



Navy SBIR/STTR Programs

Richard McNamara
PEO-SUB Executive Director

www.navysbir.com

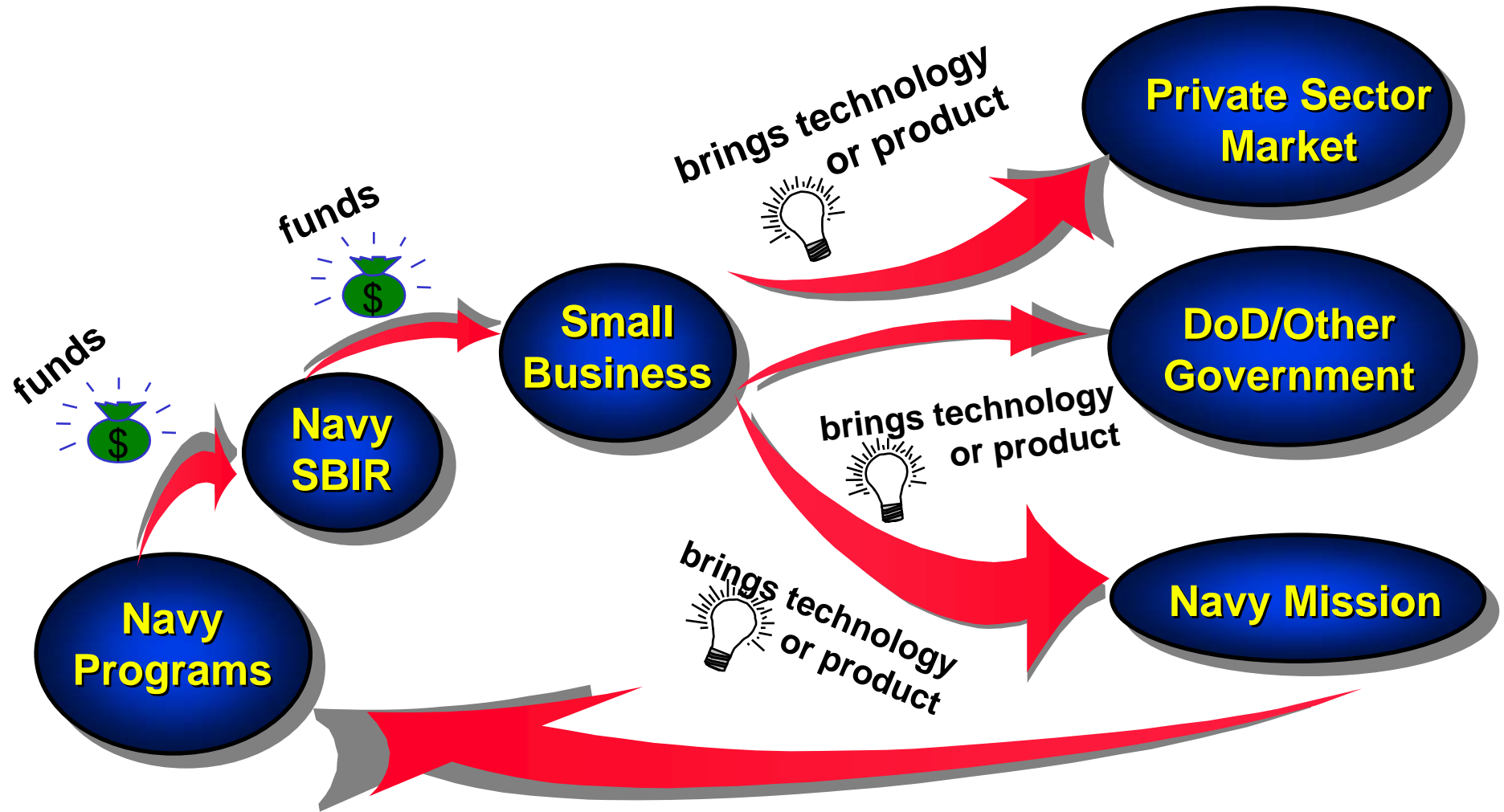


Navy SBIR Program Goals

- **Use small business to develop innovative R&D that address Navy needs**
- **Implement that technology into a Navy Weapon System**



Leveraging Investment in Small Business





Navy Needs Are Diverse





Navy SBIR Program Description

- **Mission oriented R&D program**
 - Over 80% of Naval topics address a specific need from a PEO/PM/FNC office (i.e. military application)
- **Aligned with Acquisition Programs**
 - Acquisition offices select topics and awardees based on their R&D priorities and SBIR funding allocation
- **Provides small business an opportunity to meet Naval needs and requirements**
 - Navy topics are found in every SBIR/STTR solicitation
- **Provides transition assistance support**
 - Transition Assistance Program (TAP)
- **Decentralized management**
 - Need to be aware of various specific guidelines



Transition Assistance Program (TAP)

- All Phase II companies attend orientation
- Optional contractor service provided by Navy
- Business strategy development training
- Defense transition plan development training
- Course includes development of business plans, protection of intellectual property, license agreements, partnering, venture capital, etc
- 10 month program ends with companies briefing Naval PM's, Industry and VC's communities at 3 day forum



Funding and Program Managers

Program administration: John Williams, Director NAVY SBIR

FY 2006: NAVY SBIR\$288M
NAVY STTR.....\$35M

Program execution*:

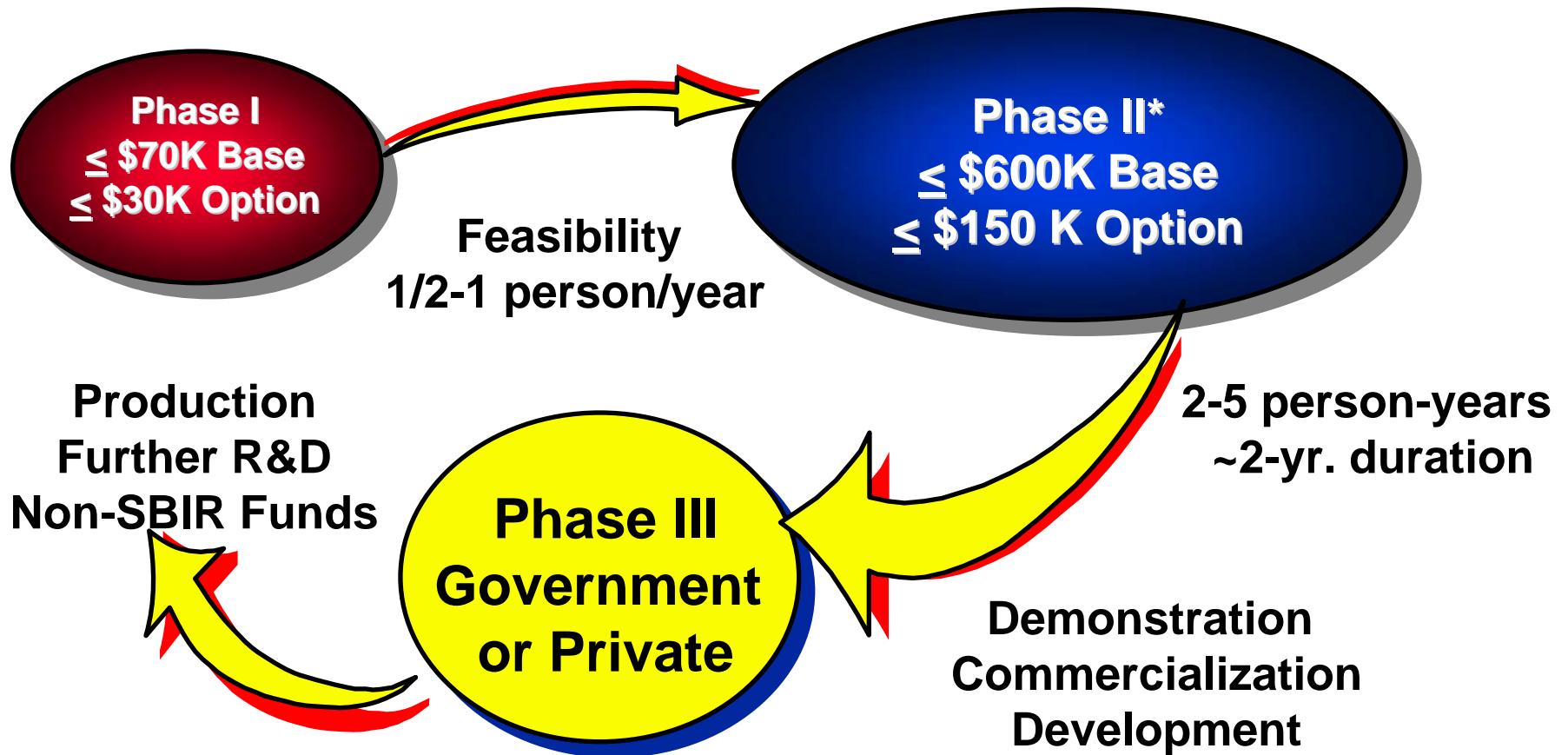
NAVY SBIR FY 2005 (\$253) Funding Breakout:

NAVAIR.....\$108M	Janet McGovern
NAVSEA.....\$59M	Janet Jaensch
ONR.....\$46M	Cathy Nodgaard
MARCOR... \$12M	Paul Lambert
SPAWAR\$15M	Linda Whittington
NSMA.....\$8M	Leslie Ferguson
NAVSUP, SSPO, NAVFAC ...~\$5M	
STTR.....\$30M	Dottie Vincent

*each SYSOM has different guidelines for phase II



Program Phases



*varies by component



Navy SBIR Program Statistics

- **Statistics for the SBIR programs:**

	# of Topic	\$M	# of proposals	# of Phase I	# of Phase II
- 2001	192	129	1,798	241	136
- 2002	207	158	3,072	573	170
- 2003	222	205	3,088	510	122
- 2004	266	219	3,667	585	239
- 2005	163	253	2,746	*500	tbd

- **Statistics for STTR programs:**

	# of Topic	\$M	# of proposals	# of Phase I	# of Phase II
- 2001	10	7.7	100	19	7
- 2002	19	9.5	158	42	16
- 2003	26	12.4	314	69	20
- 2004	34	25	404	91	27
- 2005	33	30	467	96	*35

* estimated



Small Business Participation SBIR Proposals/Awards

Colorado Navy Phase I Proposals/Awards

05.1 = 41 proposals/6 awards

05.2 = 16 proposals/3 awards

05.3 = 17 proposals/2 awards



FY05 DOD SBIR AWARDS for Colorado

<u>Ph I</u>	<u>Award</u>	<u>Amount</u>	<u>Ph II</u>	<u>Amount</u>	<u>Total SBIR for CO</u>
646	99	\$9,217,670	57	\$41,846,815	\$51,064,485



What Are The Odds

- **Average 12 proposals per topic**
- **2 phase I awards per topic**
- **40% of Phase I proposals go to Phase II**



What Does TAP do for the Small Business?

- **Develops a business strategy for the technology transition**
- **Provides assistance (Dawnbreaker portfolio manager) to help coach/nag you along the process**
- **Provides a venue, Opportunity Forum, for contacts with key decision makers from Prime Contractors, PEO's, Private Industry and Investment Community**
- **Provides tools to continue the transition path after graduation from TAP**
 - **Business plan**
 - **Elevator presentation**
 - **Company capability brochure**



What you need to know!

- **What is the target for your technology?**
- **Who is responsible for buying that target?**
- **Who is responsible for building that target?**
- **Who is responsible for maintaining that target?**
- **When can the target accept your technology?**
- **Where is the money to buy your technology?**
- **Why is your technology important to the target?**

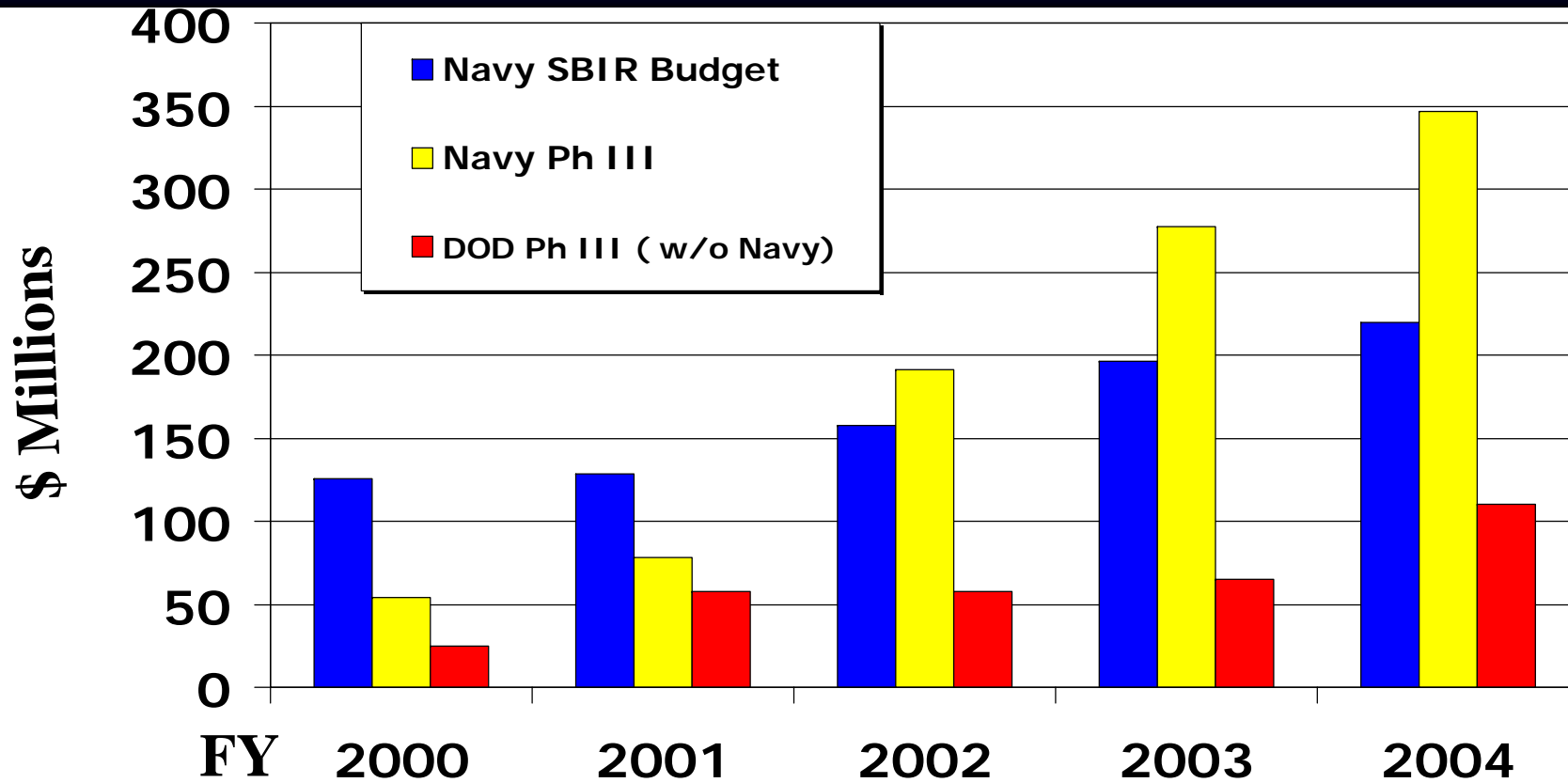


What you need to know!

- **Will your technology meet the target's requirements?**
- **What is the cost technology?**
- **Who will manufacture your technology?**
- **What is the TRL of your technology?**
- **Has your technology been tested, evaluated, accepted?**
- **Who/what is your competition?**



Phase III Comparison



- Phase III data from DD 350 forms
- FY04 DOD Phase III funding was \$456 M, Navy was \$346 (76%) which came from 114 separate contracts to 81 individual firms



Navy SBIR/STTR Bulletin Board

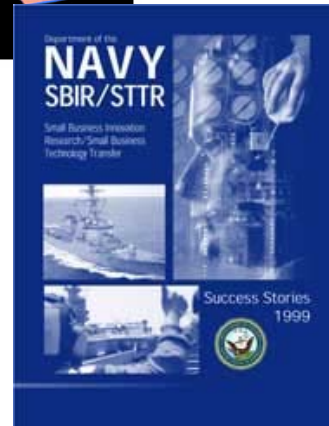
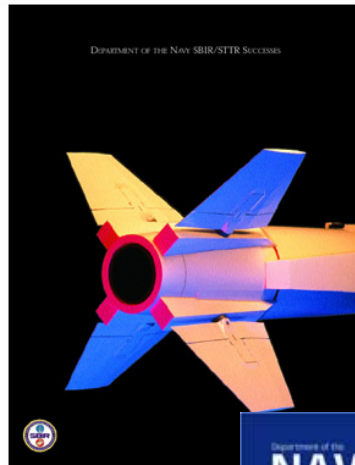
Get the most updated information on the Navy program
<http://www.navysbir.com>



The screenshot shows a web browser window displaying the Navy SBIR/STTR website. The page has a blue background with a globe and an aircraft. The main heading is "Small Business Innovation Research" with "DEPARTMENT OF THE NAVY" below it. On the left is a navigation menu with links: About SBIR/STTR, Submission, What's New, Solicitation, Search Database, POC's & Links, Success Stories, FAQ's, ONR Home, Contents, and Home. The main content area is divided into two columns. The left column contains sections: About SBIR/STTR (Learn how the program works; who can participate; how to get started and other general information.), What's New (Review recent award winners, new requirements, upcoming conferences and late breaking news.), Search Database (Identify technology that you can use in your program. Find out who is working in certain technology areas by searching Phase I & II Abstracts, Summary Reports and Success Stories.), and Success Stories (Review SBIR funded efforts that have successful transitions. Gain access to detailed information on technology that is ready to be implemented into your application.). The right column contains sections: Submission (You must access this site when submitting a Phase I or II proposal to the Navy. Navy requires electronic submission of appendices A, B, & E and project summary reports.), Solicitation (Review current topic solicitation and instructions along with links to other Government SBIR solicitations.), POC's/Organizations/Link's (Links to all Navy SBIR Program Offices, and other helpful organizations and websites.), and FAQ's (Review our collection of frequently asked questions about the SBIR and STTR Program.).



Success Story Publication



- success story books highlighting SBIR and STTR companies that have transitioned technology
 - copies disseminated to Congressional leaders, PEO/PM's, Large Primes, and Small Businesses



Brochures, POC Cards and Website Information

