

**Sourcing Innovation in
a Consolidated
Industry:
Sustaining Competitive
Edge**

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***SBIR Beyond Phase II:
Bridging Technological Edge
to the Warfighter***

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Setting the Stage: Some Realities

Advanced Systems and Concepts



- Rapidly evolving threats require rapid response
 - Traditional lengthy development cycles must be reduced and/or technology sources must be expanded
 - Procurement mechanisms are lacking that enable both approaches
- Cost and schedule overruns are commonplace so affordability becomes paramount
- Transition programs/initiatives are not currently viewed from an Enterprise perspective as collective opportunities to address continuity of funding for moving technology to the warfighter (SBIR, IRAD, Technology Transition Initiative, Defense Acquisition Challenge, Foreign Comparative Testing, Technology Transfer, etc.)

Setting the Stage: Beyond Innovation

Advanced Systems and Concepts



- DoD desperately needs innovative solutions, many of which come from small business
- But innovation alone isn't enough
- Moving that innovation into use by our troops is the end game
- Understanding how to reach that end game is the specialty of the primes
- Primes are engaged by DoD to solve problems that often cry for innovative solutions
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Some Questions for Our Primes



Advanced Systems and Concepts

- How do you view and leverage the SBIR program as a source of technological innovation?
- How do you measure return on investment?
- How do you qualify a small business for partnering with you?
- What is an example of “best value” model where you, the small business, and the customer were all successful? What mechanisms were used? (mentor-protégé, subcontract relationship, buyout, etc.)
- What are the roadblocks/weaknesses in the process that preclude ‘best value’ for all parties?