



Small Business Issues Breakout Panel

➤ Focus was on issues related to how small, especially non-traditional, businesses can become involved in the DoD acquisition process.

Presentors

- ✓ Robotics Technology Consortium, **Bill Thomasmeyer**, President NCDR
- ✓ SBIR Program
 - ✓ **Todd Jochem**, Group Director, Foster-Miller, Inc.
 - ✓ **Jill Dickman**, SBIR Program Manager, Small Business Development Center, University of Texas
- ✓ Large/Small Company Partnerships, **Kirk Kirkpatrick**, Manager of Business Development for Combat Maneuver Systems, Lockheed Martin
- ✓ Mentor-Protégé Program - **Sathedia Bush**, Chief, USAF Mentor Protégé Program



Key Points

- Proposed Robotics Consortium represents a promising means to cast a wider net and engage small, non-traditional companies to apply their robotics technology for defense related solutions
- SBIR program represents a terrific opportunity for small businesses to develop robotics related technologies
- Large companies are actively seeking partnership, licensing, and acquisition opportunities with small companies
- Mentor-Protégé program is a great complement to SBIR program



SBIR Program

- DoD SBIR Funding total approximately \$1.1 Billion
- Majority of Funding goes to companies with less than 25 employees
- Phase II Plus and Fast Track program represents terrific leveraging and prioritization opportunities
- Need to look at opportunities beyond DoD
- Phase II SBIR Contracting is a challenge
- Phase III gap and time it takes to transition even the most promising technology to procurement is a problem for small companies
- Current SBIR program expires at end of FY08 and renewal is a political challenge
- Proposal to allocate 1% of SBIR funds to expand Mentor-Protégé program is a good idea



Recommendations

- Devise an end-to-end strategy to proactively coordinate and leverage JGRE funding with SBIR opportunities
 - JGRE funding could be used to leverage Fast Track and Phase II Plus funding opportunities
 - JGRE Funding could be used to help fill Phase III gaps
- Advocate for SBIR renewal and proposal to extend Mentor-Protégé program to SBIR participants
- Devise means to monitor SBIR opportunities and communicate these to small & non-traditional companies
- Devise means to help small & non-traditional companies to establish working relationships with SBIR program managers and technical points of contact



Recommendations

- Devise means to educate small, non-traditional companies on SBIR opportunities, process, implications, etc. and provide support services
- Devise means to research SBIR data bases to identify technologies resulting from past Phase II projects with UGV applicability
- Devise means to help small, non-traditional companies form partnerships with large companies on the front-end of SBIR opportunities
- Investigate possible use of OTA to put Phase II SBIR projects under contract



(Name) Breakout Panel Next Step

- Recommendations (if other than on previous slides)