Department of the
NAVY
SBIR/STTR
PROGRAMS

Office Hours

April 30, 2025

Presenters: Megan Stokes and Shadi Azoum

Rules of Engagement

- Post all questions via the Q&A Component
- Session will be recorded and posted on navysbir.com
- Feedback is appreciated via live survey

SBIR PRIMER

Program Goals

- Stimulate technological innovation

- Use small business to meet Federal R/R&D needs

- Foster and encourage participation in innovation and entrepreneurship

- Increase private sector commercialization of innovations derived from Federal R&D funding

- Foster technology transfer through cooperative R&D between small businesses and research institutions

Program Authorities

- United States Code 15 U.S. Code§638. Research and development

  https://uscode.house.gov/view.xhtml?req=(title:15%20section:638%20edition:prelim)
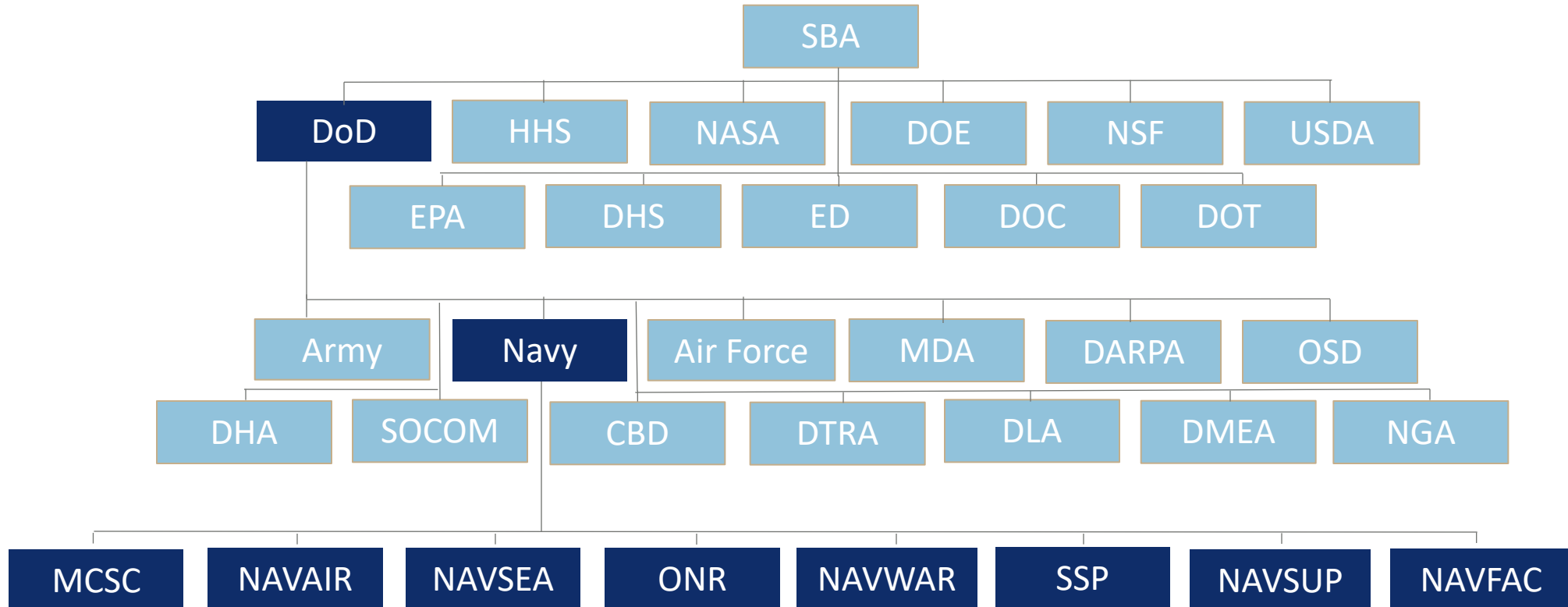
- SBIR/STTR Policy Directive – provides guidance from SBA to the participating Federal agencies for the general operation of the SBIR and STTR programs.

  https://www.sbir.gov/sites/default/files/2024-07/SBA%20SBIR_STTR_POLICY_DIRECTIVE_May2023.pdf

Federal SBIR/STTR Programs

DISTRIBUTION STATEMENT A. Approved for public release: distribution unlimited.

Eligibility

- Must qualify as a small business concern as defined by 13 CFR 121.702:
  - Organized for profit, with a place of business located in the United States
  - More than 50% owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States, or by other small business concerns that are each more than 50% owned and controlled by one or more individuals who are citizens or permanent residents of the United States; and
  - No more than 500 employees, including affiliates

- Must meet the commercialization and transition rate benchmark requirements as determined by the SBA

- Small business concern can be majority-owned by multiple venture capital operating companies, hedge funds, or private equity firms

Phased Structure

Phase I

Feasibility

Focused Topics
- Acquisition aligned
- Program Office sponsored
- $240K FFP, 12-month PoP

Open Topics
- Broad technical priorities
- Leverage proven solutions
- $240K FFP, 12-month PoP

Phase II

Development

Continued Development
- Competitive awards
- NTE $2M; CPFF
- 18-30-month PoP

Direct to Phase II
- Higher TRL solutions
- NTE $2M; CPFF
- 18-30-month PoP

Catapult

Priority Investment
- Leverages prior Naval and cross-Agency investment
- Meets Naval priority with high transition potential
- Ongoing customer nominations
- Cost and schedule to meet transition target
- Non-SBIR investment as a force-multiplier

Phase III

Commercialization

- Derives from, extends, or completes prior SBIR/STTR investment
- Non-SBIR/STTR funding
- Over $1B annually across hundreds of projects

Percentage of Work Requirements

- ## SBIR

  - Phase I: A minimum of two-thirds of the research and/or analytical work must be conducted by the proposing small business concern (SBC).

  - Phase II: A minimum of 50% of the work must be performed by the proposing SBC.

- ## STTR

  - Phase I and Phase II: A minimum of 40% of the work must be conducted by the proposing SBC, a minimum of 30% of the work must be performed by the single research institution.

Stay in Touch

navy-sbir-sttr@navy.mil

www.navysbir.com

www.linkedin.com/company/donsbir

@donsbir

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SBIR/STTR TRANSITIONS

Read **Transitions** using the QR code to the left or the link below
https://navystp.com/transitions-newsletters/

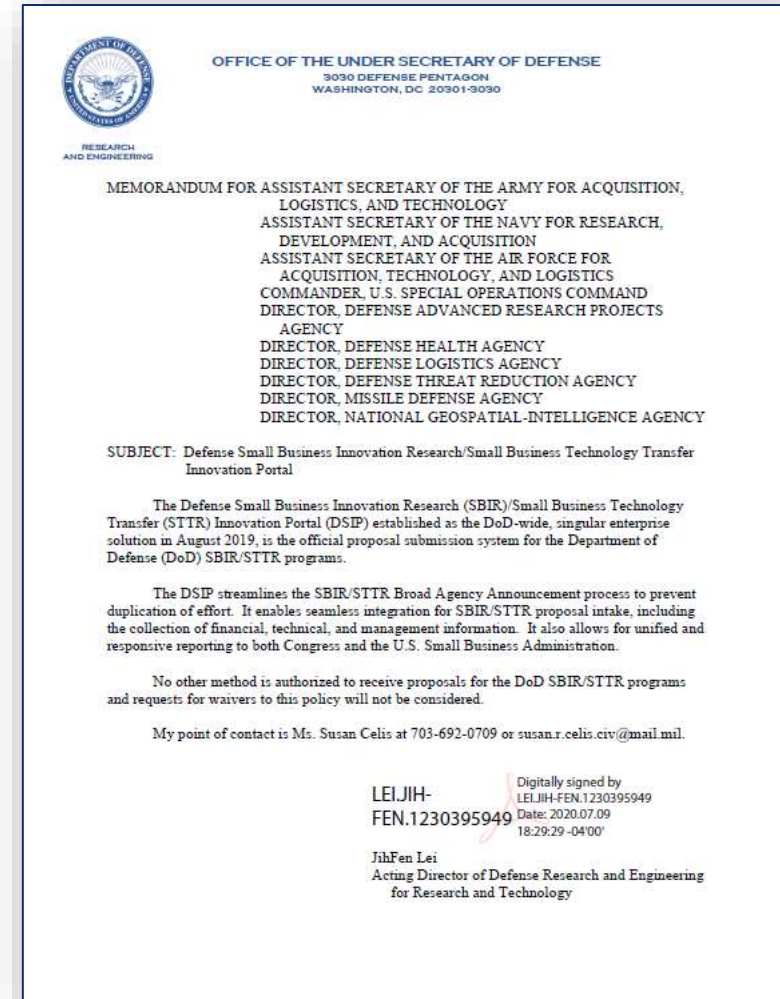# BROAD AGENCY ANNOUNCEMENTS

Requirements for BAA Issuance and Proposal Submission

Policy Directive

Section 3 (aa) Program Solicitation. A formal solicitation for proposals issued by a Federal Agency that notifies the small business community of its R/R&D needs and interests in broad and selected areas, as appropriate to the agency, and requests for proposals from SBCs in response to these needs and interests.

Section 5. Program Solicitation Process (a) Topics/Subtopics. At least annually, each agency must issue a Program Solicitation that sets forth a substantial number of R/R&D topics and subtopic areas consistent with stated agency needs or missions.

DSIP Memo

OFFICE OF THE UNDER SECRETARY OF DEFENSE
3030 DEFENSE PENTAGON
WASHINGTON, DC 20301-3030

RESEARCH AND ENGINEERING

MEMORANDUM FOR ASSISTANT SECRETARY OF THE ARMY FOR ACQUISITION, LOGISTICS, AND TECHNOLOGY
ASSISTANT SECRETARY OF THE NAVY FOR RESEARCH, DEVELOPMENT, AND ACQUISITION
ASSISTANT SECRETARY OF THE AIR FORCE FOR ACQUISITION, TECHNOLOGY, AND LOGISTICS
COMMANDER, U.S. SPECIAL OPERATIONS COMMAND
DIRECTOR, DEFENSE ADVANCED RESEARCH PROJECTS AGENCY
DIRECTOR, DEFENSE HEALTH AGENCY
DIRECTOR, DEFENSE LOGISTICS AGENCY
DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
DIRECTOR, MISSILE DEFENSE AGENCY
DIRECTOR, NATIONAL GEOSPATIAL-INTELLIGENCE AGENCY

SUBJECT: Defense Small Business Innovation Research/Small Business Technology Transfer Innovation Portal

The Defense Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Innovation Portal (DSIP) established in August 2019, is the DoD-wide, singular enterprise solution, is the official proposal submission system for the Department of Defense (DoD) SBIR/STTR programs.

The DSIP streamlines the SBIR/STTR Broad Agency Announcement process to prevent duplication of effort. It enables seamless integration for SBIR/STTR proposal intake, including the collection of financial, technical, and management information. It also allows for unified and responsive reporting to both Congress and the U.S. Small Business Administration.

No other method is authorized to receive proposals for the DoD SBIR/STTR programs and requests for waivers to this policy will not be considered.

My point of contact is Ms. Susan Celis at 703-692-0709 or susan.r.celis.civ@mail.mil.

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Date: 2020.07.09 18:29:29 -04'00'

JihFen Lei
Acting Director of Defense Research and Engineering for Research and Technology

BAA Schedule – Remaining FY25

FY25 BAA Cycle	Pre-Release Dates (1st Wednesday of the month)
SBIR 25.2/STTR 25.B SBIR 25.4/STTR 25.D Release 7	April
SBIR 25.4/STTR 25.D Release 8	May
SBIR 25.4/STTR 25.D Release 9	June
SBIR 25.4/STTR 25.D Release 10	July
SBIR 25.3/STTR 25.C SBIR 25.4/STTR 25.D Release 11	August*
SBIR 25.4/STTR 25.D Release 12	September*

Current

* Projected DON Participation

BAA Schedule – Look Ahead to FY26

FY26 BAA Cycle	Pre-Release Dates (1st Wednesday of the month)
Release 1	October
Release 2	November
Release 3	December
Release 4	January
Release 5	February
Release 6	March
Release 7	April
Release 8	May
Release 9	June
Release 10	July
Release 11	August
Release 12	September

Topic Types

- **Focused**
  - Identifies a specific problem for which a solution is sought
  - Basic and applied research
- **Open**
  - Generalized mission requirements or specific technology areas
  - Adapt commercial products or solutions to close capability gaps, improve performance, or provide technological advancements in existing capabilities
  - May be broad or focus on a specific technology area/mission priority
- **Direct to Phase II**
  - Seeks a solution with a higher technology readiness level
  - Awardee must not have received a Phase I award for research and development for the same project

DoD Critical Technology Areas

DoD Critical Technology Areas	MCSC	NAVAIR	NAVFAC	NAVSEA	NAVWAR	ONR	SSP
Advanced Computing and Software	●	●		●	●	●	
Advanced Materials	●	●	●	●		●	
Biotechnology						●	
Directed Energy (DE)		●		●		●	
FutureG		●		●		●	
Human-Machine Interfaces		●	●	●		●	
Hypersonics		●				●	●
Integrated Network Systems-of-Systems		●		●		●	
Integrated Sensing and Cyber		●		●		●	
Microelectronics		●		●	●	●	●
Nuclear						●	●
Quantum Science		●				●	●
Renewable Energy Generation and Storage	●	●		●		●	
Space Technology		●		●		●	●
Sustainment	●	●	●	●	●	●	
Trusted AI and Autonomy	●	●	●	●	●	●	

Posting of Topics

DoD
https://www.dodsbirsttr.mil/submissions/login
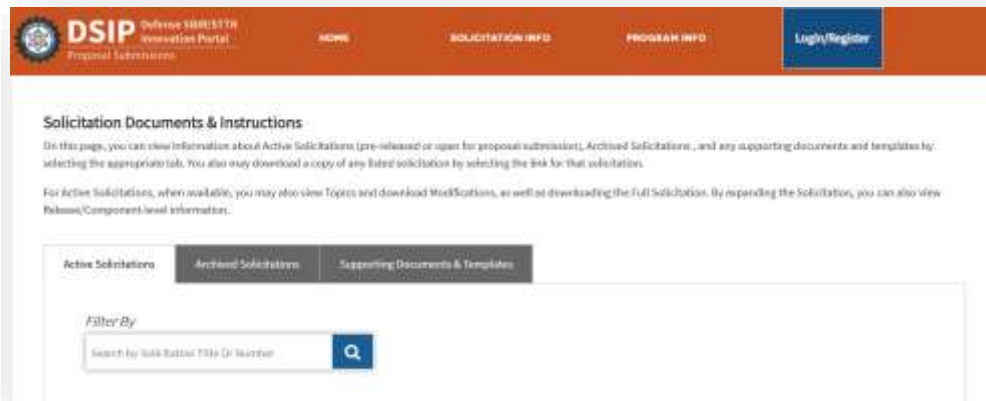
- Active solicitations
- Archived solicitations
- Training materials available on DSIP

DON
https://navysbir.com/

- DON instructions
- DON topic list and descriptions
- Topic Q&A

Everything you need to know is in the BAA!

25.2/25.B Topics

SYSCOM	SBIR Phase I	STTR Phase I	SBIR Direct to Phase II
MCSC	5	-	-
NAVAIR	16	5	2
NAVSEA	4	-	-
NAVWAR	-	-	1
ONR	15	-	-
SSP	8	-	-

Getting Started

Create a Company Registration
https://app.www.sbir.gov/company-registration/overview

Register in the Defense SBIR/STTR Innovation Portal (DSIP)
https://www.dodsbirsttr.mil/submissions/login

System for Award Management (SAM)
https://sam.gov
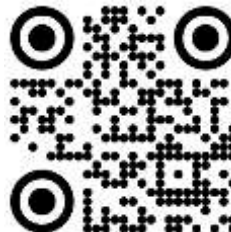
Templates and Proposal Submission

Navy-specific templates

https://www.navysbir.com/links_forms.htm

DoD Submission Portal

https://www.dodsbirsttr.mil/submissions/login
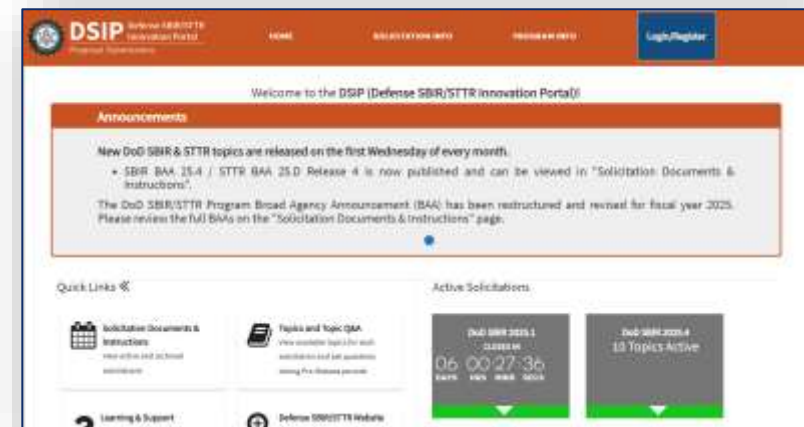
Technical Questions during BAA

- During pre-release, firms can reach out directly to Technical Points of Contact (TPOCs).

- During pre-release and a portion of the open period, firms can post questions to DSIP Topic Q&A.

- Questions must be technical in nature.

- A firm can always reach out to the DON SBIR/STTR program inbox with non-technical questions.

usn.pentagon.cnr-arlington-va.mbx.navy-sbir-sttr@us.navy.mil

DSIP Structure for Proposal Volumes

Volume	Method
1: Proposal Cover Sheet	DSIP Web Form
2: Technical Volume	Upload File
3: Cost Volume	DSIP Web Form
4: CCR	Upload File
5: Supporting Documents	Upload Files, if applicable
6: Fraud, Waste, and Abuse	Review Training Material
7: Disclosures of Foreign Affiliations	DSIP Web Form

Evaluation Criteria

- Technical Merit (*most important*)
- Qualifications of Key Personnel
- Commercialization Potential

Equal Importance

Evaluation criteria is described in the BAA

What Happens at BAA Close

- Each DoD Component accesses proposal submissions from DSIP.

- When a BAA closes in DSIP, system-generated notifications are sent to each proposer confirming receipt of their submission.

- System-generated select/non-select notifications are sent to each proposer from navysbirprogram@navysbirprogram.com.

- **All notifications are sent to the POCs listed on the proposal coversheet.**

- SYSCOMs begin their contract award process.

- Debriefs provided upon request.

QUESTIONS?

Frequently Asked Questions

- How do Phase I awardees know how to participate in Phase II?

- When is the Initial Phase II proposal due?

- What is the basis for Phase II competitive selection?

- What are the evaluation criteria for Phase II?

- What happens when selected for Phase II award?

- What type of contract is awarded in Phase I? Phase II?

- Does a letter of support help our proposal?

- What are the deliverables for Phase I?

- How will I get paid?