NAVY | SBIR | TAP

TRANSITIONS
SUMMER EDITION · VOLUME 4 · ISSUE 1 · 2007

Introduction

The '07 Navy *Opportunity Forum*®

From May 7 through May 9, in a large exhibit hall just outside of D.C., the future of many Navy technologies was on display. From power sources and ship-filtration devices to UAVs and wireless sensors, the seventh annual Navy *Opportunity Forum*® was the place for acquisition officers, defense personnel, R&D managers, prime contractors and suppliers to preview 174 Navy-funded technologies developed by small businesses. In addition, there were technologies on display from eight representatives of the Navy Offices of Research and Technology Applications (ORTA).

The Forum, sponsored by the Navy Small Business Innovation Research (SBIR) Program Office, provides an effective means to accelerate the transition of technologies, products and services developed under the SBIR program to Phase III. The event is the culmination of the Navy Transition Assistance Program (TAP). The Navy TAP provides small businesses that have received Phase II funding with a variety of professional business services and assistance in the areas of market research, business strategies, capabilities brochures and Phase III transitions.

Record Numbers

With record attendance this year, nearly 1400 attendees, including representatives from the government, private sector and small business, came to meet, greet and discuss the Navy SBIR technologies on display. To facilitate timely and effective discussions between the presenting firms and interested attendees, each presenting firm had developed, in advance, a Phase III transition plan charting the proposed course to successful transition of their Navy-funded technology(ies) to the appropriate defense applications. These plans are also developed as part of the Navy TAP.

"This event was the most professional and well organized of any event that I have ever attended (I have been to hundreds of other such events). Everything was thought of ahead of time and the speakers and timing of events were exceptional."

—Geoffrey T. Burnham, Ph.D., Agiltron, Inc.

Forum luncheon with keynote, Sen. Kerry

Not only were there small business technologies on display, but there were also knowledgeable speakers throughout the three day conference who spoke to pertinent issues involving the SBIR program, acquisition, prime contractor relationships and many other relevant topics.

Monday, May 7

John Williams, Director of the Navy SBIR program gave the opening remarks on Monday morning and following a round of presentations, Vice Admiral Paul Sullivan, Commander of Naval Sea Systems Command, spoke about NAVSEA's partnership with small businesses through the SBIR program and the remarkable return on investment it has given them—noting that, if done correctly, the ROI is at least 10 to 1. He encouraged collaboration with minority/woman-owned small businesses and academic institutions, noting several successful NAVSEA programs that have done so. Providing a history of the NAVSEA SBIR program, Sullivan noted that over the past 25 years the program has received and evaluated 17,110 proposals covering 1666 SBIR topics. Of those proposals, there have been 13,060 Phase I awards and 2,585 Phase II awards given to nearly 6,000 different companies.

Following his presentation, Adm. Sullivan and John Williams presented the first SBIR Career Achievement

Award to Richard McNamara, Executive Director of PEO Submarines, also known as "the Billion Dollar Man" in the Navy SBIR arena, as he is retiring from the Navy this year.

The afternoon presentation, given by Dr. Delores Etter, Assistant Secretary of the Navy for Research, Development and Acquisition, focused on her key goals and projects. Following Etter's remarks, there was a networking reception for conference attendees.

Richard McNamara, John Williams and Admiral Sullivan

Tuesday, May 8

Tuesday began with a presentation by Deputy Assistant Secretary of the Navy, Bill Balderson. Balderson, who is in charge of Air Programs, spoke to budgetary issues concerning acquisition within Air programs. Some of the morning presentation subjects included small business technology covering the areas of turbine engines, UAVs, simulators and blast protection. The luncheon speaker for the day was Sentor John Kerry (D-Mass.), Chair of the U.S. Senate's Committee on Small Business and Entrepreneurship. Kerry spoke to attendees on the success of the SBIR program and the importance of its upcoming reauthorization. (See page 4 for highlights of his remarks.)

Following additional small business presentations, the day culminated in a panel discussion on the Commercialization Pilot Program (CPP). Panel members were John Williams, Janet Jaensch of NAVSEA and Janet McGovern of NAVAIR. They discussed, among other topics, the CPP selection process, major areas of focus and the future direction of the CPP.

Wednesday, May 9

The final day of the Navy Opportunity Forum included keynote speaker, Dr. Ray Johnson, Senior Vice President and CTO of Lockheed Martin Corporation who spoke on Lockheed's model for integrating small business into its R&D roadmaps and presentations concerning areas such as warheads, ships, manufacturing and EMALS. The closing presentation was made by David Metzger who focused on SBIR commercialization and how best to insert Phase III innovations into government missions.

While the Navy Opportunity Forum was the culmination of the 2006–07 Navy TAP, plans for the 2007–08 Navy TAP are underway. The Navy TAP Kick-off event was held July 8–10 and dates for the next Navy Opportunity Forum are set for June 2–4, 2008. For more information visit www.navyopportunityforum.com.

Acquisitions

Mission and Goals of the ASN/RDA

Mission and Goals of the ASN/RDA

For the second year in a row, the Honorable Dr. Delores Etter, Assistant Secretary of the Navy for Research, Development and Acquisition (ASN/RDA) spoke to the attendees of the Navy Opportunity Forum, discussing the key factors driving the Navy's acquisition programs. Etter, who was sworn in as Assistant Secretary of the Navy by President Bush in November of 2005, is the Navy's senior acquisition executive. As John Williams remarked in his introduction, Etter is a true scientist who, just prior to her appointment was a member of the electrical engineering faculty at the U.S. Naval Academy and the first recipient of the Office of Naval Research Distinguished Chair in Science and Technology.

Fulfilling the Mission

As she defines it, the mission of Etter's organization is to "provide systems, weapons and platforms for our men and women that will help them address the mission that they have and, in particular, to give them a technological edge over our adversaries." In fulfilling the mission, she sees an advantage of working with small businesses, in particular, SBIR firms, commenting that "so many of our SBIRs and small companies are helping us to understand how we can bring more of the technology in," providing assistance in supporting the global war on terrorism—the first of her four key goals.

> "Ship building has always been a difficult thing to do, in terms of trying to predict cost, schedule and performance."

Other goals developed during her tenure include a reduction in volatility within the acquisition programs, and though it is a small portion of the budget (in terms of percentage), support of Science and Technology (S&T) is a goal that she considers absolutely critical in terms of its impact. "Making sure that we have an investment that continues to provide capabilities, starting from basic research, all the way to 6.2, 6.3, 6.4 and 6.5 - so we have

The Honorable Dr. Delores Etter

the opportunity to bring in these good ideas that you all [small business innovators] have and see how they fit in with our programs. This is extremely important," she explained. Lastly, Etter is committed to working within the Navy enterprise to make certain that the acquisition community is a part of the key decisions being made within the Department of the Navy.

"We all talk about metrics. This program has a lot of metrics for each individual piece, but the only metric that is really important is how many of these are we getting to theater."

Acquisition Challenge—Shipbuilding

The 30 year shipbuilding plan lays out the needs and timelines of each program, providing stability to the shipbuilding industry, but that does not mean that challenges do not arise during implementation. For example, of the 313 ships in the plan, 55 are to be Littoral Combat Ships (LCS). The LCS fills a gap for the Navy in terms of getting close to the shoreline, handling anti-mine missions, as well as finding and neutralizing diesel submarines, to name just a few of the possible missions it could perform. According to Etter, there are many opportunities for small businesses to assist the Navy in fully utilizing the LCS capabilities.

Unfortunately, the LCS program, has received a good deal of criticism due to excessive cost overruns highlighting the difficulties facing acquisition programs. "Ship building has always been a difficult thing to do, in terms of trying to predict cost, schedule and performance," Etter explained. The LCS program is one that "we have stumbled on a bit, but we are now back on track."

Drafting a Plan for Aircraft

Aircraft also represent a vital part of the acquisition responsibilities for the ASN(RDA). "It was a big surprise to me, as I came into this job, to find out just how much we are recapitalizing [in the aircraft arena]. In fact, in terms of budget, what we are spending on aircraft recapitalization is not much smaller than what we are spending on shipbuilding," said Etter. To manage the vast aviation portfolio, an aviation plan, similar to the shipbuilding plan, is being developed and should be available with in the next few months.

A major success of the aviation portfolio is the V-22, a tilt-rotor aircraft that combines a helicopter's operational flexibility with the greater speed, range, and efficiency of fixed-wing aircraft. The V-22 can be used for troop/cargo transport, amphibious assault, special operations, and search and rescue operations. While just a few years ago there were doubts about the future of the program, the Navy now has V-22 operational squadrons with plans to take it to the theater in the fall. "This is going to be a wonderful thing for our troops. It will get them in and out of danger quickly and it will carry more and go farther. This is something really important for us as we look at the capabilities we are providing," said Etter.

New aircraft aside, time and resources are still spent on developing ways to care for or upgrade older systems, which can be more difficult than anticipated. For example, the H1 helicopter program initially required problems to be fixed by re-working old parts with new technology.

The V-22 Osprey, which the Navy plans to send to theater this fall, has been under development for more than 25 years.

However, it became evident that moving to a completely new airframe was the most efficient solution for the extensively used H1.

Priority #1—MRAP

Ships and aircraft are important, but right now, the number one priority for Navy acquisitions is the mine-resistant ambush protection vehicle (MRAP). Designed with a V-shaped bottom, it deflects the force from an IED blast, providing better protection than conventional ground vehicles. Involving a number of vendors, the MRAP program is a collaborative effort that is moving very quickly to build hundreds of vehicles, many of which are currently in testing, for the theater. "We all talk about metrics. This program has a lot of metrics for each individual piece, but the only metric that is really important is how many of these are we getting to theater," said Etter.

"We have to more accurately estimate our costs and we have to match our contracting models and incentives to the cost and risk. In any of these cases it's really important that industry have a fair profit in this and we need to figure out how to make sure that's done. These contracts have to be a win/win solutions for all of us."

Reengineering Acquisitions

Metrics are critical and getting the right tools to the warfighter is of the utmost importance, but fulfilling the mission within a budget can be daunting. Complex programs often cause technical challenges and scheduling issues, but a balance must be struck and Etter and her team are working to find such a balance by applying some lessons learned about cost controls and requirements growth and applying them across the programs.

"We have to more accurately estimate our costs and we have to match our contracting models and incentives to the cost and risk," said Etter. "In any of these cases it's really important that industry have a fair profit in this and we need to figure out how to make sure that's done. These contracts have to be a win/win solutions for all of us."

The next issue of Transitions will fully outline Dr. Etter's plans for Reengineering Acquisitions and will feature an article on Open Architecture.

Kerry Promotes Strong SBIR Program and Reauthorization

Sen. John Kerry (D-Mass.) is the Chairman of the U.S. Senate Committee on Small Business and Entrepreneurship and has long been a staunch supporter of the SBIR program. Addressing the standing room only crowd at the Forum's Tuesday luncheon, Kerry promised to keep the SBIR program strong as he leads the reauthorization process for the program this year.

He also voiced his support for an increase in the percentage of government funds, the reallocation of funds to bridge the gap from development to commercialization and he also said he believed the SBIR program should be made permanent.

The following is an excerpt from Kerry's remarks as prepared for delivery:

Thanks for that kind introduction and thanks to John Williams for having me here today. The Navy is a leader in harnessing the potential of small businesses innovation, and a great deal of credit for that goes to John Williams. ...

Throughout the history of warfare, from gunpowder to precision-guided munitions, technological innovation has often led to mastery of the battlefield. Revolutionary technological advances helped to break the stalemate in the trenches of World War I and delivered the decisive blow that ended World War II in the Pacific.

And America has always put its faith in innovation to maintain our advantage. From stealth technology to unmanned aerial vehicles, from night-vision goggles to the new mine-resistant vehicles better able to withstand roadside bomb attacks in Iraq, we have consistently pushed the envelope and equipped our troops with weapons that keep them safe and keep America strong.

What we are doing here today is anticipating what our soldiers will need for the next generation of battle, for fourth-generation warfare and a war on terror that will be fought on just about every continent where mobility is often more important than might. And we're anticipating what our small businesses can do to help us get there and that includes a strong Small Business Innovation Research program.

That is the big picture, and it's worth keeping in mind as we discuss the nuts and bolts of reauthorizing the SBIR program, a process that is long and tough and sometimes inefficient but that your livelihoods and our safety depends on getting right.

The Small Business Innovation Research (SBIR) program is a great example of how government and business can work together to advance the cause of both science and our economy. As the program enters its 25th year, the results have been dramatic for small, high-technology companies participating in the program. Since the first SBIR grants were made, almost 90,000 projects have been funded, totaling almost $19 billion.

The SBIR program has left its mark on some of our best innovations. The technology that creates the "invisible" condensation trail of the B-2 bomber was an SBIR invention. And payloads from the space shuttle and the Hubble Telescope both rest on SBIR-funded technology. ...

As Chairman of the Committee on Small Business and Entrepreneurship in the Senate, and as Senator of a state that is a leader in the nation for research and development, I understand how important research funding is to the health of our high-tech small businesses and to our country's spirit of innovation. And I will do what I can to keep the SBIR program strong.

There are many issues we need to tackle in order to enhance this program, ranging from how to strengthen intellectual property protections to how to define a small business, but I want to focus on a few issues I hear about most frequently from small business owners.

"The SBIR program has left its mark on some of our best innovations. The technology that creates the "invisible" condensation trail of the B-2 bomber was an SBIR invention. And payloads from the space shuttle and the Hubble Telescope both rest on SBIR-funded technology."

The biggest concern I hear about is [SBIR] reauthorization. I know some folks are worried about the future of SBIR, whether it will continue to exist—and, it's a valid concern given that last time reauthorization got caught up in a series of continuing resolutions, lapsed, and the agencies stopped making awards. That hurt a lot of small businesses and their employees and interrupted important research. We won't let that happen again.

First, to avoid a shut-down, we are starting the process earlier. The program doesn't expire until September 30, 2008, and our Committee is shooting to have the program reauthorized before the end of this year. Second, unlike in the past, this year the question won't be whether SBIR should continue—but whether to make it permanent or simply reauthorize it for several years.

KaZaK Composites, Inc., based in Woburn, Mass.

In 2006, the Committee adopted—and we tried to pass—a bill to make the program permanent, and I still believe that's the right idea. But some in Congress don't agree. They think that by keeping this program on a short leash, they can force oversight. We had a similar struggle back in 2000, during the last reauthorization, and we managed to reach a compromise that authorized the program for eight years. I'll push for permanency, but I expect there will be differences on this issue. The important point is to get the program reauthorized.

Another question basic to the future of the SBIR program is: Should we increase the 2.5% allocation? I think we should. And last summer our Committee passed a measure that would have doubled it to five percent over the next five years. But this is controversial—and it contributed to the bill's death in the 109th Congress. The Administration doesn't support it, and neither do some powerful committees. There are pressures from patient groups and universities that don't want to see the small businesses cut into their 97% of federal research dollars, and there are budget pressures for funding military operations. I understand these concerns, but I want to explore every avenue for putting the full weight of the federal government behind the innovations of tomorrow.

And now let me turn to what I consider to be the most difficult problem facing the future of the SBIR program—how to transition more SBIR technology into government projects and commercial products. I often hear from frustrated SBIR firms that they complete the work of a Phase II Award, but the technology isn't far enough along to be inserted into a government project, or to attract venture capital for commercial application. These firms need more time and more money—and often they end up hiring an expensive lobbyist to try to get their project funded through an earmark in an appropriations bill. This is inefficient, and it lets promising technology fall through the cracks when we could be using it to make our country stronger and to save lives.

Right now, as you know all too well, Phase III does not allow the use of SBIR funds. I think it's time to consider increasing the 2.5% allocation to provide funding that would bridge the gap from Phase II to readying the SBIR projects for insertion and commercialization. We would work to make sure that acquisition managers benefit from using the funds to meet their missions.

Another piece of the problem is contracting. When a prime contractor pledges to bring in small businesses to win a federal contract, they must make good on their word. The Committee hears all the time from small businesses jilted by the prime contractors who suddenly forget them once their project is underway. Adding insult to injury and wasting money, the big businesses sometimes duplicate the SBIR research in-house. This is a policy issue, but it's also a matter of corporate responsibility. I'm not pointing fingers at anyone in this room, but I am asking the prime contractors, and the acquisition managers who should be monitoring these contracts, to do your part in ending this practice. ...

I'm proud that Massachusetts small businesses are so dynamic that they've won more SBIR contracts than any state besides California. These are small businesses having a large impact, and pushing the technological envelope. Their work will not only help keep our soldiers and sailors safe, but will help keep America on the competitive edge. This is what small business research can accomplish, and often faster and cheaper than larger competitors or the government itself.

You know, if you read the notebooks of Leonardo DaVinci, you'll find—in his peculiar right to left handwriting—designs for a helicopter, an armored vehicle, a calculator, the double hull, and steam engine. All of which were revolutionary and brilliant. Some could have been built in his lifetime, but none were—and everybody in this room has an opportunity to make sure that our best ideas don't languish somewhere under-funded, untested, and under-used. We can do better.

"As you know all too well, Phase III does not allow the use of SBIR funds. I think it's time to consider increasing the 2.5% allocation to provide funding that would bridge the gap from Phase II to readying the SBIR projects for insertion and commercialization."

In the long run innovation will keep us safe, keep us strong, and keep us ahead of our competitors. I hope you take advantage of your time here at this Conference to network, make great connections, and find small businesses to stand behind and support. Don't leave here today without making a contact or lining up a deal. If it's good for the Navy, and it's good for our businesses, then it's good for America. Thanks and good luck.

For the full text of Sen. Kerry's remarks, visit
www.navyopportunityforum.com/keynotespeakers.php

SBIR Commercialization: Inserting Innovations into Government Missions

David Metzger, a partner at Arnold and Porter, LLP, practices in the area of government contracts, concentrating on federal government contracting law. A frequent speaker concerning SBIR data rights, Metzger focused his presentation on a different track for this year's event, the SBIR commercialization and insertion of innovations into government missions. He began his presentation by asking a few simple questions of the Forum attendees—Why are we here? What are we trying to accomplish? "For the Navy," he said, "it [the SBIR program] comes down to this, they want to harness the innovative technological capability of small firms, like the ones attending this Forum, and meet the needs of the warfighter. Ultimately, it is the warfighter who is the end user." The following is a summary of Metzger's presentation to Forum attendees.

The SBIR Successes and Struggles

Including current SBIR successes, such as non-skid surfaces on carriers or new towed arrays for submarines, the SBIR program has been said to be one of the most successful government programs since the G.I. Bill. Yet, while the SBIR program has proven time and again that it can develop technologies, there is a struggle to push it further and prove that it can convert these technologies into products—a product that is tested and has proven that in the hands of the warfighter it will get the job done and can be produced on a wide-scale basis for the military. Whether or not the SBIR program can facilitate this, remains to be seen, but if it can, the warfighter, small businesses, large contractors and the nation as a whole, will benefit.

The small firms bring a unique perspective and some expected limitations to the SBIR table. Typically, small business concerns (SBC) have less experience, less resources, and are less familiar than prime contractors with the Phase III procurement issues needed to commercialize a product. While in Phase I and Phase II, SBCs are operating in a "safe harbor" of the SBIR program. But, when a company receives a Phase III contract, they move out into a big ocean of federal procurement where federal procurement clauses and the audits and regulations that govern costs all apply. This often causes many SBCs to realize that there is a lot that they didn't know. Larger firms are generally familiar with the procurement process and can pay people to work them though issues, whereas small firms are often on their own in Phase III and have to struggle to navigate the procurement waters.

Three Typical Models for Innovation Insertion

Typically, there are three business models that are pursued by SBIR companies, with some success, when pursuing Phase III.

» Model 1: Selling directly to the government
» Model 2: Selling to primes as a subcontractor
» Model 3: Selling the SBC to a Prime Contractor which inherits Phase III rights

The first model, selling directly to the government, is a proven model that most SBIR firms are comfortable with and prefer. SBC owners like it because they profit directly from their innovations, they own and control their own products and they are able to maintain independence. However, the government wants to buy in scale through its largest prime contractors whenever possible, which puts the SBC at a disadvantage.

The second model aligns more with the government's preference for doing business with primes, but large contractors do not want to be resellers of SBC products and there is the potential for intense negotiations and paperwork, not to mention high costs and possible intellectual property/technical data rights disputes between the SBC and the prime.

"For the Navy, it comes down to this, they want to harness the innovative technological capability of small firms, like the ones attending this Forum, and meet the needs of the warfighter. Ultimately, it is the warfighter who is the end user."

Model three, which has the prime acquiring the small business, requires the sale of the entire SBC, including technologies and products that the prime contractor may not want The advantage is that the prime now controls the products of the SBC, thus becoming a "successor in interest" to the SBC and gaining the advantages of the Phase III.

Model Four and the Two Iron Laws

There is, however, a fourth model that can be pursued:

» Model 4: Selling a product line or business unit to a prime contractor which inherits Phase III rights to that product line

The fourth model is the least utilized and least understood of all potential Phase III models. This model requires a clear understanding of Phase III. While the focus of Phase I and II is on two players—the SBC and the government sponsor, Phase III involves insertion of actual technologies and products into the DoD mission and the addition of two more essential players—the warfighter and prime contractors.

What does the warfighter need: proven, tested, battle-ready technologies. They do not need "nifty" technologies that are only proven to work under laboratory conditions. Their fate depends on SBIR products that work.

And what of the prime contractor, the essential cog for insertion of Phase III products into DoD missions? They have the integration of systems that the government generally prefers to rely on. They are trusted to produce and deliver combat ready products in scale. There are two laws in dealing with prime contractors:

» Iron Law I: The primes will buy from a small business on the prime's terms. Usually to fulfill a "one-off" need to enhance the prime's system. Iron Law I usually involves paperwork, legal fees, wrangling over forms, disputes over who owns the new technology and data rights, and unrecoverable costs for the SBC.

» Iron Law II: Primes want to market their own products—not those of others. Primes do not want to be reduced to the status of a "reseller" of SBC products. This is the "Not-Invented-Here" syndrome.

To succeed and grow in the SBIR program, SBCs need to recognize and account for the critical roles of the warfighter and the large contractors. Knowing how may seem daunting, but though not often used, the fourth model requires no changes to the SBIR program and has been in the SBIR Directive all along.

The Inner Workings of Model Four and Phase III

So, how does the fourth model work? It begins with the broad definition of Phase III, focusing on the Phase III innovation of a product, not the developer. A Phase III is any requirement that "derives from, extends or logically concludes prior Phase III work and is funded with non-SBIR funds." There is no mention of the firm in the definition. The Directive expressly allows novation of contracts and successors in interest to SBCs and it also suspends the 500 employee size standard for Phase III.

That means that a prime contractor does not need to acquire an SBC to become a successor-in-interest—it can succeed to the SBCs interest in a Phase I, II or III contract by novation [or to an expired Phase I, II or III contract by assignment] and assignment of the assets necessary to produce the product line. The large Prime Contractor, under this model, inherits all Phase III benefits and advantages and the SBC still independently owns the business and can go on to do what they do best, innovate. The SBS can then develop other products which it can sell in the same manner.

Large firms benefit because there is no limit on the number of Phase IIIs, there is no limit on the duration of the funding agreement, no limit on the type of funding agreement and no limit on dollar value. Also, Phase III may be funded by a different agency or agencies than funded Phases I or II.

This new paradigm encourages SBCs to keep innovating, but it is important to note that this process will not reward well the "one-trick pony."

In summary, there are three things that are important to keep in mind for a successful implementation of model four: one—the warfighter needs tested products, not just "nifty" technologies; two—primes that purchase a Phase III product can inherit Phase III advantages and make the product their own; and three—government personnel need to facilitate the SBIR Phase III insertion process. When implemented model four can benefit the SBC, the government, the prime, the warfighter and the nation as a whole.

NAVY SBIR CALENDAR OF EVENTS & DEADLINES

Date	Event	Location
JULY		
7/26	Missile Defense Agency Industry Day with a focus on the SBIR process for MDA	Arlington, VA
7/30-8/1	2007 Naval S&T Partnership Conference | www.ndia.org	Washington, D.C.
AUGUST		
8/20	SBIR 07.3 Opens (open discussion period ends)	
8/20–8/23	National SBIR Phase II Conference | www.dodsbir.com/conference	Crystal City, VA
SEPTEMBER		
9/19	SBIR 07.3 Closes at 6 a.m. EST	
OCTOBER		
10/10	2007 Tibbetts Awards	Washington, D.C.
10/23–10/24	GovLink Conference 2007 | www.theftc.org	Sacramento, CA
10/29–11/1	National SBIR Fall Conference | www.texasone.us	Richardson, TX

SBIR / STTR Points of Contact

See www.navysbir.com/pm-poc.htm for complete contact information.

NAVY

John Williams
Director, Navy SBIR,
STTR and T2 Programs
Office of Naval Research
Phone: 703-696-0342

Peter Majumdar
Deputy Navy SBIR
Program Manager
Navy STTR Program Manager
Office of Naval Research
Phone: 703-696-0445

Steve Sullivan
Navy SBIR Program Officer
Phone: 703-696-7830

Lee Ann Boyer
Navy SBIR Program Officer
Phone: 703-696-4841

ONR

Cathy Nodgaard
ONR SBIR Program Manager
Office of Naval Research
Phone: 703-696-0289

SPAWAR

Linda Whittington
Space and Naval Warfare
Systems Command
Phone: 858-537-0146

MARCOR

Paul A. Lambert
USMC SBIR Program Manager
Technology Transition Office
Phone: 703-432-3502

NAVAIR

Janet McGovern
NAVSTO
Phone: 301-342-0215

NAVSEA

Janet Jaensch
Naval Sea Systems Command
Phone: 202-781-3728

NAVSUP

Bree Anna Hartlage
Naval Supply Systems
Command, HQ
Command Science Advisor
Phone: 717-605-3405

NAWCWD

Michael Seltzer
Naval Air Warfare Center
Weapons Division
Phone: 760-939-1074

NAWCTSD

Thomas Franz
Naval Air Warfare Center
Training Systems Division
Phone: 407-380-8393

NFESC

Nick Olah
Naval Facilities Engineering
Service Center
Phone: 619-553-1044

NSWCCARD

James Wood
Naval Surface Warfare Center
Carderock
Phone: 301-227-2690

NSWCCSS

Ed Linsenmeyer
Naval Surface Warfare Center
Coastal System Station
Phone: 850-234-4161

NSWCDD

Cheryl Reckeweg
Naval Surface Warfare Center
Dahlgren Division
Phone: 703-653-2633

NUWC

Jack Griffin
Naval Undersea Warfare Center
Phone: 401-832-7283

SSP

Charles Marino
Strategic Systems Programs
Phone: 703-601-9166



NAVY PHASE III OBLIGATIONS DURING FY06

TOTAL COMMAND DOLLARS OBLIGATED TO PHASE III PROJECTS IN FY06 AS REPORTED ON THE DD350

Topic #	Company Name	Phase III Sponsor	Contract	OBLIG$ in FY06
MARCOR				
CBD02-203	CYRANO SCIENCES, INC.	MCLB	M6700403C0018	151,400
N03-001	GRIFFIN ANALYTICAL TECHNOLOGIES	MCLB	M6700404C0014	672,194
N02-117	K&M ENVIRONMENTAL, INC.	MARCOR	M6700405C0051	49,496
N89-064	SAVI TECHNOLOGY	MARCOR	DABL0103D1002	144,980
N03-164	SENSIS CORPORATION	MARCOR	M6785405C2032	196,850
			MARCOR TOTAL	**$1,018,070**
ONR				
D98-027	21ST CENTURY SYSTEMS, INC.	ONR	N0001404C0367	5,940,000
N01-137	21ST CENTURY SYSTEMS, INC.	ONR	N0001405C0035	5,414
N04-138	3 PHOENIX INC.	ONR	N0001406C0461	4,950,000
N02-T015	ADVANCED CERAMICS RESEARCH, INC.	ONR	N0001403D0247	2,287,472
multiple	AEPTEC MICROSYSTEMS, INC.	FISC	N0024401D0036	12,237,450
N99-037	ARETE ASSOCIATES	ONR	N0001404C0011	1,973,000
N01-133	ARETE ASSOCIATES	ONR	N0001405C0042	2,145,807
N99-183	ARTIS LLC	ONR	N0001405C0322	748,890
N04-903	DE TECHNOLOGIES, INC.	ONR	N0001406C0329	1,499,733
multiple	DIGITAL SYSTEM RESOURCES, INC.	ONR HQ	N0001401D0225	5,760,000
N04-901	DOUBLESHOT CORPORATION	NAWCAD	N6833506C0416	1,680,000
SB031-005	H.C. MATERIALS CORPORATION	ONR	N0001406C0098	360,000
N04-118	ICOSYSTEM CORPORATION	ONR	N0001404C0393	186,309
N03-134	L-3 COMMUNICATIONS SONOMA EO	ONR	N0001406C0093	500,000
N96-T004	NEKTON RESEARCH LLC	ONR	N0001405C0277	197,958
N02-198	POLATOMIC, INC.	ONR	N0001403C0388	2,533,000
A03-238	PRECISION COMBUSTION, INC.	ONR	N0001406C0087	1,062,500
N01-T002	SCIENTIFIC SOLUTIONS INC.	ONR	N0001404C0451	328,525
N02-207/1	SCIENTIFIC SOLUTIONS INC.	ONR	N0001406C0330	400,000
N02-082	TELEDYNE BENTHOS, INC.	NUWC	N0025306D0005	179,133
N03-138	THORPE SEE-OP CORPORATION	ONR	N0001405C0175	140,000
			ONR TOTAL	**$45,115,191**
NAVSEA				
N97-090	ADVANCED ACOUSTIC CONCEPTS, INC.	NAVSEA	N0002400D6106	2,012,708
N98-106	ADVANCED ACOUSTIC CONCEPTS, INC.	NAVSEA	N6660401D4218	2,674,280
N98-114	AEPTEC MICROSYSTEMS, INC.	NAVSEA	N0016401C0048	80,075
N03-037	AVINEON, INC.	NAVSEA	N0002403C4049	886,846
multiple	CHESAPEAKE SCIENCES CORPORATION	NAVSEA	N0002400C6230	11,214,016
multiple	CHESAPEAKE SCIENCES CORPORATION	NAVSEA	N0002498C6203	918,642
N91-227	COMPUDRIVE CORP	NSWC	N0016706C0003	750,000

NAVSEA *continued*

multiple	DIGITAL SYSTEM RESOURCES, INC.	NAVSEA	N0002401C6235	4,129,835
N91-133	DIGITAL SYSTEM RESOURCES, INC.	NAVSEA	N0002403C5136	10,285,218
multiple	DIGITAL SYSTEM RESOURCES, INC.	NAVSEA	N0002403C5439	11,047,535
multiple	DIGITAL SYSTEM RESOURCES, INC.	NAVSEA	N0002403C6100	61,448
N91-133, 135	DIGITAL SYSTEM RESOURCES, INC.	NAVSEA	N0002404C6205	21,482,401
multiple	DIGITAL SYSTEM RESOURCES, INC.	NAVSEA	N0002405C6244	824,000
N99-145	DIGITAL SYSTEM RESOURCES, INC.	NSWC	N0016403C6015	310,916
N01-101	INTELLIGENT SYSTEMS TECHNOLOGY	NAVSEA	N0002405C6331	124,762
N99-153	LAKOTA TECHNICAL SOLUTIONS, INC.	NSWCDD	N0017806D3004	827,200
N93-027	MALIBU RESEARCH ASSOCIATES, INC.	SPAWAR	N6523606D5875	808,909
N01-077	MAYFLOWER COMMUNICATIONS COMPANY	NSWC	N0017802C1053	1,600,000
N02-039	MIKROS SYSTEMS CORPORATION	NSWC	N0017804C1059	2,946,013
OSD99-008	OCEANA SENSOR TECHNOLOGIES, INC.	NSWC	N0016704D0058	800,000
N98-128	PLANNING SYSTEMS, INC.	NAVSEA	N0002404C6200	24,733,939
N98-122	PROGENY SYSTEMS CORPORATION	NAVSEA	N0002403C6201	1,817,341
N00-049	PROGENY SYSTEMS CORPORATION	NAVSEA	N0002403C6219	8,532,143
N98-122	PROGENY SYSTEMS CORPORATION	NAVSEA	N0002404C6201	1,458,684
N96-278	PROGENY SYSTEMS CORPORATION	NAVSEA	N0002406C6256	7,324,000
N99-200	SARA, INC.	NSWC	N0017804C3043	1,098,486
multiple	SIMVENTIONS, INC.	NSWCDD	N0017806D3028	199,972
N98-072, 077	SOLIPSYS CORPORATION	NAVSEA	N0002405C5115	3,954,251
N03-064	TANNER RESEARCH, INC.	NSWC	N0017804C1033	99,994
N92-095	TPL, INCORPORATED	NAVSEA	N0016401C4701	340,705
N92-095	TPL, INCORPORATED	NSWC	N0016404C4713	909,860
	INVOCON, INC.	NAVSEA	N0002406C6100	472,999
N01-093	CYBERNET SYSTEMS CORPORATION	NSWC	N0016406C6002	2,432,440
	3E TECHNOLOGIES INTERNATIONAL	NSWC	N6133106D0008	2350888
	SYSTEMS ENGINEERING ASSOCIATES	NUWC	N6660406D0100	1930318
multiple	TRIDENT SYSTEMS, INC.	NSWCDD	N0017806D3023	1,222,000
			NAVSEA TOTAL	**$132,662,824**

NAVAIR

N02-156	ACULIGHT CORPORATION	NAWC	N6893606C0064	922,000
N02-156	ACULIGHT CORPORATION	NAWCWD	N6893606C0067	249,998
N02-151	ADAPTIVE TECHNOLOGIES, INC.	NAWC	N6833505D0018	103,765
N00-101	ADVANCED CERAMICS RESEARCH, INC.	NAWC	N6833504D0018	4,413,861
N01-109	ADVANCED ROTORCRAFT TECHNOLOGY	NAWC	N6833505D0001	317,878
N04-156	AECHELON TECHNOLOGY, INC.		N6133906C0108	353,022
N87-190	AEROVIRONMENT, INC.	NAWC	N6833505C0356	200,000
N00-013	APPLIED HYDRO-ACOUSTICS RESEARCH	NAWC	N6833502D0022	381,000
N99-180	BARRON ASSOCIATES, INC.	NAWC	N6833503D0097	129,000
N03-190	BINGHAMTON SIMULATOR COMPANY,	NAWCAD	N6833506D0022	251,366
N02-080	CARMEL APPLIED TECHNOLOGIES, INC.	NAWC	N6833505C0363	599,959
N96-192	COMBUSTION RESEARCH & FLOW TECHNOLOGY	NAWC	N6833501D0067	139,909
AF93-158	CPU TECHNOLOGY, INC.	NAVAIR	N0042101D0300	2,213,567
N04-024	DIGITAL AUTHENTICATION TECHNOLOGY	NAWC	N6833505D0012	169,564
multiple	DIGITAL SYSTEM RESOURCES, INC.	NAWC	N6833503D0105	59,071
MDA02-005	EDO M. TECH	NAVAIR	N0001905C0026	878,634
N98-043	ESSEX CORPORATION	NAVAIR	N6833502D0009	2,850,605
N01-018	FORM FIT AND FUNCTION LLC	NAWC	N6833504D0014	733,364
N92-138	FOSTER-MILLER, INC.	NAVAIR	N0042100C0441	5,000
N00-078	FOSTER-MILLER, INC.	NAWC	N6833503D0101	1,205,277

NAVAIR *continued*

N93-250, N96-020	FOSTER-MILLER, INC.	NAVAIR	N6833503D0145	1,399,888
N03-058	GENEVA AEROSPACE, INC.	NAWC	N6833505D0013	2,539,809
DTRA2000-014	HARRIS TECHNOLOGY, INC.	NAWC	N6893606C0009	4,784,905
N97-029	HOOD TECHNOLOGY CORPORATION	NAWC	N6833502D0029	200,000
N03-019	IMPERIUM, INC.	NAWCAD	N6833506C0370	79,999
A03-202	INNALABS, INC.	NAWCTSD	N6133905C0075	35,000
N92-136	ISOTHERMAL SYSTEMS RESEARCH	NAVAIR	N6833503D0149	1,245,415
N98-160	ITCN, INC.	NAWC	N6833502D0021	393,943
N95-033	JENTEK SENSORS, INC.	NAWC	N6833500D0463	430,997
N01-024	LAMBDA RESEARCH, INC.	NAWC	N6833504D0001	531,527
N05-006	LAMBDA SCIENCE, INC.	NAWCAD	N6833506D0009	594,882
N90-085	LOGIS-TECH	NAWC	N6833504D0002	93,760
N90-085	LOGIS-TECH	NAWCAD	N6833506D0021	20,592
N01-024	MAGCANICA, INC.	NAWCAD	N6833506D0016	350,000
N98-149	MATERIALS RESEARCH & DESIGN	NAVAIR	N6833502D0027	374,993
N99-054	MSE TECHNOLOGY APPLICATIONS, INC.	NAWC	N6833504D0012	790,000
N94-178	NAVMAR APPLIED SCIENCES CORPORATION	NAWC	N6833505D0020	8,441,951
N01-158	NOESIS, INC.	NAWCAD	N6833506D0007	868,000
A98-149	OPTICAL SCIENCES CORPORATION	NAWCTSD	N6133904C0090	43,828
A98-149	OPTICAL SCIENCES CORPORATION	NAWCTSD	N6133905D0001	609,215
N04-044	OREGON IRON WORKS, INC.	NAWCAD	N6833506D0005	1,705,375
N03-190	PATHFINDER SYSTEMS, INC.	NAVAIR	N6133906C0109	1,500,000
N99-053	PHYSICAL SCIENCES, INC.	NAWC	N6833503D0099	1,224,882
N04-022	PLANNING SYSTEMS, INC.	NAWCAD	N6833506D0001	244,095
N99-189	RADIX TECHNOLOGIES, INC.	NAWC	N6833505D0004	2,209,223
N98-035	RDA, INC.	NAWC	N6833502D3109	2,813,830
N96-061	REYNOLDS SYSTEMS, INC.	NAWC	N6833502D0025	599,967
AF99-185	REYNOLDS SYSTEMS, INC.	NAWC	N6893605D0030	236,516
A01-209	SAN DIEGO RESEARCH CENTER, INC.	NAWCTSD	N6133904D0039	26,098,577
multiple	SCIENTIFIC RESEARCH CORPORATION	NAWCAD	N6833506D0006	1,584,340
N92-152	SEA SYSTEMS GROUP, INC.	NAWC	N6833504D0007	32,778
N02-166	SYS TECHNOLOGIES, INC.	NAVAIR	N6133906D0007	349,936
N99-193	TOYON RESEARCH CORPORATION	NAVAIR	N6833503D0147	35,000
SOCOM03-004	TRIDENT SYSTEMS INCORPORATED	NAWC	N6833505D0025	4,271,860
N99-184	VIRTUAL TECHNOLOGY CORPORATION	NAVAIR	N6133906C0024	1,485,330
			NAVAIR TOTAL	**$165,760,374**

SPAWAR

N98-106	ADVANCED ACOUSTIC CONCEPTS INC	SPAWAR	N6660401D4218	575,718
multiple	CHESAPEAKE SCIENCES CORPORATION	SPAWAR	N6523605C8134	342,775
multiple	CHESAPEAKE SCIENCES CORPORATION	SPAWAR	N6523605C8136	2,040,440
multiple	CHESAPEAKE SCIENCES CORPORATION	SPAWAR	N6523606D8153	20,277,265
N99-110	DARLINGTON, INC.	SPAWAR	N6600103D7000	1131378
N96-246	INFRARED FIBER SYSTEMS, INC.	SPAWAR	N0003905D0005	95,000
N02-107	PROGENY SYSTEMS CORPORATION	SPAWAR	N0003905C0011	1,000,000
N99-167	PROMIA INCORPORATED	SPAWAR	N0003901C3167	2,067,000
BMDO	TECHNO-SCIENCES, INC.	SPAWAR	N0003906C0102	16,196,464
SOCOM01-006	TRIDENT SYSTEMS, INC.	SPAWAR	N6523606D7874	8,484,525
multiple	VIASAT, INC.	SPAWAR	N6600199D7000	641,600
			SPAWAR TOTAL	**$52,852,165**

Total Command Dollars Obligated to Phase III Projects in FY06 **$397,408,624**

CONTENTS

Transitions is brought to you by the Navy Transition Assistance Program

DIRECTOR, NAVY SBIR, STTR AND T2 PROGRAMS
John Williams

EXECUTIVE EDITOR
Jenny C. Servo

MANAGING EDITOR
Julie A. Smith

CREATIVE DIRECTOR / GRAPHIC DESIGNER
Adrienne Stiles
Brian Boucheron

Download this newsletter at www.navysbir.com

Tibbetts Awards

OCTOBER 10, 2007 | WASHINGTON, D.C.

The prestigious Tibbetts Awards, named for Roland Tibbetts, father of the SBIR program, are made annually to those judged to exemplify the very best in SBIR achievement.

The Tibbetts Awards program is an initiative of the non-profit Small Business Technology Council (SBTC) with support from NASA, NSF, DoD, Department of the Navy, NIH, DARPA, Boeing, The Association for Manufacturing Technology, Cybernet, Dawnbreaker, Gregg Olson, ATF, Homeland Venture, RMD, PBC and Physical Sciences, Inc.

To register, visit: http://www.zyn.com/tibbetts/genreg/

For comments/questions about this newsletter contact:
JOHN WILLIAMS: john.williams6@navy.mil
Director, Navy SBIR, STTR and T2 Programs and
Navy Transition Assistance Program Manager