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Director

Department of Navy (DON)

Small Business Innovation Research (SBIR)

Small Business Technology Transfer (STTR)



Small Business Opportunities

**Presented by the Navy League of the
United States and Department of Navy**

#DONSmallBusiness

Three Phase Process



Phase I

Feasibility Study

Determine the scientific or technical merit of an idea or technology.

~170 Topics
2,200+ Proposals
~450 Awards



Phase II

Tech Development & Demonstration

Build and test prototypes. All Phase I awardees may compete for Phase II funding.

~225 Awards



Phase III

Commercialization/Transition

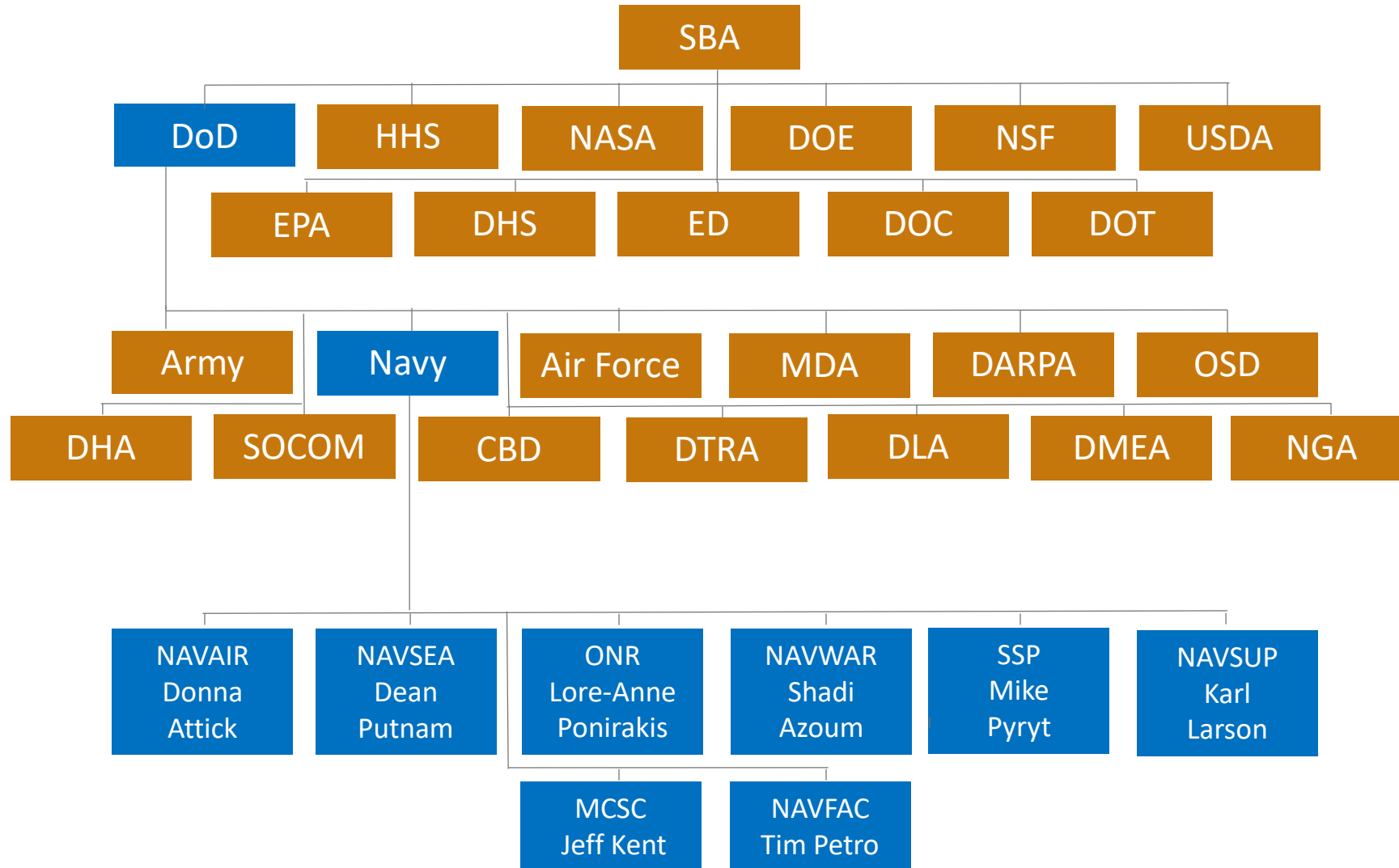
Transition technology into commercial products/services.

Non-SBIR/STTR (Government and/or private sector) funding.

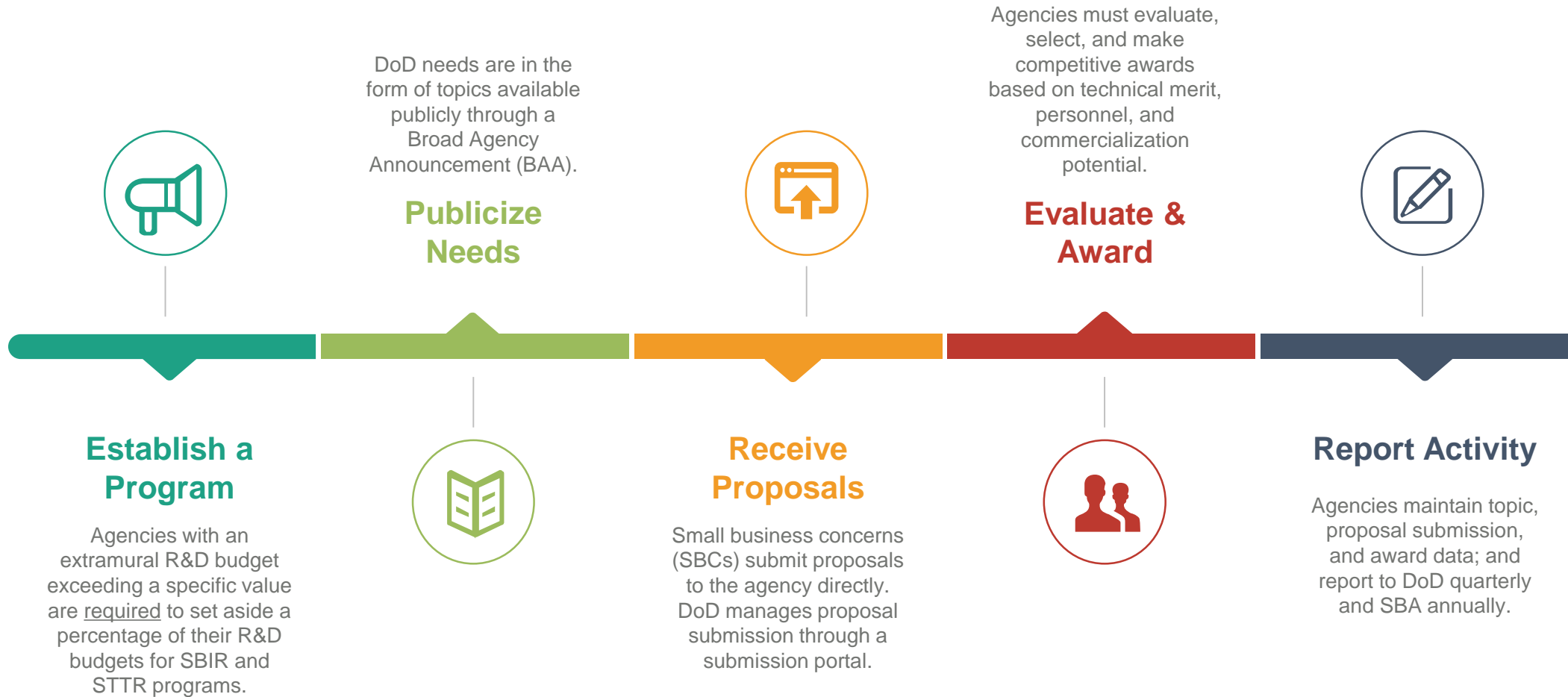
Statutorily authorized non-competitive award process.

\$500M+

Federal SBIR/STTR Org Chart



Program Big Picture



DON Needs. . . Topics

- Topics are the Navy's way to identify needs to which small businesses submit proposed (innovative) solutions
- Topics:
 - Start the whole SBIR/STTR process
 - Are developed by the Government, not industry
 - Are traditionally narrow in scope but can be broad (to solicit a range of solutions)
 - Must –
 - Seek a solution to a defense need
 - Allow proposing SBCs significant flexibility in formulating their approach
 - Identify commercialization potential
 - Not be duplicative
 - Be clearly written and provide sufficient detail

When Do SBCs Participate?

NOTIONAL ANNUAL DoD BAA SCHEDULE			
BAA	Pre-Release	Open	Close
FYxx.1/A	November	January	February
FYxx.2/B	April	May	June
FYxx.3/C	August	September	October

PHASE I

Near-Term Department of Navy SBIR/STTR BAAs

FY20.4

- Opened April 27 and closes May 28, 2020
- Four topics:
 1. **Modernization and sustainment** (maintenance and repair of military assets)
 2. **Digital logistics** (security, analysis, management and flow of digital information and data)
 3. **Deployable manufacturability** (rapid, on-demand manufacturing of deployable systems supporting diverse payloads and missions)
 4. **Resilient communications** (expanded communications capabilities for fast, coordinated response during a global crisis)

FY20.2/B

- Pre-released May 6 and opens June 3, 2020

How Do SBCs Participate?

1. Determine eligibility
<https://www.sbir.gov/faqs/eligibility-requirements>
2. Research topics consistent with their business strategies
<https://www.dodsbirsttr.mil/submission/login>
3. Read and understand the DoD Broad Agency Announcement (BAA) and Component-specific BAA instructions
<https://www.dodsbirsttr.mil/submission/login>
4. Use templates as instructed by BAA
5. Submit a proposal that meets the stated need of the topic
<https://www.dodsbirsttr.mil/submission/login>

Phase II Types

- Initial – SBCs may submit an Initial Phase II proposal during Phase I. All Phase I awardees may participate.
- Second Phase II awards
 - Sequential - One additional Phase II award under the same topic, to the same SBC, from the same agency/SYSCOM/organization, for the same project to continue work on the initial Phase II project
 - Second - SBIR Policy Directive Section 4(b)(7) allows an SBC that received a Phase I/II award from one agency to receive a (single) Phase II award from another agency (topics FY13 and forward)
 - Reachback - May “invite” any Phase I awardee to propose for a Phase II award (DON topics only, prior to FY13)
- Direct to Phase II – SBC must have completed Phase I milestones using non-SBIR funds.

Phase III

- Non-SBIR/STTR funding from Government or private sector
- Derives from, extends, or completes Phase I or II work
- Any time after Phase I award is issued
- Ultimate goal of all SBIR/STTR projects; transition/deployment is DON goal
- Awarded via a competitive or statutorily authorized non-competitive process
- SBIR/STTR funding cannot be included on a Phase III contract; otherwise the whole contract would be a Phase II award

Phase III Guidebook at www.navysbir.com is desk reference

Transition Assistance

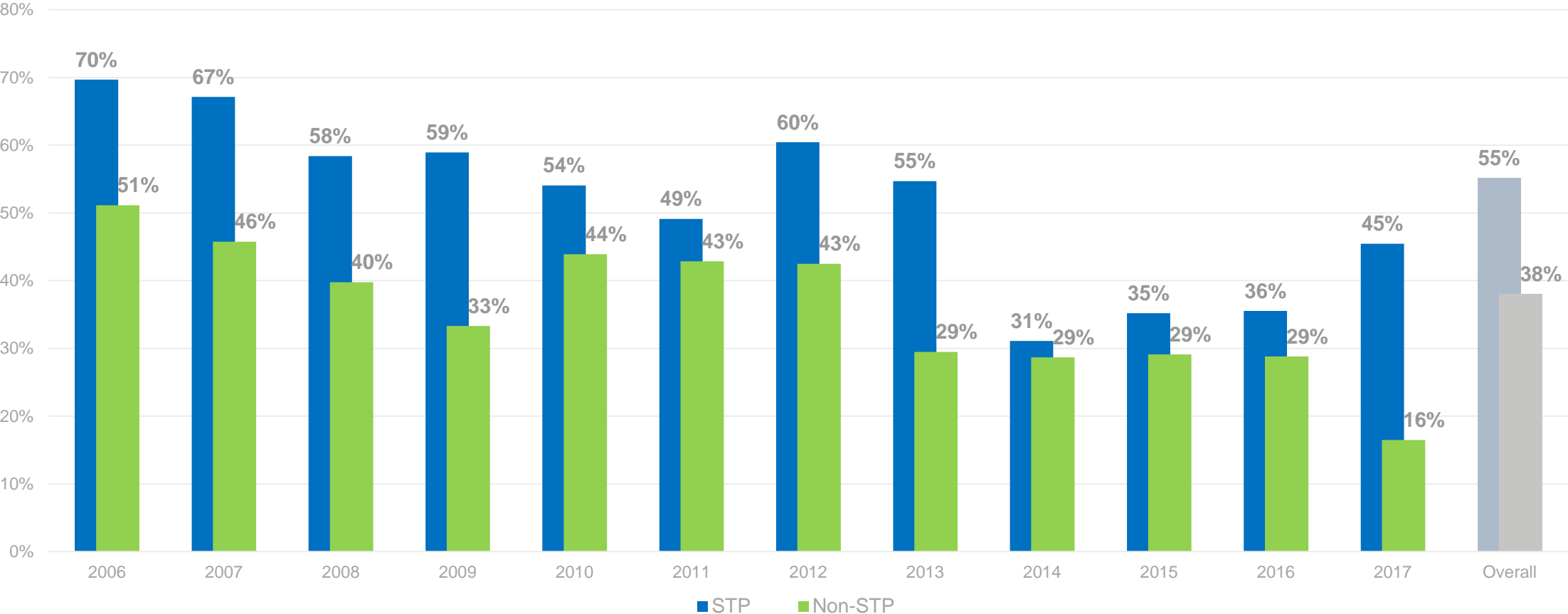
SBIR/STTR Transition Program (STP)

- 11-month Navy-specific program (NavySTP.com)
- Provides services to assist with transition of technologies through:
 - Business mentoring
 - Education
 - Networking
- Services provided by Business Consultants and Market Researchers
 - Mentoring on Government/prime contractor relationships
 - Conducting market research appropriate to transition targets
 - Identifying leads for potential transition opportunities
 - Promoting technologies on the Virtual Transition Marketplace (VTM) – an online, searchable showcase accessible to Government and private sector
 - Assisting with exhibiting at Forum for SBIR/STTR Transition (FST) and Focused Technology Events

SBIR/STTR Transition Program (STP)

Participating Companies Have Higher Commercialization Rate

DoD CCR Database: STP vs. Non-STP Commercialization Rate



Return On Investment (ROI) of 12:1

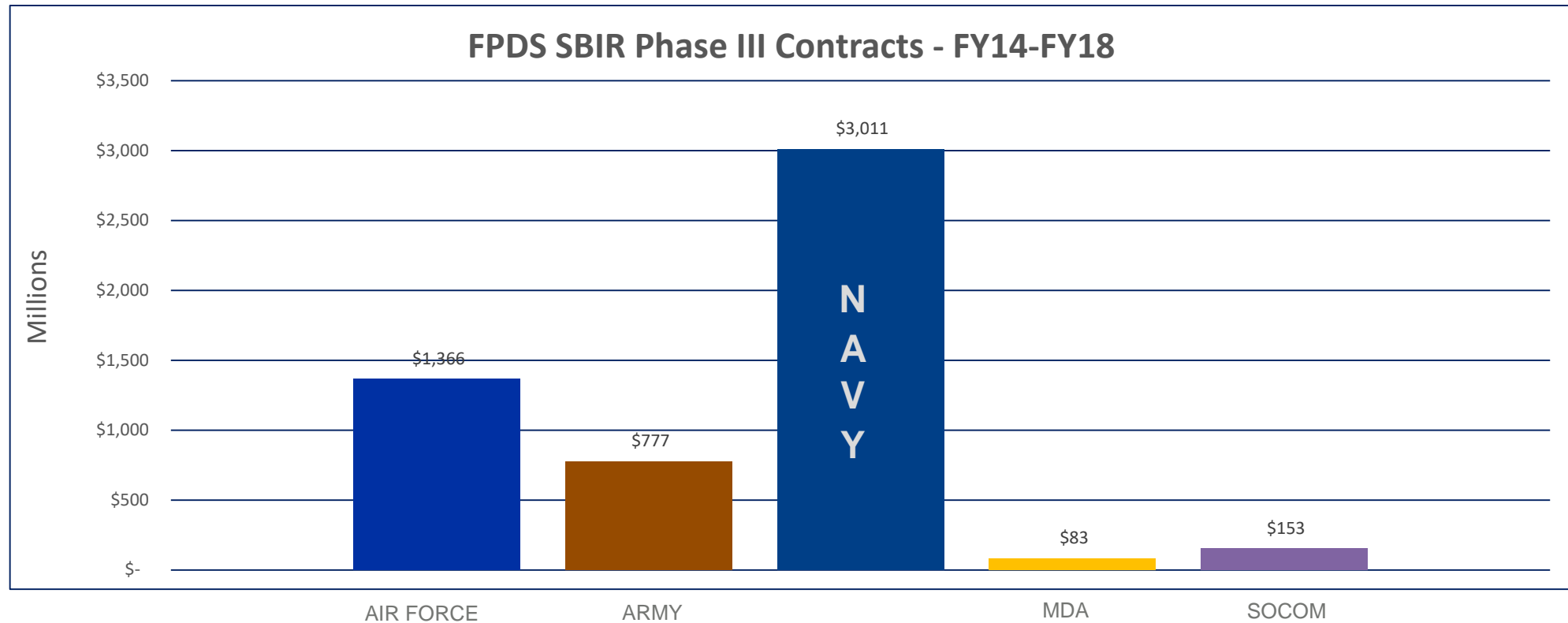
What is Success?

- Transitioning a company's SBIR effort into products, tools, or services that benefit the Navy acquisition community.
- Securing non-SBIR funding to enhance ongoing projects with expanded research, development, test, or evaluation to accelerate transition and commercialization.



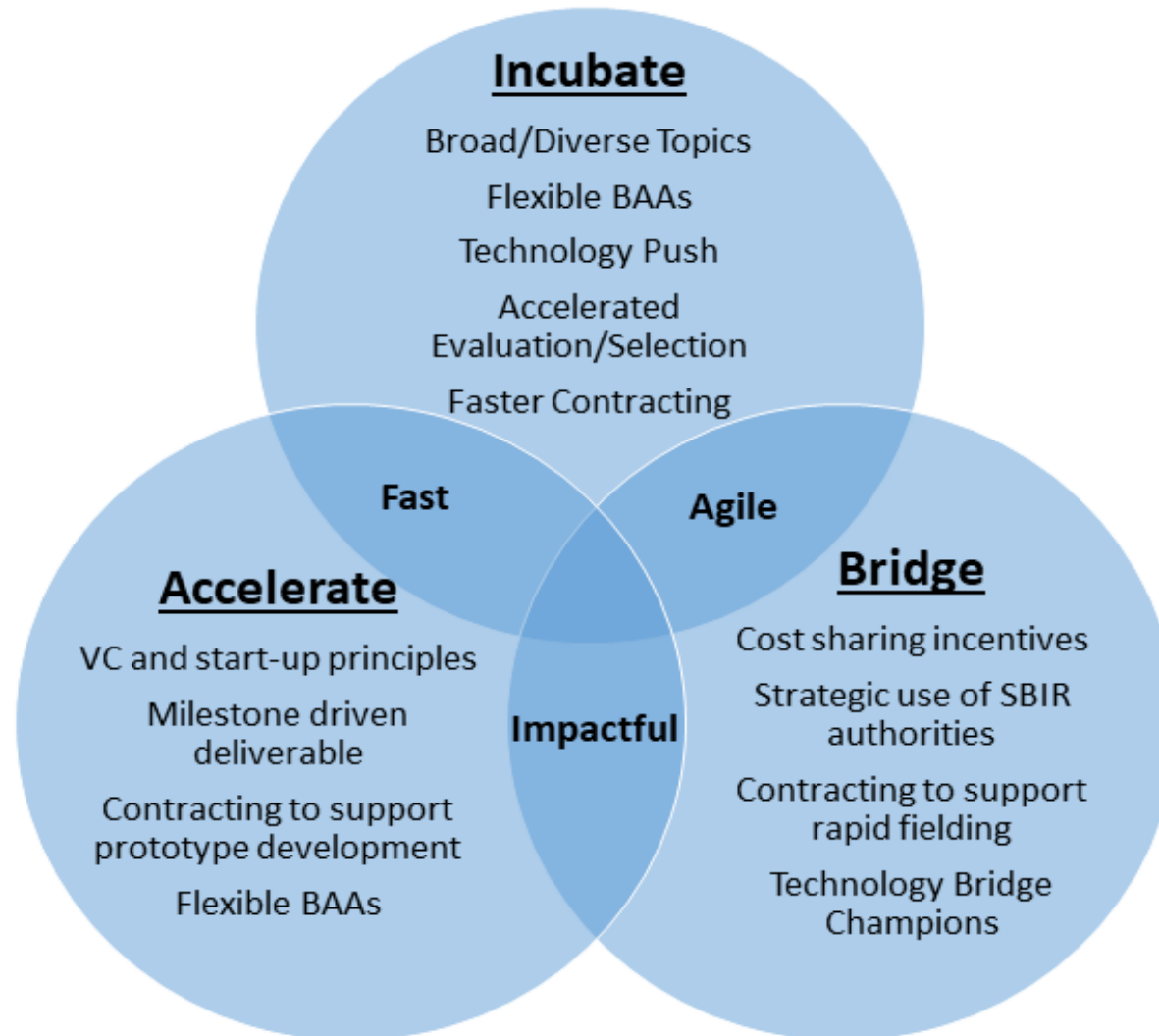
www.navysbir.com/success

DON SBIR Leads in Phase III Execution



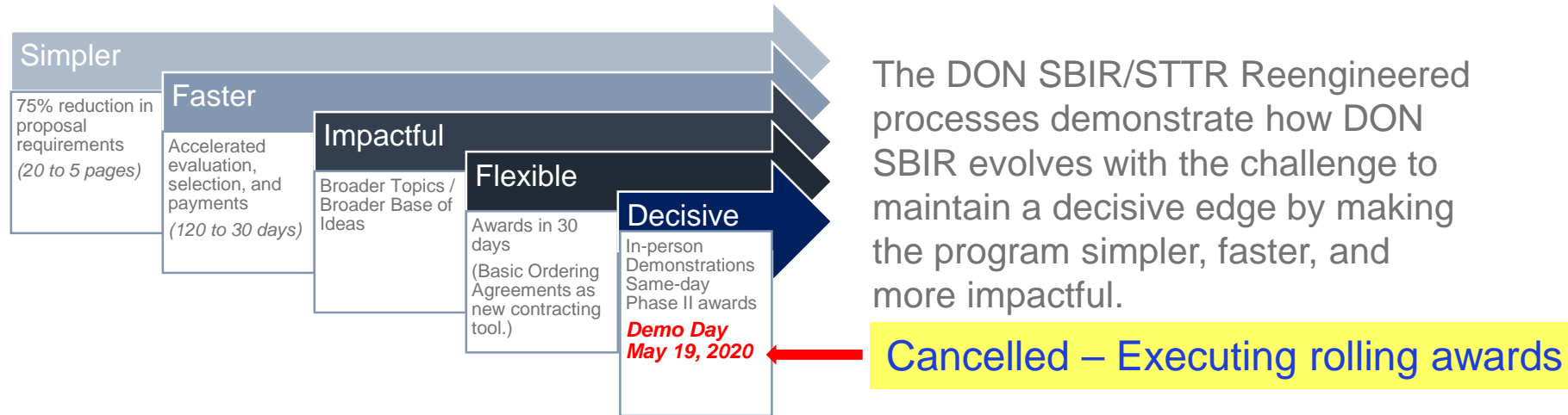
DON accounted for 55% of DoD SBIR Phase III Funding between FY14-FY18.

DON SBIR/STTR Reengineered



DON SBIR/STTR Reengineered

Technology Acceleration Pilot (FY20 Pilot)



Result Summary:

Record setting interest and response.

347 proposals received, a 10X Increase

Machine Learning and Artificial Intelligence (210 proposals); Autonomous Behaviors (65 proposals); and, Advanced Technologies for Training (72 proposals)

Pilot Objective: Incubating a Broader Base of Ideas

115 versus 12 – number of proposals per topic received for Technology Acceleration Topics versus average number of proposals for traditional topics

Simpler: 98% of New Entrants Proposed to Technology Acceleration Topics

Nearly all 1st time proposers chose a Technology Acceleration Topic instead of a traditional topic
Overall, 38% of Technology Acceleration proposers were new entrants

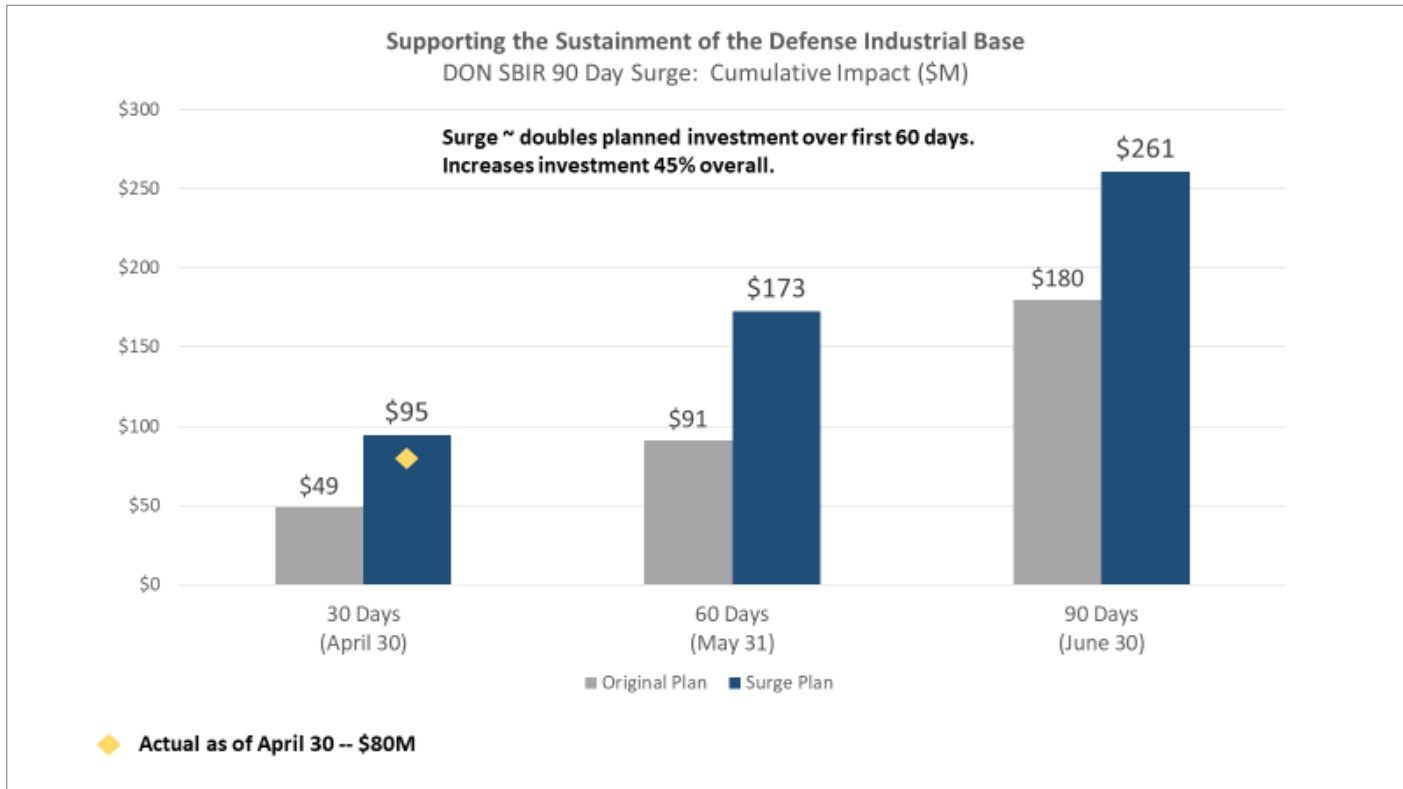
Faster: Accelerated Evaluation and Selection

347 evaluations completed ahead of schedule; 79 proposals selected for award
~\$12M in Phase I awards completed in 24 days, 5X faster than traditional processes

Leveraging Innovation at the Speed of Small Business

- Making the small business partner experience our priority
 - Easier proposals
 - Accelerated awards
 - Faster payments
- Relying on small business for innovative technology solutions
 - Evolving to match the pace of innovators
 - Broader topics
 - No business is too small
- Rapidly delivering naval and national benefits
 - Benefits business
 - Benefits naval forces
 - Benefits our nation

90-Day Surge to Support the Defense Industrial Base



- Execute 700 contract actions worth \$250M in the next 90 days
- Issued the 20.4 BAA
 - Five-month BAA planning process accomplished in 2 weeks
 - Four topics focused on manufacturing of deployable systems, digital logistics, maintenance, and sustainment
 - Closes 28 May

- Working on additional ways to reach out to our community, including our participation in digital/virtual events and new SBIR videos
- Recently launched [Twitter](#) and [LinkedIn](#)
- Check <https://www.navysbir.com/events.htm> for events supported by DON SBIR/STTR

Outreach

Selection of Upcoming Events

❑ SBA SBIR Road Tours

- August 10 – 14 in the Rockies
- September 14 – 17 in NC, SC, GA
- October 19 – 23 in NE, MO, IL, IN
- November 2 – 6 in MS, LA, TX, OK, AR
- December 16 in VA

❑ DON Gold Coast Small Business Procurement Conference

- August 31 – September 2 in San Diego, CA

❑ SBIR/STTR Innovation Conference

- November 17 – 19 @ National Harbor, MD

Important Websites

- navysbir.com – official website for the DON SBIR/STTR programs. Includes information about BAAs, topics, selections, program specifics, success stories, events, and points of contact.
- navysbirsearch.com – contextual search site for all DON SBIR/STTR awards.
- [DoD SBIR/STTR Programs](https://www.dodsbir.com) – official website for the DoD SBIR/STTR programs. Includes information about the programs and links to current/past BAAs and other DoD/Federal SBIR/STTR websites.
- dodsbirsttr.mil/submissions/login – DoD SBIR/STTR proposal submission portal
- sbir.gov – the official Home Page for the Federal-wide programs; links to all BAAs and topics; access to program-wide policy information.

Keep In Touch with DON SBIR/STTR



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www.linkedin.com/company/donsbir