

ARMY RESEARCH OFFICE WASHINGTON

SMALL BUSINESS INNOVATION RESEARCH & SMALL BUSINESS TECHNOLOGY TRANSFER

SBIR & STTR
Programs

AMC
Small Business
Conference

3 November 2005

Through the Army SBIR Program, we call upon our small business community to fulfill the needs of our Soldiers deployed around the world...



MISSION: The Army SBIR program is designed to provide small, high-tech businesses the opportunity to propose innovative Research and Development solutions in response to critical Army needs.

Force Operating Capabilities (FOC)

TRADOC Pamphlet 525-66 (1 July 2005)

<http://www.tradoc.army.mil/tpubs/pams/p525-66.htm>

Battle Command

Battlespace Awareness

**Mounted / Dismounted
Maneuver**

Air Maneuver

Maneuver Sustainment

Maneuver Support

Protection

**Strategic Responsiveness
and Deployability**

**Line of Sight / Beyond
Line of Sight , Non-Line
of Sight Lethality**

Human Engineering

**Training,
Leader Development
and Education**

Provides focus for the Army's Science and Technology Master Plan

Army Science and Technology Focus

Army Posture Statement 2005

<http://www.army.mil/aps/>

- Networked battle command and logistics systems
- Networked precision missiles and gun-launched munitions
- Improved intelligence sensors
- Active and passive protection systems
- Unmanned ground and air systems
- Low-cost multispectral sensors
- Detection and neutralization of mines and Improvised Explosive Devices (IEDs)
- Identification of friendly forces in combat
- Development of medical technology for self-diagnosis and treatment
- Identification of hostile fire indicators
- Training systems

Army SBIR Process

Topics



DoD Solicitation
SBIR YY.2
May thru July

Phase I



Feasibility Study

\$70K, 6 Months

\$50K Option
(Gap Funding)

~10% of proposals submitted are selected

Phase II



Prototype Development
\$730K, 2 Years

Phase II Plus -
***\$500K matching funds, 1 Year**
**as of 1 July*

~50% invited proposals are selected

Phase III



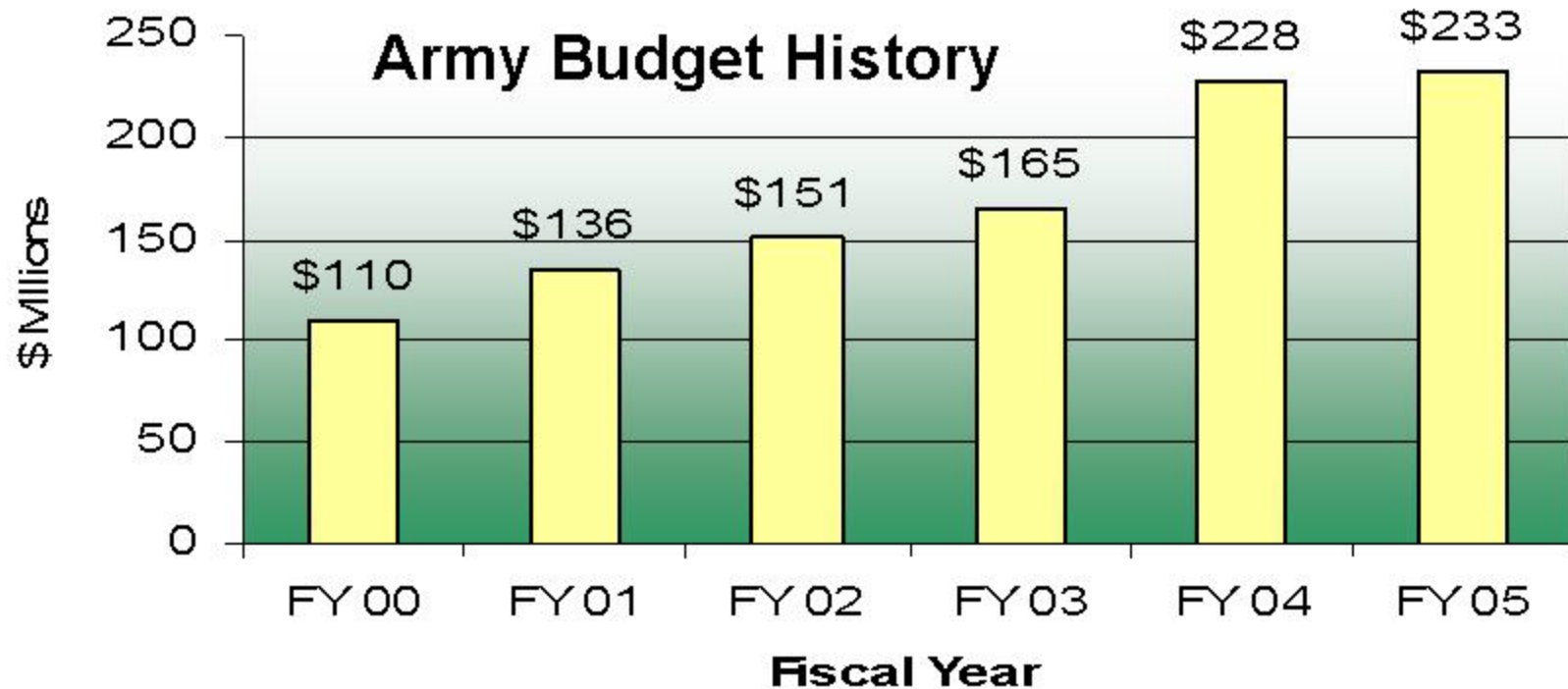
Commercialization
Transition to Federal Gov't or Private Program

No SBIR Funds

Phase I + Phase II + Phase II Plus = \$1.35 Million

Army SBIR Award History

	FY00	FY01	FY02	FY03	FY04	FY05
Phase I Awards	249	317	354	352	356	371
Phase II Awards	139	151	180	222	237	259



Army SBIR Participating Organizations



Armament RD&E Center (ARDEC)

Army Research Institute (ARI)

Army Research Lab (ARL)

Army Test and Evaluation Center (ATEC)

Aviation and Missile RD&E Center (AMRDEC)

Communications-Electronics RD&E Center (CERDEC)

Edgewood Chemical Biological Center (ECBC)

Engineer Research and Development Center (ERDC)

Medical Research and Materiel Command (MRMC)

Natick Soldier Center (NSC)

Simulation and Training Technology Center (STTC)

Tank-Automotive RD&E Center (TARDEC)

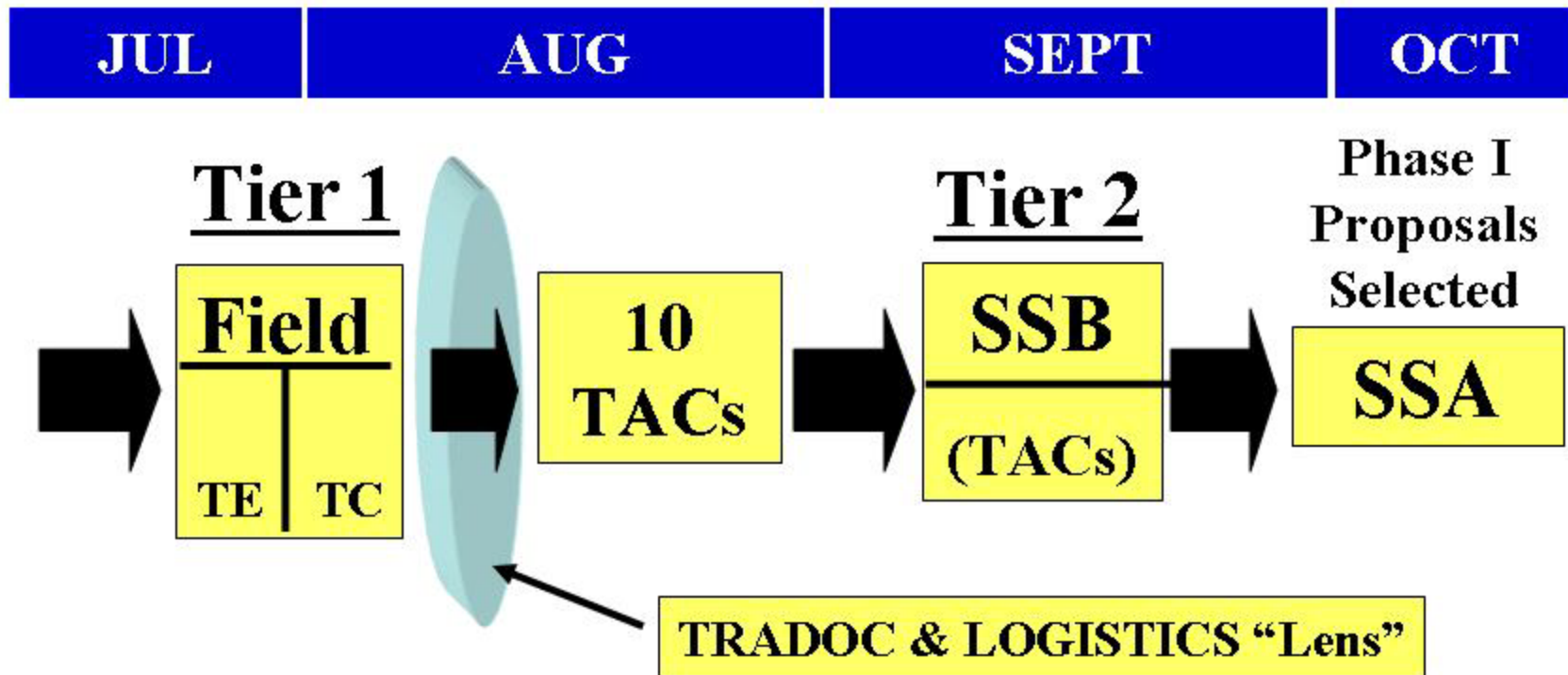
Space & Missile Defense Command (SMDC)

Army Program Executive Offices (PEOs)



Proposal Evaluation

A two-tiered process:



TE = Technical Evaluator
TC = Team Chief
TAC = Technology Area Chief
TRADOC = Training and Doctrine Command
SSB = Source Selection Board
SSA = Source Selection Authority

Evaluation Criteria:

1. Technical Merit
2. Primary Investigator Qualifications
3. Commercial Potential

PHASE

3

- Commercialization phase
- Duration: Unlimited
- Funding: Unlimited, but no SBIR funds may be used
- Goal: Market dual-use products or services to the Government and/or private sector

Cockpit Air Bag System

Simula, Inc.

Phoenix, AZ

- Over \$42M in DoD sales



Innovative Communications and Electronic Warfare Antenna

FIRST RF Corporation

Boulder, CO

- \$247K in DoD R&D
- Over \$10.6M in DoD Sales



Biometric Security Systems

Ultra-Scan Corporation
Amherst, NY

- \$1.1M in DoD R&D
- Over \$6M in Fed R&D
- Over 1.5M in Fed and Private Sales



Army SBIR Quality Awards Program

- ❑ **Recognizes Top Phase II Performers each year**
- ❑ **All Phase II projects ending within year eligible for consideration**
 - ❑ Army participating organizations nominations or
 - ❑ Companies self-nominate
- ❑ **Selection board of Government & Industry Scientists and Businessmen**
- ❑ **Winners presented award in ceremony at Pentagon, hosted by a senior Army official**
- ❑ **Quality Award projects featured in annual Army SBIR Quality Awards brochure**



DoD Solicitation Key Dates

	Solicitation Internet Release	Proposals Accepted Starting	Proposal Deadline	Contracts Awarded
SBIR FYxx.1	Approx. Nov. 1	Approx. Dec. 15	Approx. Jan. 15	Approx. May 15
SBIR FYxx.2	Approx. May 1	Approx. Jun. 15	Approx. Jul. 15	Approx. Nov. 15
SBIR FYxx.3	Approx. Aug. 1	Approx. Sep. 15	Approx. Oct. 15	Approx. Feb. 15

2006.2 Pre-Solicitation Period: 1 May – 13 June 06
 Solicitation Opens: 14 June 06
 Phase I Proposals Due: 14 July 06
 Award Notification: Mid Oct 06
 Contract Award: Mid Nov 06

Small Business Technology Transfer (STTR)

- ❑ Encourages collaboration between small business and:
 - ❑ Universities
 - ❑ Non-Profit Research Institutions
 - ❑ Federally Funded Research & Development Centers (FFRDCs)
- ❑ Requires research institution partners (e.g., universities)
 - ❑ 40% minimum small business concerns (for-profit)
 - ❑ 30% minimum U.S. research institution (non-profit)
- ❑ \$28.1M in FY05 Funding
- ❑ Phase I \$100K, Phase II \$750K
- ❑ No Phase I Option
- ❑ No Phase II Plus

	Solicitation Internet Release	Proposals Accepted Starting	Proposal Deadline	Contracts Awarded
STTR FYxx	Approx. Feb. 1	Approx. Mar. 15	Approx. April 15	Approx. Aug. 15

<http://www.aro.army.mil/arowash/rt/sttr/sttr.htm>

http://www.aro.army.mil/arowash/rt/



ARO-W

HOME SBIR STTR CBD AWARDS COMMERCIALIZATION



Army Research Office - Washington (ARO-W) manages the Army Small Business Innovation Research Program (SBIR) and the Joint Science and Technology Office (JSTO) Chemical and Biological Defense (CBD) SBIR Program. The Army Research Office manages the Army Small Business Technology Transfer Program (STTR). These programs allow small, high tech U.S. businesses (less than 500 employees) and academia to propose innovative Research and Development solutions to critical Army needs. This portal provides all the necessary information to participate in these programs. By capturing the talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense, the private sector, and our national economy.

OUTREACH Information on Upcoming Events and Conferences	NEWS Latest Reports, News and Press Releases	E-BUSINESS PORTAL Secure Army SBIR-STTR Management Area	FAQ'S Frequently Asked Questions
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e-business portal
Explore the updated Army Research Offi

Related Websites



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Additional Information / Questions

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