



**SBIR/Prime Opportunities:
A Rapidly Changing Landscape
*How Do We Move Forward?***

a presentation to

National Small Business Conference

by

John Williams, Director Navy SBIR Program

williajr@onr.navy.mil

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Navy's SBIR/STTR Program

- ❖ Uses small business to develop innovative R&D that addresses **Navy needs**
- ❖ Facilitate small high tech businesses to transition technologies into Navy/DoD programs



SBIR It's all about Phase III

Congress wants to increase Phase III awards and transitions into Acquisition Programs

- 92 SBIR Law, PL 102-564
 - Emphasized Commercialization (definition “to Government or commercial markets”)
- FY 99 Defense Authorization Act (Sec.818)
 - Emphasized push for Acq. Offices to make Phase III awards and include SBIR in planning process
- Senate Report 106-50 (Sec 803)
 - Requested DOD develop plan to facilitate rapid transition of SBIR projects to Phase III & incorporation into DoD acquisition programs
- 2000 SBIR Law, PL 106-554
 - Emphasized protection of Phase III data rights and push for more Phase III awards
- FY 05 National Defense Authorization Act (Rep.108-491)
 - Requires USD (AT&L) to report by March 31, 2005 information on recent Phase III awards and actions

Education & Partnering are Key

- ❖ Acquisition Office needs to understand and believe in SBIR and be part of planning and decision process
- ❖ Small businesses need help understanding DoD and how to transition technology in the DoD environment
- ❖ Primes are often part of “Tech Insertion” Critical Path, thus need to understand SBIR and plan for
- ❖ Early partnerships
 - ❖ Increase probability of success,
 - ❖ Increase speed of tech insertion/transition and
 - ❖ Reduce cost of total RDT&E

Technology transition/insertion requires a lot of work and planning. It must be coordinated!

Navy SBIR Program: Primes Initiative

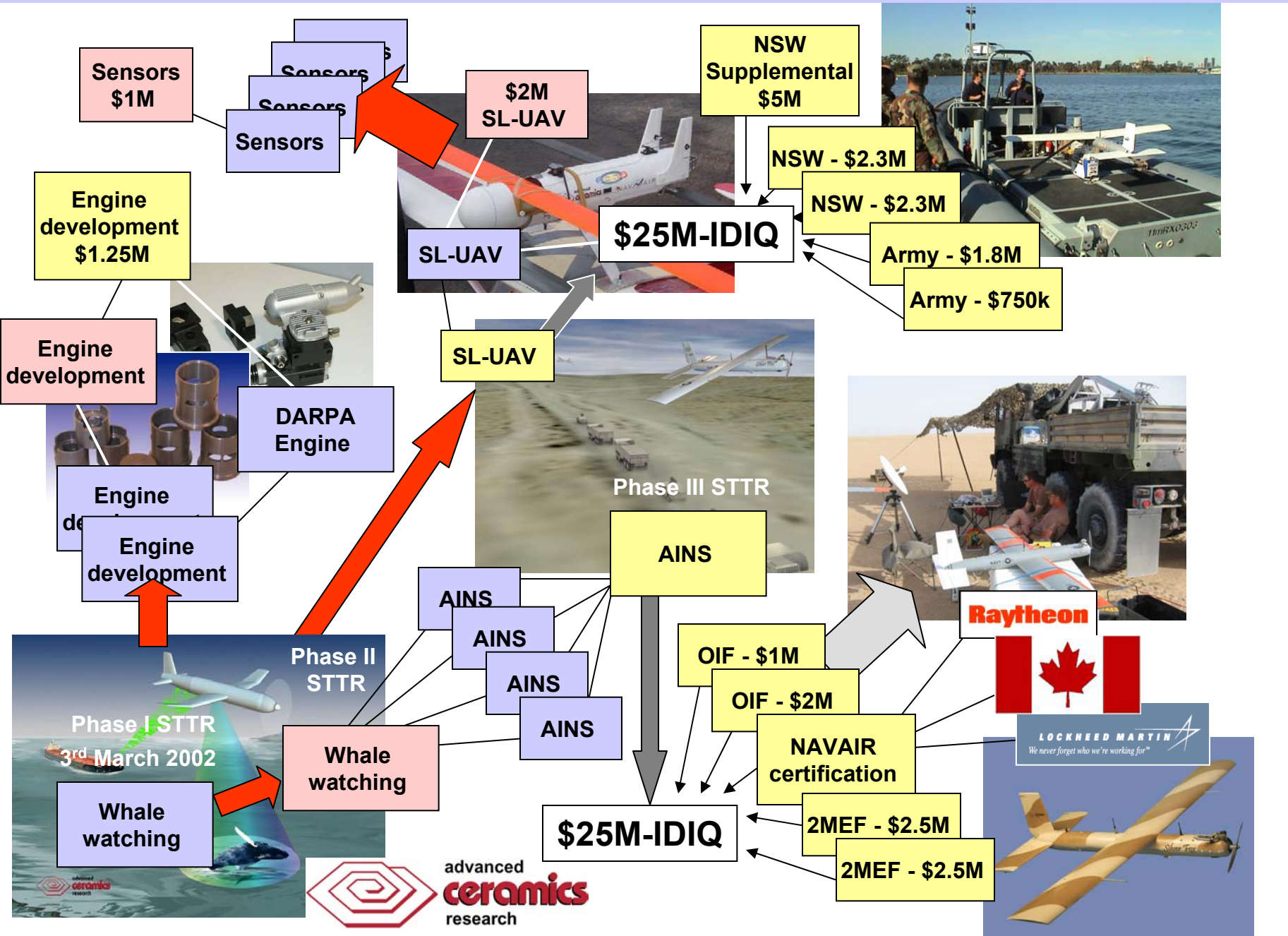
○ Vision

- Develop process, tools and relationships so that Primes are integral part of the DoD SBIR program

○ Process

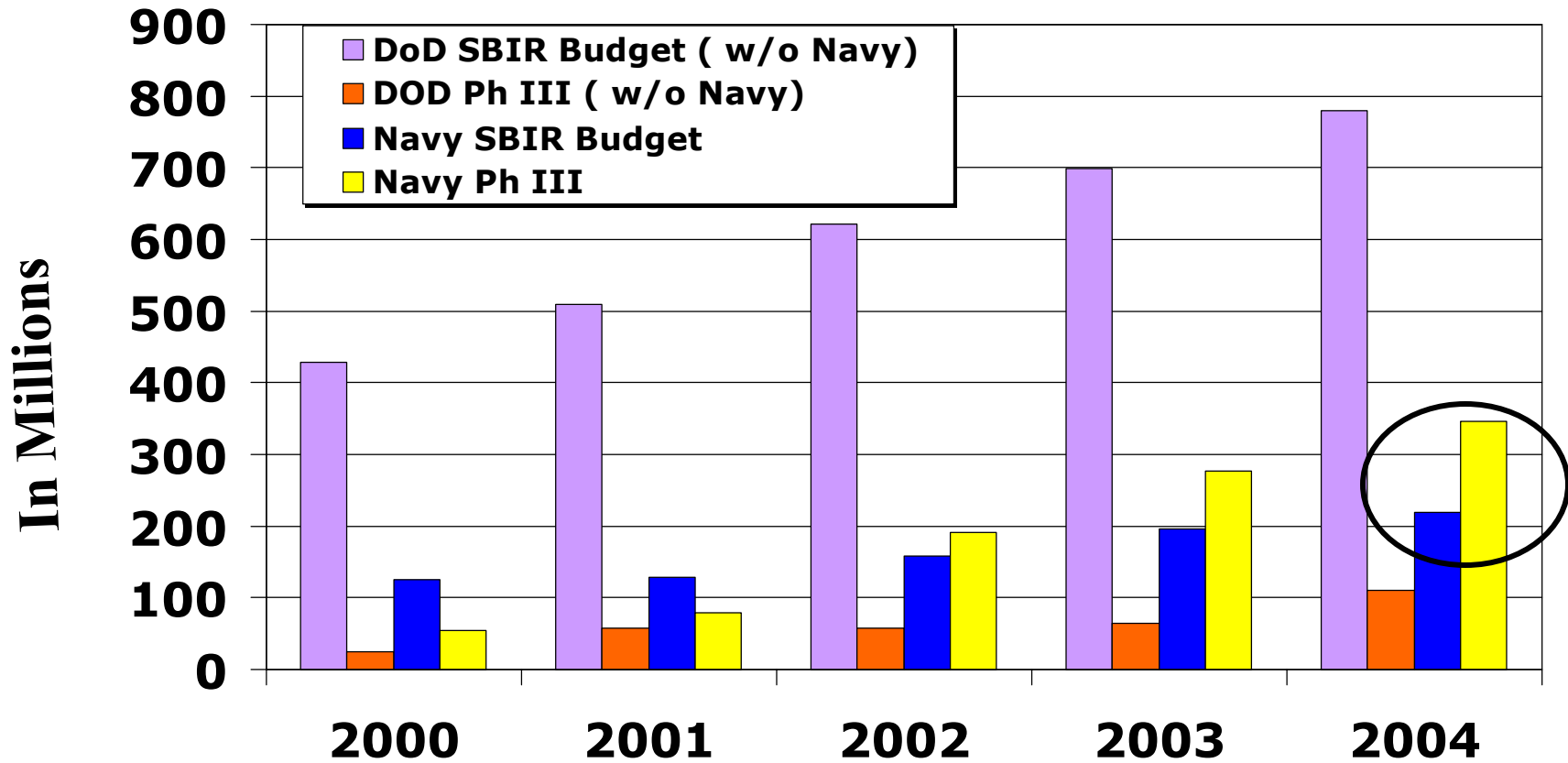
- Build partnerships between small businesses, defense contractors, Navy acquisition offices, and SBIR management to enhance technology insertion by leveraging SBIR resources with larger acquisition programs, with focus on transition of SBIR technology to weapons platform

Advanced Ceramics Research's SBIR/STTR Experience



SBIR Phase I & II funds compared to Phase III funds funding from OSD DD-350 Reports

Phase III



- Phase III reporting not complete since contracting officers not always aware contract is Phase III
- Total DD 350 FY04 DOD Phase III funding was \$456 M, Navy portion was \$346 (76%) which came from 114 separate contracts to 81 individual firms

- ❖ **Funded by Navy SBIR Program Office**
- ❖ **Competitive 10-month program offered to all SBIR/STTR Phase II awardees**
- ❖ **Provides business consultant and training aimed at understanding DOD transition process and developing strategic plan for that transition**

Objectives

Facilitate DoD use of Navy-funded SBIR technology

Increase speed of commercialization by:

- **Defining Defense Transition Strategy**
- **Developing Business Skills**
 - **Protecting Intellectual Property**
 - **Identifying Partnering/Strategic Alliance**
- **Licensing, Equity, Financing**

TAP Concludes with Navy Opportunity Forum 2-4 May 2005 Reston VA

- Not a conference where any who pays can have a booth
- Only SBIR or STTR Phase II or III companies that have completed the Navy TAP present
- Small Businesses present “Business Case” for transitioning the technology to a weapons application, not a technical brief
- All SB’s develop abstract and narrative brief that is posted on the Virtual Acquisition website by 1 February
- Attendees review abstracts and narrative briefs and only attend if those address their technology needs list



05 VIRTUAL ACQUISITION SHOWCASE SM



REGISTER HERE FOR THE 05 NAVY OPPORTUNITY FORUM SM

The Virtual Acquisition ShowcaseSM is a companion site to the 05 Navy Opportunity ForumSM to be held at the Hyatt Regency in Reston, VA on **May 2nd, 3rd, and 4th, 2005**. Our goal in providing you with early access to these materials is to make it easy for you to obtain maximum value from attending the Forum in May.

BROWSING...

154 Items

Page: 1 2 3 4 5 6 7 8 ▶

TECH APP: (All)	SYSCOM: (All)	SORT: Company Name	GO
CATEGORIZ	DOCUMENTS	PROJECT DESCRIPTION	
 Syscom: ONR Topic: NO1-137 TRL: 7	Systems, Inc. (703) 696 4446 david.andersen@21csi.com http://www.21csi.com PDF QUAD CHART PDF BRIEFING PDF CAPABILITIES BROCHURE PDF OPPORTUNITY	EXLOG21 Autonomic Decision Support System provides monitoring, alerting, and action recommendations through a Bayesian Belief Network (BBN). Adaptable to multiple environments, Mil-Spec and COTS. Predictions and probabilities are based on historical and real time data. Interfaces/operates with USMC vehicles through GCCS-MC. Add to My Briefcase	

Search for Phase I and II Navy SBIR awards at www.navysbir.com



SBIR/STTR
Search Database

navysbir

[Return to Navy SBIR](#)

Search the Navy Database

Disclaimer: The information on this site has been provided by the companies in fulfillment of their R&D contracts with the Government. The information has not been reviewed for content by the Government. Its appearance on this web site does not constitute an endorsement by the Government of the information provided.

Firm:	<input type="text"/>	Topic Number:	<input type="text"/>
Firm State:	<input type="text" value=""/>	Firm Zip:	<input type="text" value=""/> - <input type="text" value=""/>
Word Search:	<input type="text" value="Vaness"/>	Award End Date:	<input type="text" value="All"/>
<input checked="" type="checkbox"/> Search PH I Awards		<input checked="" type="checkbox"/> Search Summary Reports	
<input checked="" type="checkbox"/> Search PH II Awards		<input checked="" type="checkbox"/> Search Success Stories	
<input checked="" type="checkbox"/> Search PH III Awards		<input checked="" type="checkbox"/> Search TAP Acquisition Showcase	
<input type="checkbox"/> Show Only List of Firms		Need Help? Word Search , Sort Order	<input type="button" value="Search"/>

Sort Order: Sol DESC, Topic ASC
[Firm](#) [Solicitation](#) [Topic](#) [Clear Sort](#)

→ **TOPIC NUMBER** N04-009

Sol: 04.1

[Award PI](#), [Award PII](#), [Award PIII](#)

[Summary PI](#)

[Summary PII First Year](#)

Firm: VEXTEC Corporation

[TOPIC NUMBER N02-169](#)

Sol: 02.2

Firm: MATECH Advanced Materials**Title:** Innovative Gas Turbine Engine Propulsion**Abstract:** This Small Business Innovation Research (SBIR) Phase I project seeks to demonstrate an innovative new UV curable preceramic polymer chemistry for the fabrication of high yield and high purity Si3N4 ...

- [Award PI](#), [Award PII](#), [Award PIII](#)
- [Summary PI](#)
- [Summary PII First Year](#)
- [Summary PII Complete](#)
- [Success Story](#)
- [TAP Acquisition Showcase](#)
- [Firm Information](#)

[TOPIC NUMBER N01-165](#)

Sol: 01.2

Firm: UES, Inc.**Title:** Corrosion/Erosion Resistant Coatings for Turbine Compression Systems**Abstract:** Erosion and corrosion of compressor blades and vanes have been critical degraders to the life of the gas turbine engine fleet for naval applications. Similar problems also exist for civilian ...

- [Award PI](#), [Award PII](#), [Award PIII](#)
- [Summary PI](#)
- [Summary PII First Year](#)
- [Summary PII Complete](#)
- [Success Story](#)
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- [Firm Information](#)

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➔ CONTACT INFORMATION

Government POC

Mr. Lewis Schmidt

Email: lewis.schmidt@navy.mil

Phone: (301)757-0465

Fax: (301)757-0562

Principal Investigator

Edward Pope

Email: matech@thegrid.net

Phone: (818)991-8500

Fax: (818)991-4134

Corporate Official

Edward Pope

Email: matech@thegrid.net

Phone: (818)991-8500

Fax: (818)991-4134

Firm

MATECH Advanced Materials

31304 Via Colinas, Suite 102

Westlake Village, California 91362-3901

<http://www.matech.us>

➔ AWARD DETAILS

Contract #	N68335-04C-0104
Topic	N02-169
Solicitation	02.2
SYSCOM	NAVAIR
Award Amount	749964.00
Phase	II
Program	Navy SBIR
Start / End Date	04/29/2004 - 04/29/2006
FY Reported	2004
Title	SiNC Ceramic Fibers for the JSF/VAATE Engine

Abstract

In this proposed NAVAIR/JSF funded Phase II SBIR Program, MATECH will develop SiNC structural ceramic fibers for ceramic matrix composites (CMCs) for ultimate use as components in the JSF/VAATE engine. These fibers are predominantly silicon nitride with 10 to 15 percent silicon carbide, mixed at the molecular level. Potential

Firm Information

➔ UES, INC.

Address	4401 Dayton-Xenia Road Dayton, OH 45432-1894
URL	www.ues.com
POC	Dee Dee Donley (937) 426-6900 ddonley@ues.com
Firm Size	175
Year Founded	1973
Phase I Awards	101
Phase II Awards	27
DUNS	074689217
Last Updated	1/13/2004 8:21:19 AM

NAVY 04 STTR PHASE I PROPOSALS SELECTED FOR FURTHER CONSIDERATION

Proposals from the offerors listed next to the topic numbers have been selected for further consideration under DoD STTR Program Solicitation 04

The list is not final and will be updated periodically - Last Update: 10 July, 2004

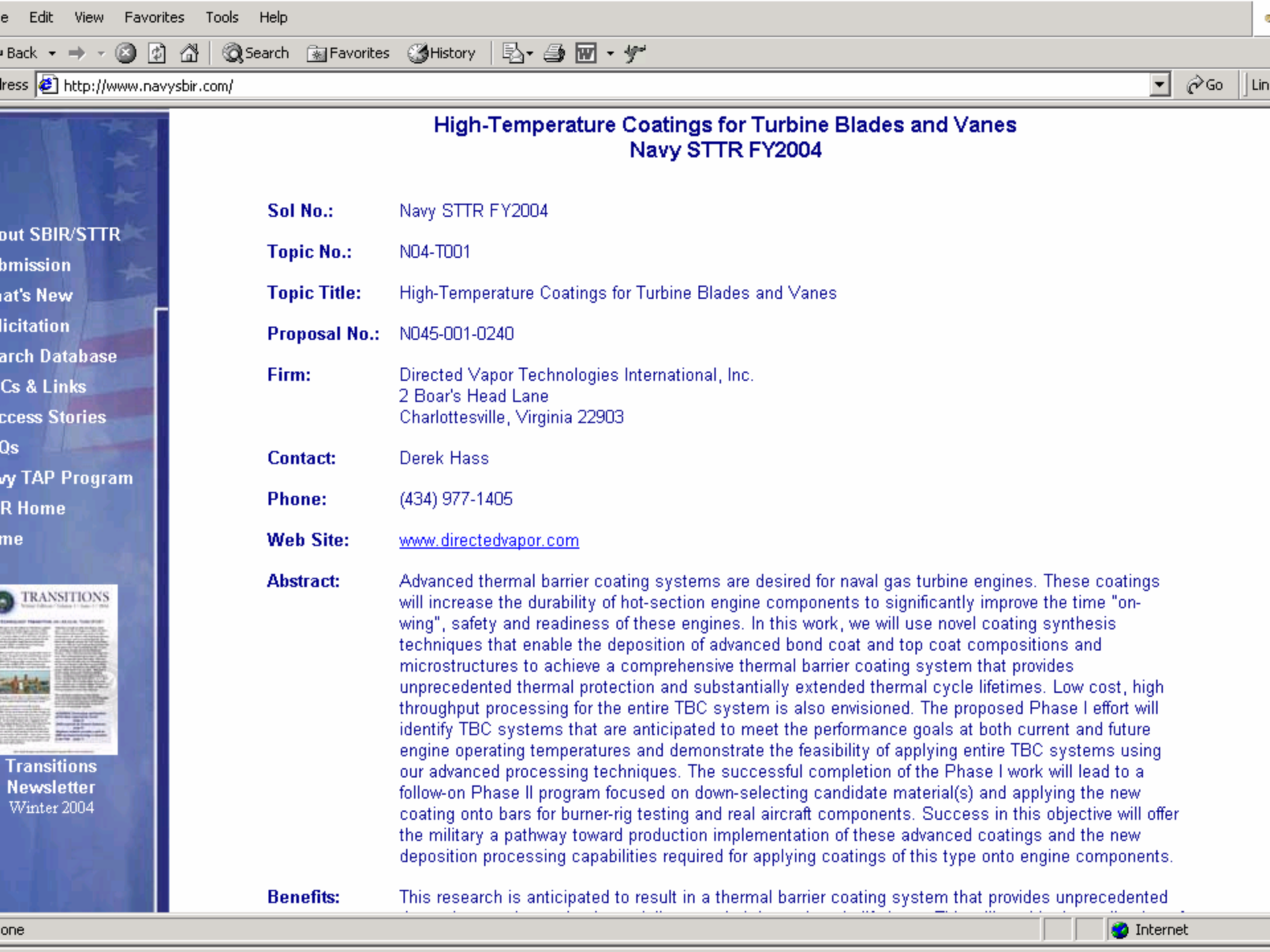
Please note that prior to receiving an award, a firm must register at the [Central Contractor Registration](#), if they have not already done so.

Office of Naval Research (ONR) Mr. John R. Williams, (703) 696-0342 - williair@onr.navy.mil			
	TOPIC	SELECTEE	ADDRESS
Details	N04-T001	Directed Vapor Technologies International, Inc.	Charlottesville, Virginia 22903
Details	N04-T001	Inframat Corporation	Farmington, Connecticut 06032
Details	N04-T001	Thor Technologies, Inc.	Albuquerque, New Mexico 87107
Details	N04-T001	UES, Inc.	Dayton, Ohio 45432
Details	N04-T002	Polatomic, Inc.	Richardson, Texas 75081
Details	N04-T002	Southwest Sciences, Inc.	Santa Fe, New Mexico 87505
Details	N04-T002	Tristan Technologies, Inc.	San Diego, California 92121
Details	N04-T003	ALPHATECH, Inc.	Burlington, Massachusetts 01803
Details	N04-T003	Intelligent Automation, Inc.	Rockville, Maryland 20855
Details	N04-T003	Neptune Sciences, Inc.	Slidell, Louisiana 70461
Details	N04-T003	Scientific Systems Company, Inc	Woburn, Massachusetts 01801
Details	N04-T003	Systems Technology, Inc.	Hawthorne, California 90250
Details	N04-T004	Advanced Ceramics Research, Inc.	Tucson, Arizona 85706

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Transitions
Newsletter
 Winter 2004



High-Temperature Coatings for Turbine Blades and Vanes Navy STTR FY2004

Sol No.: Navy STTR FY2004

Topic No.: N04-T001

Topic Title: High-Temperature Coatings for Turbine Blades and Vanes

Proposal No.: N045-001-0240

Firm: Directed Vapor Technologies International, Inc.
2 Boar's Head Lane
Charlottesville, Virginia 22903

Contact: Derek Hass


Phone: (434) 977-1405

Web Site: www.directedvapor.com

Abstract: Advanced thermal barrier coating systems are desired for naval gas turbine engines. These coatings will increase the durability of hot-section engine components to significantly improve the time "on-wing", safety and readiness of these engines. In this work, we will use novel coating synthesis techniques that enable the deposition of advanced bond coat and top coat compositions and microstructures to achieve a comprehensive thermal barrier coating system that provides unprecedented thermal protection and substantially extended thermal cycle lifetimes. Low cost, high throughput processing for the entire TBC system is also envisioned. The proposed Phase I effort will identify TBC systems that are anticipated to meet the performance goals at both current and future engine operating temperatures and demonstrate the feasibility of applying entire TBC systems using our advanced processing techniques. The successful completion of the Phase I work will lead to a follow-on Phase II program focused on down-selecting candidate material(s) and applying the new coating onto bars for burner-rig testing and real aircraft components. Success in this objective will offer the military a pathway toward production implementation of these advanced coatings and the new deposition processing capabilities required for applying coatings of this type onto engine components.

Benefits: This research is anticipated to result in a thermal barrier coating system that provides unprecedented

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SBIR GATEWAY BEST SOURCE FOR SEARCHING TOPICS

www.zyn.com/sbir



The Most Comprehensive and Easy to Use
SBIR Information Site

EZ Solicitation Search

GO

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News Updated 3/09/05

[Air Force Restores SBIR Funding](#)

Ends One Month Funding Freeze

[DOT Opens FY-05 SBIR](#)

Opens 2/28/05 Closes 5/16/05

[EPA Issues SBIR Presolicitation](#)

Opens 3/24/05 Closes 5/25/05

[NSF Releases FY-06 SBIR/STTR](#)

Opens 5/08/05 Closes 6/08/05

[DoD Releases FY 2005 STTR](#)

Opens 3/15/05 Closes 4/15/05

[SBA Extends Comment Period](#)

[VC and Size Standard Issues](#)

Meetings/hearings also being planned

National Conferences

[Omaha, NE * March 7 - 10, 2005](#)

National SBIR Spring 2005 Conference

[Registration On Site](#)

[San Diego, CA * July 11 - 14, 2005](#)

Search Services

[Open SBIR/STTR Solicitation Topics](#)

Includes All Agencies Open SBIR/STTR Topics

[Closed SBIR/STTR Solicitation Topics](#)

Topics often *recycled* for future solicitations

[Past SBIR/STTR Awards](#)

SBIR/STTR Awards Databases

[Federal Laboratory R&D Resources](#)

Keyword search for federal tech resources

Help & Assistance Services

[Find a Partner](#)

For an SBIR/STTR or related project

[State & Local Assistance Services](#)

They're here to help you

Hurdles for Primes *re* SBIR Program

- Money
- How to fund Primes' upfront due diligence
- Getting buy-in up and down the Prime (business case)
- Getting buy-in up and down the Navy
- Ensuring Prime trade space management needs (schedules, requirements) are understood by SBIR firm
- Ensuring that SBIRs perceive risk: what is reasonable? how long will that take? (requires a communication plan between Prime and SBIR)
- Ensuring SBIR access to the right members of the Prime/Navy Project Office team

Navy SBIR Office Future Efforts

- Continually improve and refine TAP
- Increase activity with Primes & non-traditional Primes
- Document metrics across Primes
 - Topics, Phase I proposals & awards, Phase II awards, Phase I/II subcontracts, Phase III awards
- Document and market success stories
- Establish contact lists across primes
- Develop list of supplemental funding sources
- Work with NAS and NDIA *re* disincentives

Next Steps for You

- For Primes

- Review www.navysbir.com site Search Database to identify Phase I and II companies to team with
- Attend Navy Opportunity Forum 5-7 June 2006
Washington Hilton

- For Small Business

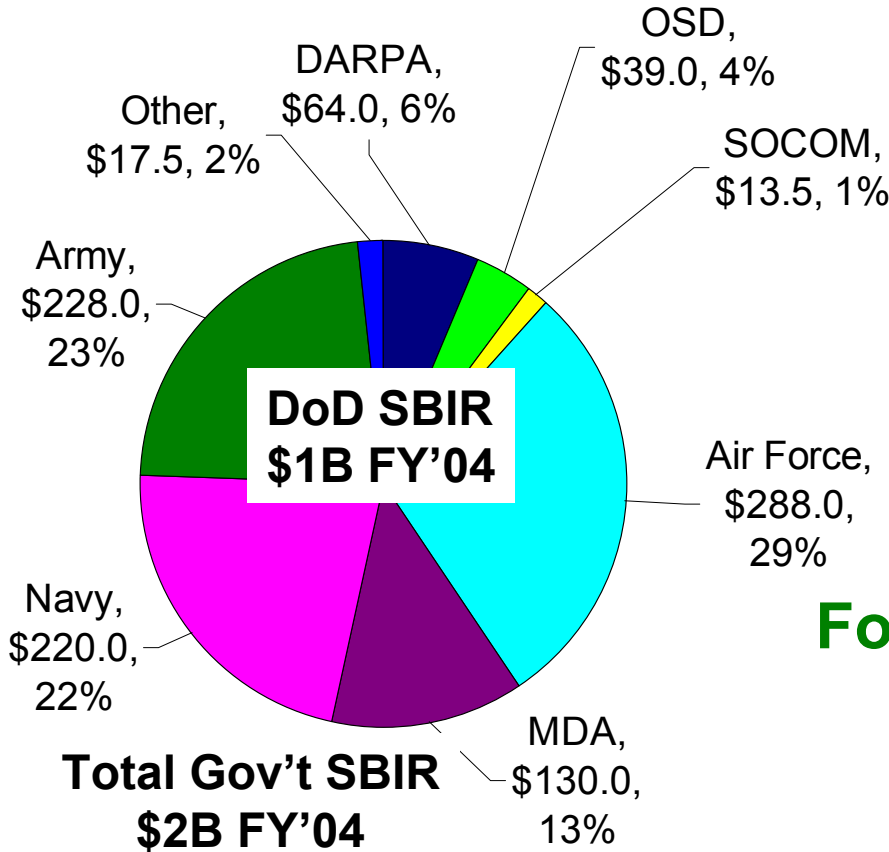
- Look for SBIR topics
 - Go to www.zyn.com/sbir (every month)
- Work with your Prime connection to jointly submit SBIR proposals

● **BACKUP SLIDES**

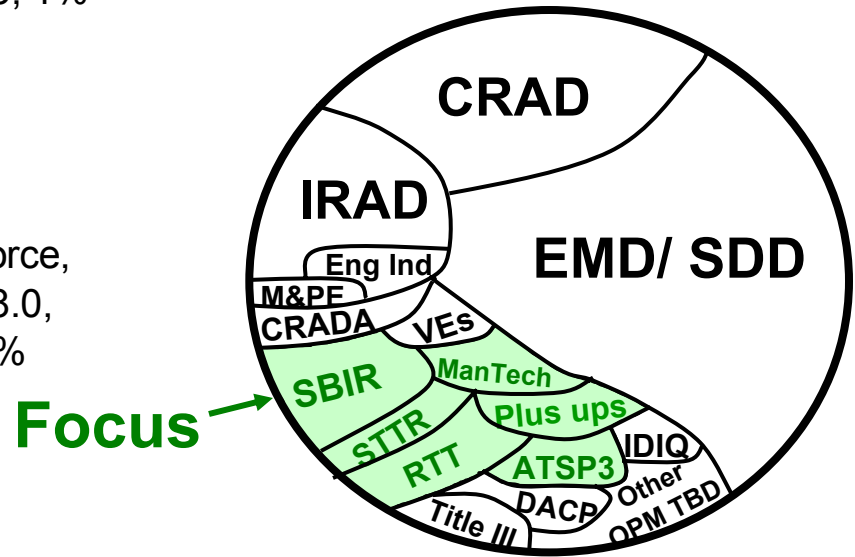
The Opportunity: SBIR & Others Peoples Money (OPM)

Provided by: Dr. John P Waszczak, Director Advanced Technology and SBIR/ STTR
Phone 520-545-9585 Raytheon Missile Systems RMS

SBIR Budget Growing

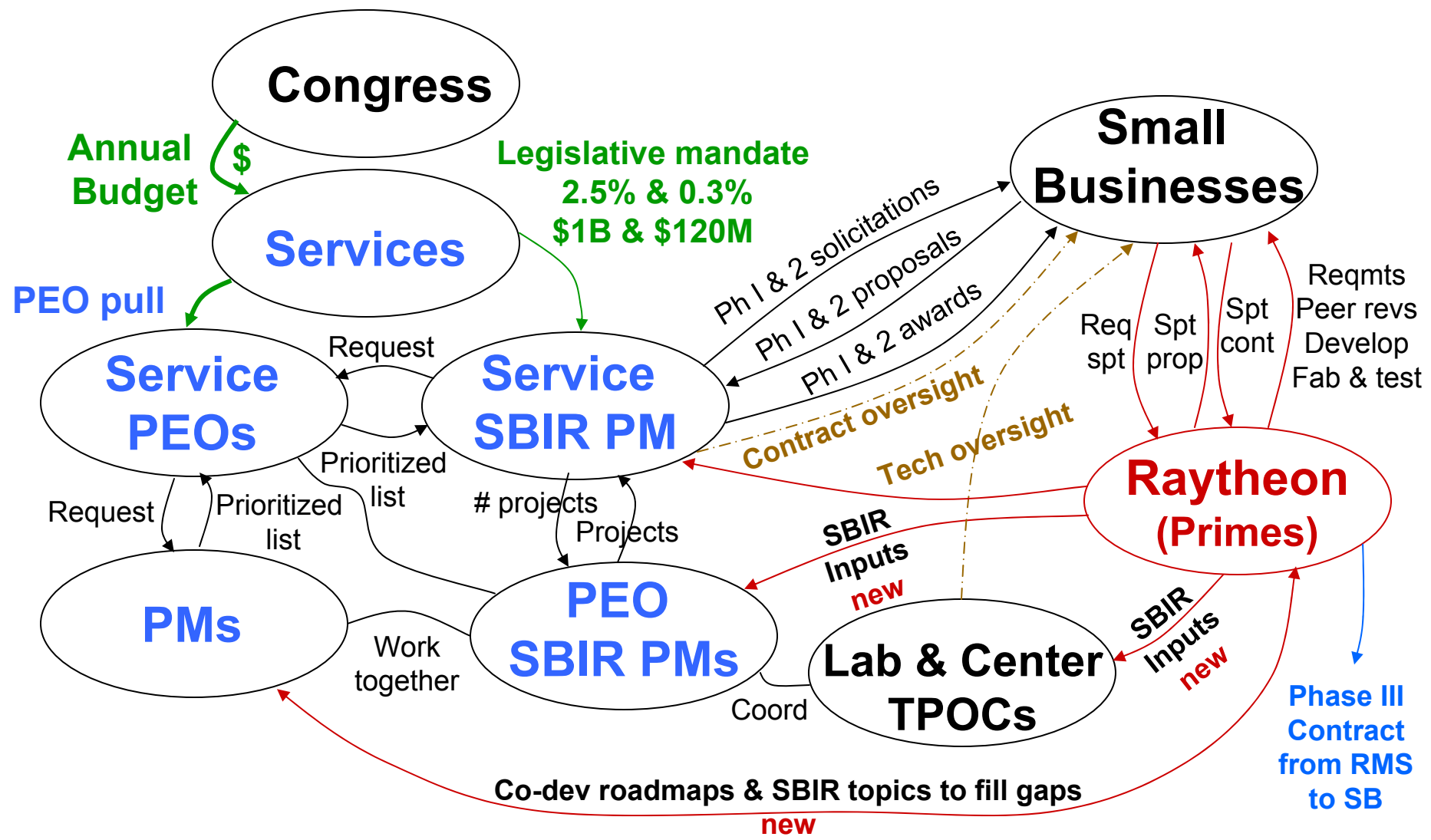


Integrated RMS Technology Plan Elements



Collaborate to Leverage Government's R&D Investments to Support Raytheon's Technology Development Rqmts !

SBIR/ STTR Process & Interfaces

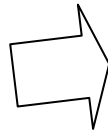


RMS's SBIR/ STTR Model

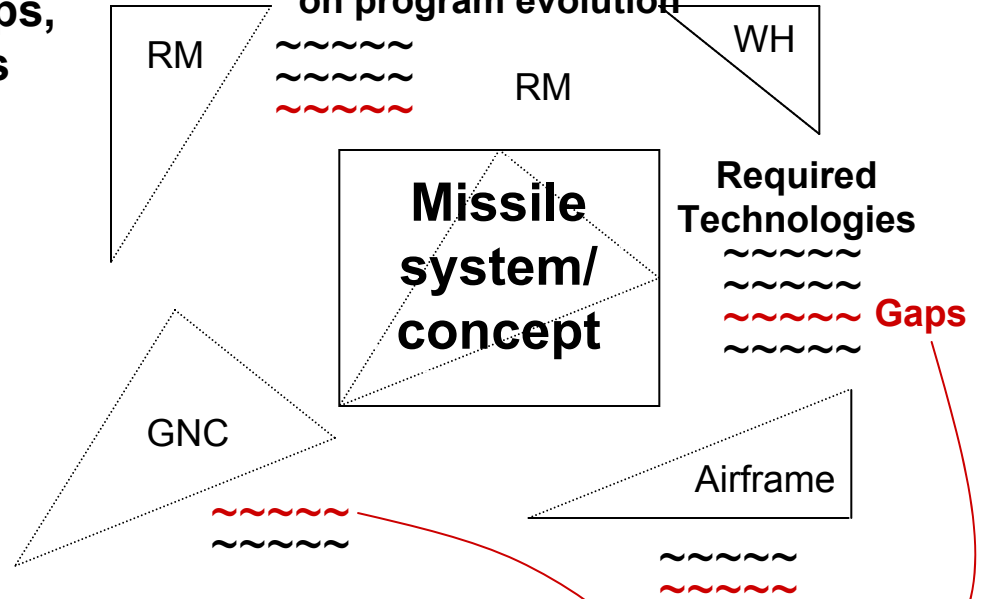
Share Capability & Technology Roadmaps, Raytheon TDs w/ appropriate PEO TDs

Key benefits:

- * meaningful dialog at TD level
- * better insight into customer reqmts
- * support for program evolution



RMS PMs work closely w/ Customer PMs on program evolution



Strategic technology enablers

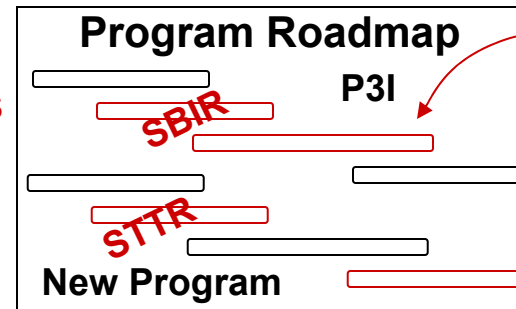


Political support & plus ups



RMS SBIR participation

- Project recommendations
- Ph 1 selection
- Ph 2 down select
- Ph 3 awards, RMS->SB



Develop integrated IRAD, CRAD, SBIR, ManTech, RTT & OPM plan w/ Customer

Evolving from reactive to proactive

RMS 2004 SBIR/ STTR Highlights

- Leveraging \$22M in new SBIR funded technology R&D
- Supporting over 60 new small business SBIR awards
 - Seekers, algorithms, airframes, propulsion & lasers
 - Directly supporting small businesses as an IPT member, many under contract to them
- Sponsored SBIR workshops/ forums w/ small businesses
 - Rad hardening workshop held 2Q '04
 - Tucson Optics Cluster workshop held 3Q '04
 - Navy SBIR PM speaker at RMS Supplier Partnering Forum 3Q '04
- Three very successful Phase III programs continue
 - EKV adapter, Vanguard Composites, ~\$1M
 - Gun Hardened CAS, multiple programs, Versatron, ~\$20M
- **Collaborating w/ Raytheon Mentor Protégés to develop coordinated R&D plans & pursue SBIR/ STTRs**

Benefits Available to RMS thru SBIR/ STTR

Develop enabling technologies
Supplement to IRAD & Demo Budget

Solve problems
Risk reduction
Alternate solutions

Strategic IP

Components
System P3I
New programs

Strengthened customer relationships

Dev small business base

Vehicle to support RMS developments

SBIR Provides RMS a Tremendous Opportunity to
Leverage Significant Gov't Technology Investments

Small Business Collaboration to Achieve Customer Success