benefits from small business partnering.
- A well-received Fleet operations panel of NAVSEA PMS 415 leaders and SBIR technologists, who provided play-by-play detail on how they gave

the CNO, in just 14 months, a comprehensive “anti-torpedo torpedo” in 2015 with its array of detection, warning, and launch components. (The system is now installed on five Fleet carriers, starting with the USS George H.W. Bush (CVN-77)).

A high profile congressional panel of SBIR-experienced staff members provided deep context to Prime Summit II attendees of 2016 progress towards early statute reauthorization, five year extension of SBIR/STTR in a final act of the 114th Congress, and interiors of the House and Senate Small Business and Armed Services Committees to explore further SBIR/STTR improvements in the 115th Congress.

Two standout presentations by senior Naval leadership rounded out Primes Summit II:

- Billed as “It Costs Too Much, and Takes Too Long,” the situation report by RADM Mike Manazir, Deputy Chief of Naval Operations for Warfare Systems, provided riveting detail on the array of principal challenges facing the world’s leading Naval force now and in the near future, and how solutions involving small business can emerge from the S&T and acquisition communities.
- Dr. John Burrow, Assistant Secretary of the Navy for Research, Development, Testing and Evaluation, urgently challenged large and small businesses in the defense arena to pursue experimental partnerships across government and industry lines.

Stepping back from the event itself, to me, the Primes Summit focus on collaboration is evolving into a structure that will embrace our university partners, and perhaps new initiatives with the nation’s evolving innovation corridors, districts, and institutes. These can, and will, play an increasingly valuable role in American economic vitality, and what we’re learning about the business of the science may be a keystone to this development.

As we continue to discover new and exciting ways to enable effective collaboration while still refining our existing ways, I’m already getting excited about the 2017 Summit. Please send me your thoughts on topics we should address, and other collaborators we need to make this year’s Summit a rewarding experience for everyone.

SBIR INVESTMENTS LEAD TO UNEXPECTED BENEFITS

There's an expression, "one good thing leads to another."

For Midé Technology Corporation, a small business in Medford, Massachusetts, SBIR efforts have led to some surprising developments. From missile instrumentation to bulkhead shaft seals to smart wetsuits, Midé has seen SBIR contract activity evolve into further opportunities including the development of products for the military and commercial markets. One good idea has led to another.

The Midé team looks closely at the topics issued by DoD and the services to see where the company's expertise can contribute.

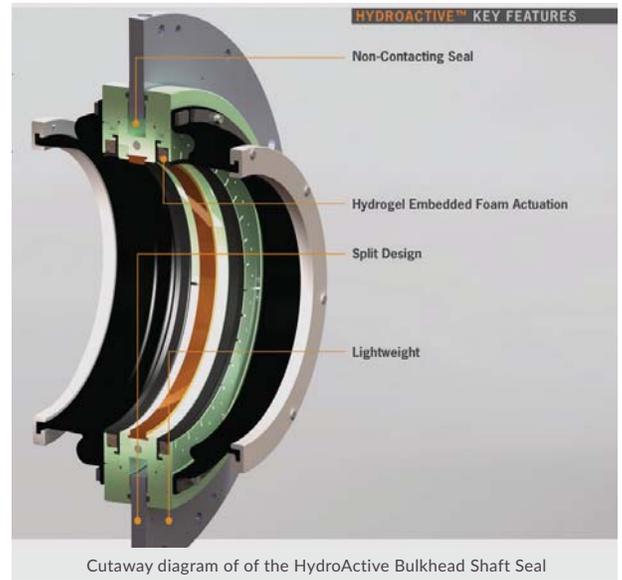
For example, the company had developed hydrogel technology for dive suit applications. When the USS Cole incident generated an urgent operational need for a new kind of bulkhead seal, Midé's engineers were able to leverage their technology in a new and different way.

Midé's seal design is mounted on the bulkhead. If there is flooding in one space, the hydrogel activates and expands, applying a force to the seal and closing the gap, stopping the water from passing from one compartment to another. And as a result, thanks to SBIR, surface combatants at sea are safer.

According to Midé President and Chief Operations Officer Attila Lengyel, the company likes to prototype solutions even in Phase I. "We try to do that whenever we can. We think it's advantageous to both ourselves, because it gives us more confidence in our solution, and also to show our technical points of contact in the Navy that we have something of value, and the prototype is a big risk reducer."

Lengyel said that Midé has used that approach with its bulkhead seal. "Phase I was successful, and we were awarded the Phase II. We were able to install one seal on USS Sampson (DDG 102) in 2008, and continued with full shock, vibration and successful qualification testing."

The seals aboard DDG 102 have held up for nearly a decade without the need for maintenance, equipment replacement or unexpected repairs that would remove the vessel from active service.



Lengyel said Midé conducted a Commercialization Pilot Program (CPP) to develop seals for both military and commercial ships. "We're now about two thirds of the way through outfitting all of the Arleigh Burke-class DDG with the seals, and are now installing bulkhead seals on both LCS variants," he said. "We recently were awarded a contract to replace the seals on the San Antonio-class amphibious transport docks. We're also providing this product to commercial ships."

Commercialization

Midé's military product is called the Reliant line, while the commercial variant is called Omni line—a simpler design not needing the higher shock and vibration specifications that the military requires. It uses the same hydrogel activation concepts, but at a lower price point. It's generally used with much smaller shafts with applications for offshore support vessels, tugs, and dredges.

The SBIR investment, \$2,683,029 has been leveraged into Phase III revenue of \$32,000,000 for Midé's bulkhead seal product line, according to the company.

Midé's experience with hydrogels came from a prior SBIR project developing a "smart wetsuit" for the Navy SEALs. Another need identified in an SBIR grant saw Midé dive deeper – much deeper. Midé developed advanced joints for a lightweight atmospheric diving suit (LW ADS), where the diver inside the suit remains dry at one atmosphere in the shell as it descends under water.



Lengyel said the LW ADS project was also developed in response to an SBIR topic, and is being conducted as a Small Business Technology Transfer (STTR) project, which connects companies with academic institutions.

“The STTR aspect of the program creates engagement opportunities with academia and the latest ideas and technology. We worked on our LW ADS with MIT,” said Lengyel. “The partnership allowed us to gain some tremendous insight.”

“Midé’s LW ADS is an active Phase II project, with promising initial test results,” Lengyel said.

The Next Opportunity

Vice President of Corporate Programs Rick Orlando said Midé is always watching for the next opportunity. “We know the cycles when the topics and solicitations come out from the different agencies and departments. We look at the topics, and glean the ones where we have interest and are suited to submit a proposal. Our topic selection process incorporates our company strategy which causes us to select topics that are consistent with our market direction and technology skills. Engineering resources are valuable and must be utilized for the right efforts for company growth.”

In general, Orlando said a high proportion of Midé’s R&D work is funded by SBIR funding. “It’s about 80 percent of our R&D expenditures, but that doesn’t count our product revenue.”

“We don’t exist on SBIR alone, but SBIR is a very important part of our business model,” said Orlando.

“Although the opportunities vary, the SBIR program is a great staging area for development that can lead into commercial markets,” said Orlando.

“Not all of our SBIRs will evolve into a product,” said Lengyel. “But we prefer to go after ones where we see an end product, and one that meets a military need. If there’s a commercial product that comes out of it, then that is of great interest to us.”

“We take a great deal of pride in our research, and our products. The end user might be a 19-year old Sailor, and whatever we deliver has to meet his or her needs. In the case of our bulkhead seals, we know that the Sailors are counting on them to keep their ship afloat in an emergency. We take that to heart.”



U.S. Navy

Naval Air Systems Command (NAVAIR) Small Business Innovation Research (SBIR) program mentors small businesses to work with primes

To help small companies transition their developed technologies to a platform, major system or sub-system, the Naval Air Systems Command (NAVAIR) SBIR Program is initiating the “voluntary” Transition Planning and System Integration Pilot (TPSIP) effort to assist SBIR firms in establishing early collaboration with the Prime Integrators and OEMs. The TPSIP will be available to qualified SBIR firms in the Phase I option period.

According to NAVAIR’s Matthew Williams, there are many challenges to integrating SBIR technology. “Realistically, it takes six to eight years to bring new technology from concept to reality, and with Program Managers (PMs) changing every three years, you may have a champion for your technology and he or she is likely to move on before your effort is complete. And the new PM may have a different vision.”

TPSIP funding, estimated to be around \$25K, will allow the SBIR firm to create a sub-contract with the prime integrator to fund a mentoring effort. “The purpose isn’t to show the small companies how to build something, but to help them learn about how their SBIR effort can transition, and how to adapt their Phase II technology to best fit into the program,” Williams said. “TPSIP isn’t about developing the technology as it is about helping the small company work with the prime to integrate it successfully.”

“We want the Prime to advise the small company on how to transition. And if it includes some test and evaluation, so much the better,” said Williams. “We cannot force the Prime to team with the SBIR firm; the intention is to start the relationship early in the development and integration process.”

SBIR firms may be selected to participate in the TPSIP program during the Technical Point of Contact (TPOC) Phase I down select for Phase II. The TPOC will determine if the SBIR firm needs to team with a Prime to integrate their technology. The SBIR firm will be notified

by the NAVAIR Program Office on the last day of their base Phase I contract. “If the firm is going to participate in the TPSIP, the SBIR program will plus-up the firms Phase I option an additional \$25K. It is the SBIR firm’s responsibility to start the sub-contracting effort with the Prime,” Williams said. “The SBIR Program Office will also provide SBIR participants with a POC within the Prime contractor.”

Timing is everything. “If a technology comes along late in the process, and the program is mature, the PM may not need the new product or technology, or have the budget for it. But if it comes along too early, they may not be ready for it, or realize how it can be helpful. TPSIP can help position the small business, NAVAIR program and Prime integrator to be ready at the right time.”

TPSIP encourages the Prime to work with the SBIR firm to see how the small company’s technology can be integrated by them. A Prime may be interested in an SBIR technology, but doesn’t have the available funding to evaluate it, or the customer hasn’t asked for it, so it isn’t a high priority. TPSIP funding helps the small company understand the process, see where the obstacles are, and know where it fits into the larger effort.

Primes are not advising the small company on how to develop their technology. Rather the Primes can offer guidance on how the technology will integrate, and also provide fit and form advice when appropriate.

Williams’ goal is for the Prime contractor and SBIR firm to have planning discussions with the TPOC, Prime contractor and Program Manager (PM) / Integrated Product Team Lead (IPT) about the SBIR technology development, integration strategy and the necessary time required to integrate the technology into an existing program. “This way all of the transition participants, (i.e., PMA (PM), IPT & TPOC), can be watching for it, plan for it, and budget for it,” said Williams.



“The primes are really for this,” Williams said. “It’s a small amount of money, but they see a lot of value. Everyone benefits because we get the technology quicker.”

NAVAIR makes a concerted effort to find SBIR technologies to meet its growing technology demand. “When we see a demand signal, we look back to older topics. For example, we looked at a cold-spray solution to repair the Aircraft Mounted Accessory Drive (AMAD) F/A-18 gearboxes, and then evaluated whether it could be extended to CH-53Es or P-3s. We didn’t have to develop the technology, but we did need to test and

qualify the materials to make sure it worked on other aircraft components.”

A Navy topic may result in an SBIR effort that also impacts other services and agencies. “If we need a deicing solution for KC-130s, it may be applicable to the Air Force or Coast Guard, as well.”

According to Williams, the Navy will be able to determine if TPSIP is successful because the transition rate will improve.

NAVAIR TPSIP Pilot Program Objectives

- 1). Establish a working relationship with the Prime Integrator / OEM early in the development process.
- 2). Help the SBIR firm understand how the technology will be integrated.
- 3). Enhance the communication circle early in the process between the Sponsoring Program, Prime Integrator/ OEM, TPOC and the SBIR firm.
- 4). Increase the overall SBIR technology transition rate.

Raytheon Looks to Small Companies for Big Ideas

Tad Dickenson, Raytheon’s director of the company’s SPY-6(V) Air and Missile Defense Radar (AMDR) program, says Raytheon has some big reasons why it embraces small business. “Small companies offer more diverse input, and help us to think like a smaller company.” Dickenson says Raytheon welcomes partners through the SBIR program, even in long-standing or large programs such as the SPY-6 AMDR.

“With fewer resources, small company teams must address every aspect of their product, with a more holistic viewpoint – from the product itself, customer needs and purchase requirements, to how the end product will be used and maintained. Replicating that small company model in larger teams prompts that holistic view and focus. Instead of silos of specialization, it’s a team of diverse talents and perspectives focused on a product as a whole. The team, the product, and the customer benefit.”

AMDR is a scalable radar active electronic scan array system that uses state-of-the-art efficient gallium nitride transmit and receive semiconductors within the radar module assemblies or RMAs. The more RMAs in an array, the more range and capability is achieved.



A crane lifts the Air and Missile Defense Radar into place for its upcoming tests at the U.S. Navy Pacific Missile Range Facility. (Raytheon)

RAYTHEON LOOKS... *continued*

Raytheon has developed AMDR with an open architecture in order to be flexible. "There's nothing proprietary, and any-sized company can be involved in the program. In fact, we can insert different algorithms for the same function next to each other to see which works best. We can select one, or both. And we can easily put in new functionality, or replace something with a better version," says Dickenson.

That's why Raytheon is looking to small companies for big ideas.

Dickenson says Raytheon invests in its small business partnerships because they can be mutually beneficial for years to come. "We look to nurture these relationships. We learn a lot from our small business partners, and we think we can offer them a mentorship relationship with our experience and expertise. When we work with a small company on our program, they can see all of the efforts that Raytheon is involved with, and we can introduce them to our other programs.

"The Navy believes in technology insertion, and innovation is the core of small businesses. SBIR companies are already engaged in helping the Navy solve important problems, including the challenges we are facing," Dickenson says. "They add to our ability to provide needed capability to the Navy."

Raytheon's SBIR teammates bring important attributes to a project. "SBIR companies are lean and agile, and can produce results quickly at a lower cost," says Dickenson. "Their ideas evolve very quickly, and we can leverage that innovation. That adds up to better capability, performance and affordability for the Navy."

"The Navy understands us, and what we're doing, so they can often identify an SBIR technology or process they know we can benefit from, and will make the introduction," Dickenson says. "You could call it 'precision matchmaking.'"

While Raytheon produces large radar systems that benefit from SBIR contributions, Dickenson says the company also has active SBIRs across their various software tools as well. "We benefit from SBIR contributions to our testing, system reliability or maintenance processes. It may be an algorithm, technique or methodology. It could be a niche type of product, limited to a specific component or assembly, or it could also have broad applications at the system level."

Even if it doesn't work out for our program, it might be a good fit elsewhere in the company. We can spread the word."



This illustration shows a U.S. Navy destroyer equipped with the new Air and Missile Defense Radar. The groundbreaking Raytheon-built system's electronics will provide 30 times the sensitivity of the radar on board today's destroyer fleet. (Raytheon)



NAVY FY16 PHASE III AWARDS

TOTAL: \$506,962,420

FIRM	CONTRACT #	TOPIC #	AMOUNT
MARCOR			
Corvid Technologies	M6785416C6581	N123-156	\$1,469,297
Harmonia Holdings Group LLC	M6785414C4817	N132-099	\$597,523
NAVATEK, LTD	M6785414C0008	N06-137	\$320,191
Trident Systems INC.	M6785416C6580	S031-0141	\$2,992,106
			MARCOR TOTAL: \$5,379,117
NAVAIR			
Adaptive Methods, INC.	N6833515G0018	N02-152	\$1,580,000
Adaptive Methods, INC.	N6833513C0106	N02-152	\$145,000
Advanced Acoustic Concepts, LLC	N6134016C0004	N03-074	\$12,984,516
APTIMA, INC.	N6134016C0013	N08-T004	\$424,495
Architecture Technology CORP.	N6833516C0255	N091-037	\$49,996
Arete Associates	N6833515G0016	N06-002	\$1,590,500
Athena GTX, INC.	N6833516C0085	N092-148	\$1,291,231
CeraNova CORP.	N6893615C0022	N112-144	\$528,968
CeraNova CORP.	N6890315C0022	N112-144	\$986,718
Chesapeake Technology International, CORP.	N6893611D0023	N101-019	\$1,125,755
Chesapeake Technology International, CORP.	N6893613D0006	N101-019	\$1,765,433
Coherent Technical Services, Inc.	N6833516C0420	N142-095	\$1,765,433
Cornerturn, LLC	N6833516C0080	N101-018	\$1,280,000
Creare LLC	N6833516C0169	N08-014	\$1,137,690
DDL OMNI Engineering LLC	N6833514G0057	N00-123	\$1,848,015
Diversified Technologies, INC.	N6833514G0001	N06-043	\$349,170
EDO CORP.	N0001914C0008	AF89-001	\$74,999
Engineering Software Research And Development, INC.	N6833514G0004	N03-169/N06-005	\$840,000
GBL Systems CORP.	N6833515G0026	N04-174	\$2,608,821
Global Engineering And Materials, INC.	N6833516G0012	N121-042	\$159,978
Hydronalix, INC.	N6833514G0039	N102-182	\$46,467
Innovative Defense Technologies, LLC	N6833515G0039	N07-034	\$2,709,762
Innovative Defense Technologies, LLC	N6893611D0005	N07-034	\$384,396
Insitu, INC.	N6833511G0009	N03-138	\$67998062
International Assoc. of Virtual Org., INC.	N6893614D0019	N05-017	\$734,357
KCF Technologies, INC.	N6833516P0166	N08-006	\$81,695
Kennon Products INC.	N6833513G0017	N06-016	\$220,062
Lambda Science, INC.	N6833515G0033	N06-123	\$872,700
Logis-Tech, INC.	N0001916P1000	N90-085	\$24,186
Luna Innovations, INC.	N6833516C0086	N07-171	\$51,247
MaxPower, INC.	N6833515C0095	N092-110	\$1,999,967
Mercury Defense Systems, INC.	N6833512G0059	N06-036	\$15,430,634
Navmar Applied Sciences CORP.	N6833514G0040	N04-266/; N08-02/;3; N08-00,9; F083-00,6; N92-170; N94-178	\$10,930,071
Navmar Applied Sciences CORP.	N6833515G0013	N08-008	\$3,084,188
Navmar Applied Sciences CORP.	N6833516C0100	N101-042	\$2,851,385
Navmar Applied Sciences CORP.	N6833510G0026	N92-170; N94-178; N04-237	\$2,013,818
North Star Scientific CORP.	N6833512G0058	N06-125	\$5,611,116
NP Photonics, INC.	N6833516G0042	N103-210	\$7,400,000
Organizational Strategies, INC.	N6833515C0077	N98-057	\$121,652
Physical Optics CORP.	N0001915C0039	N05-004	\$6,681,523
Physical Optics CORP.	N6833512G0045	N102-129	\$6,837,826
Progeny Systems CORP.	N6833513G0001	N121-045	\$9,599,780
Progeny Systems CORP.	N6833516C0082	N96-278	\$2,969,401
R D A INC.	N6833514G0003	N98-035	\$1,485,853
RDRTEC INC.	N6833514G0006	N12A-T002	\$1,001,093
Research And Engineering Development LLC	N6833516C0083	N07-005	\$2,899,789
Reynolds Systems, INC.	N6893613D0020	N96-061	\$740,453
Scientific Systems Company INC.	N6833515G0030	N112-127	\$1,147,568
Sensormetrix, INC.	N6833516C0081	N121-044	\$2,199,993
Signal Systems CORP.	N6833515G0032	N101-005	\$1,400,000

NAVY FY16 PHASE III AWARDS

FIRM	CONTRACT #	TOPIC #	AMOUNT
NAVAIR			
Surface Optics CORP.	N6893611D0004	N05-071	\$440,999
Technical Data Analysis, INC.	N6833511G0033	N08-006	\$288,569
Technology And Supply Management, LLC.	N6833515C0370	N07-166	\$1,095,534
Trident Systems INC.	N6833514C0216	AF01-106; OSD06-IA4; SOCOM03-004	\$159,590
Triton Systems, INC.	N6833515G0031	N131-016	\$1,400,000
Trout Green Technologies, INC.	N6833512C0390	N06-068	\$76,948
Vista Research, INC.	N6833514C0353	N91-165	\$1,223,227
Zivko Aeronautics, INC.	N0042115C0051	N01-139	\$2,795,080
			NAVAIR TOTAL: \$206,478,722
NAVSEA			
3 PHOENIX, INC.	N0002413C6264	N04-138	\$3,612,919
3 PHOENIX, INC.	N6339410C1200	N04-138	\$2,065,813
3 PHOENIX, INC.	N0002416C4025	N04-138	\$2,900,000
3 PHOENIX, INC.	N0002412C6249	N04-138	\$163,787
3 PHOENIX, INC.	N0002411C6287	N07-070	\$18,987,000
3E Technologies International, INC.	N0017410D0021	N98-114	\$327,432
Accipiter Systems, INC.	N0002416C4049	N121-070	\$1,378,566
Adaptive Methods, INC.	N0002415C5252	N01-127; N03-146; N99-224	\$5,595,000
Adaptive Methods, INC.	N0002415C5220	N06-109; N05-044; N05-043	\$3,003,994
Advanced Acoustic Concepts LLC	N0002412C6311	N04-065	\$7,670,900
Advanced Scientific Concepts, INC.	N0002412C4519	N101-083	\$3,000,000
Advanced Systems/Supportability Eng. Tech.	N0002410C6259	N05-149	\$980,000
American Superconductor CORP.	N6554015D0019	N091-051	\$337,168
Applied Physical Sciences CORP.	N0002416C4022	N04-T020	\$2,824,085
Arete Associates	N0002415C4051	N122-141	\$2,997,431
Arete Associates	N6133111C0007	N96-150	\$3,105,985
Frontier Technology, INC.	HQ14715D7007	N07-010	\$480,000
General Dynamics Advanced Info. Sys., INC.	N0002409C6206	N93-078	\$4,900,715
Infinia Technology CORP.	N6554014D0016	N091-051	\$108,424
Innovative Defense Technologies, LLC	N0002416C4028	N05-163	\$2,099,401
Innovative Defense Technologies, LLC	N0002411G4226	N05-163	\$17,849,753
L-3 Chesapeake Sciences CORP.	N0002415C6275	N05-125	\$7,190,070
L-3 Chesapeake Sciences CORP.	N0002414C6233	N05-125	\$1,019,715
Materials Sciences CORP.	N0002416C4027	N121-058	\$2,218,996
MIDE Technology CORP.	N6554013C5005	N04-073	\$196,856
MIDE Technology CORP.	N6449816P5041	N04-073	\$1,271,532
Mikel INC.	N0002411C6295	N05-149	\$400,000
Mikros Systems CORP.	N0002413C4545	N02-039	\$4,650,335
Mikros Systems CORP.	N0016410DGR63	N02-039	\$430,192
Mikros Systems CORP.	N6339416D0018	N02-039	\$3,200,000
Nexgen Composites, LLC	N6133116C0008	N04-051	\$2,254,637
Pacific Engineering INC.	N0002414C6230	N102-144	\$1,054,596
Progeny Systems CORP.	N0002414C6220	N00-049; N96-274; N96-278; N98-122	\$15,166,796
Progeny Systems CORP.	N0002413C6259	N02-024; N98-122	\$372,166
Progeny Systems CORP.	N0002413C6283	N03-048	\$1,054,673
Progeny Systems CORP.	N0025311C0008	N05-065	\$61,621
Progeny Systems CORP.	N0002416C6415	N96-278	\$58,773,320
Progeny Systems CORP.	N6572614C0001	N96-278	\$157,636
Progeny Systems CORP.	N0002414C5209	N96-278	\$8,084,675
Progeny Systems CORP.	N0002411C6296	N96-278	\$3,154,203
Progeny Systems CORP.	N6554014D0010	N96-278	\$290,580
Progeny Systems CORP.	N0017814D3025	N98-115	\$29,000
Progeny Systems CORP.	N0002415C4050	N98-115	\$174,719
Progeny Systems CORP.	N0002414C6294	N98-115	\$7,828,153
Progeny Systems CORP.	N0002416C4021	N98-115	\$2,989,195
Progeny Systems CORP.	N6660415D0130	N99-100	\$5,308,929
Rite-Solutions, INC.	N0002410C6258	N05-149	\$1,653,300



NAVY FY16 PHASE III AWARDS

FIRM	CONTRACT #	TOPIC #	AMOUNT
NAVSEA			
Sedna Digital Solutions, LLC	N0002413C6272	N05-059	\$6,358,442
Simventions, INC.	N0017815D3001	N05-053	\$7,409,338
Simventions, INC.	N0017811D3010	N05-099; N05-053	\$1,296,959
Structural Composites, INC.	N0002416C4029	N091-049	\$2,680,980
Systems Engineering Associates CORP.	N6660411D0558	N95-208	\$330,000
Teledyne Instruments, INC.	N0025313D0001	N02-082	\$771,712
Trident Systems INC.	N0002409C5103	N093-227	\$171,768
Trident Systems INC.	N0002416C5102	N093-227	\$900,000
			NAVSEA TOTAL: \$242,779,468
ONR			
Aosense, INC.	N0001415C5022	N121-050	\$335,000
Aptima, INC.	N0001416C1041	OSD11-CR1	\$500,000
Arete Associates	N0001413C0131	N07-079	\$1,000,000
Aurora Flight Sciences CORP.	N0001412C0671	N10A-T039	\$18,837,586
Commonwealth Computer Research INC.	N0001416C1005	N132-135	\$100,000
Continuum Dynamics INC.	N0001414C0014	N07-042	\$134,089
Diversified Technologies, INC.	N0017315C2024	N98-003	\$697,050
H S Owen LLC	N0001416C3067	N07-139	\$115,416
Harmonia Holdings Group, LLC	N0001416C1022	N132-135	\$437,000
Knexus Research CORP.	N0001416C3049	N121-082	\$684,448
Nextgen Aeronautics, INC.	N0001414C0028	N10A-T031	\$320,155
Progeny Systems CORP.	N4175615C3386	N08-077	\$272,195
Progeny Systems CORP.	N0001415C0008	N08-077	\$100,000
Progeny Systems CORP.	N0001415C0111	N08-077	\$500,000
Progeny Systems CORP.	N0001415C0099	N08-077	\$2,480,624
Soar Technology, INC.	N0001412C0170	OSD06-CR8	\$399,925
			ONR TOTAL: \$26,913,488
SPAWAR			
Adaptive Methods, INC.	N0003907C0014	N03-146	\$2,189,334
Basic Commerce & Industries, INC.	N6600115D0061	N06-072	\$497,641
H.S. Owen, LLC	N0003916C0076	N07-139	\$829,703
Imagine One Technology & Management LTD	N6523612D3885	N07-146	\$540,000
Innovative Defense Technologies, LLC	N0003912C0090	N05-163	\$401,500
L-3 Chesapeake Sciences CORP.	N0003916C0057	N05-125	\$4,888,681
L-3 Chesapeake Sciences CORP.	N0003913C0028	N95-209	\$727,570
MagiQ Technologies	N0003916C0060	N08-093	\$2,000,000
Makai Ocean Engineering, INC.	N0003909D0134	N99-171	\$384,108
Progeny Systems CORP.	N0003916D0006	N121-103	\$3,581,363
Progeny Systems CORP.	N6600111D0030	N96-273	\$1,836,765
Progeny Systems CORP.	N6523616D8013	N96-273	\$940,000
Promia, INC.	N0003908C0061	N99-167	\$46,707
Scalable Network Technologies, INC.	N0003911D0035	N04-132	\$989,420
Scientific Solutions, INC.	N0003914C0024	N02-207/1	\$471,381
Solute	N0003916C0054	N10A-T045	\$1,199,952
Vulcan Wireless, INC.	N0003916C0052	AF05-034	\$2,627,588
Zeutro, LLC	N0003916C0064	N12A-T025	\$1,259,908
			SPAWAR TOTAL: \$25,411,625
NAVY FY16 PHASE III AWARDS GRAND COUNT: 151			GRAND TOTAL: \$506,962,420

UPCOMING EVENTS

Apr 3-5	DoN Forum for SBIR/STTR Transition (FST) Navy League's Sea-Air-Space Exposition	National Harbor, MD
Apr 12-13	Marine South 2017	Camp Lejeune, NC
May 8-11	AUVSI's Xponential 2017	Dallas, TX
May 11-12	2017 Navy Contracting Summit	NAVSTA Norfolk, VA
May 15-17	National SBIR/STTR Conference 2017	Washington DC
May 15-18	2017 SOFIC Conference & Exhibition - Special Operations Forces Industry Conference	Tampa, FL
July 20-21	2017 Naval Future Force Science and Technology (S&T) EXPO	Washington DC

For more event information, please visit NavySTP.com

For comments/questions about this newsletter, send e-mail to:
NavyFST@atsicorp.com

CONTRIBUTORS

Contributing Editor: Ned Lundquist
Layout Design: Walter Regan

Co-located with
SeaAirSpace
The Navy League's
Global Maritime Exposition

DEPARTMENT OF THE NAVY
2017 FST
Forum For SBIR/STTR Transition
an **STP** Event

DELIVERING INNOVATION

★ **APRIL 3-5, 2017** ★

Gaylord National Resort & Convention Center
National Harbor, MD
Woodrow Wilson Ballroom

DON/AA APPROVED EVENT

 @NavyFST

Register Now! NavyFST.com