



U.S. AIR FORCE



# From Conception to Commercialization

Air Force SBIR/STTR

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SMALL BUSINESS



# CONNECTING

THE AIR FORCE *to* SMALL BUSINESS



# Program Objective



The Air Force SBIR/STTR Program is a mission-oriented program that integrates the needs and requirements of the Air Force through research and development topics that have military and commercial potential.

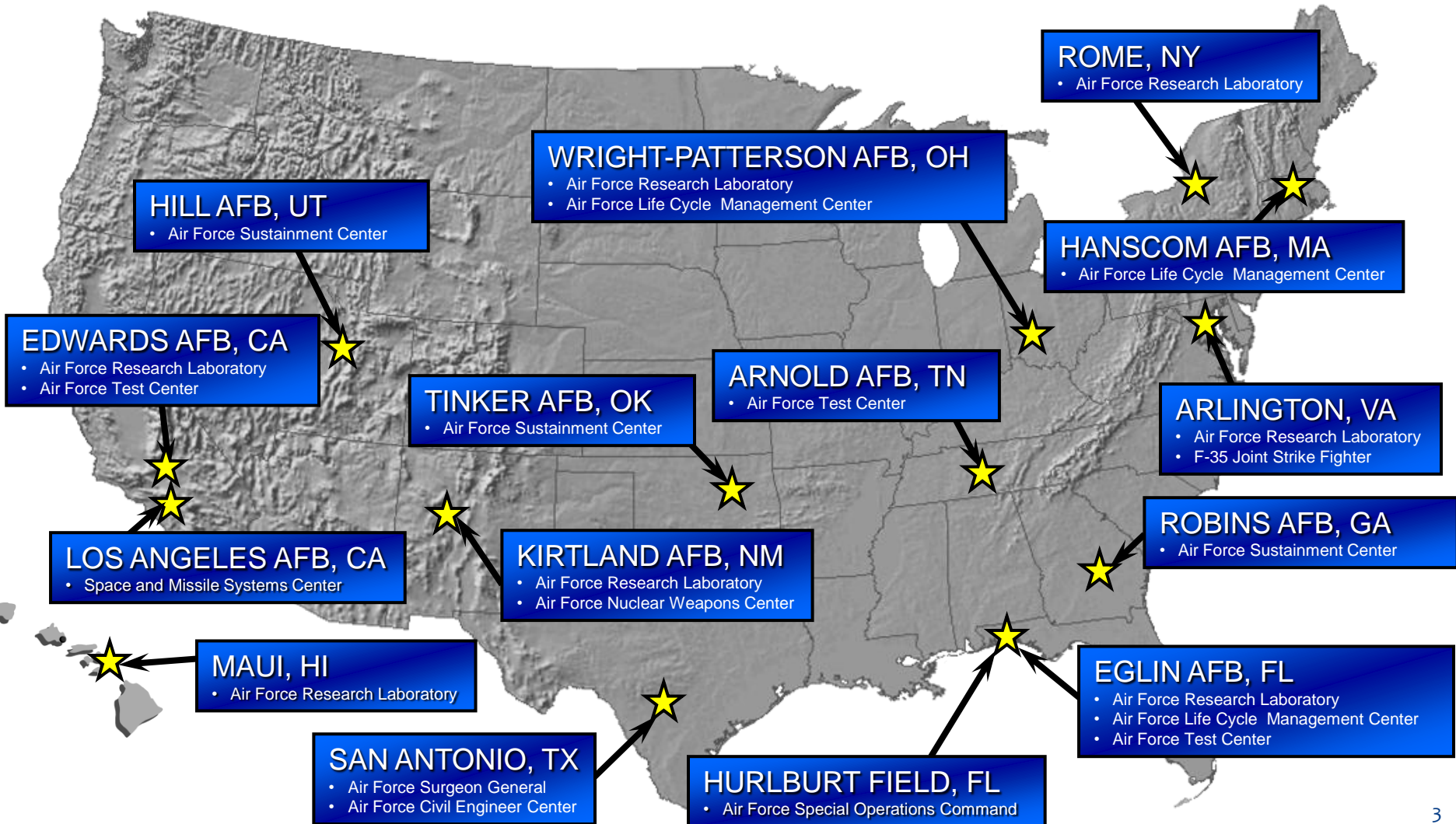


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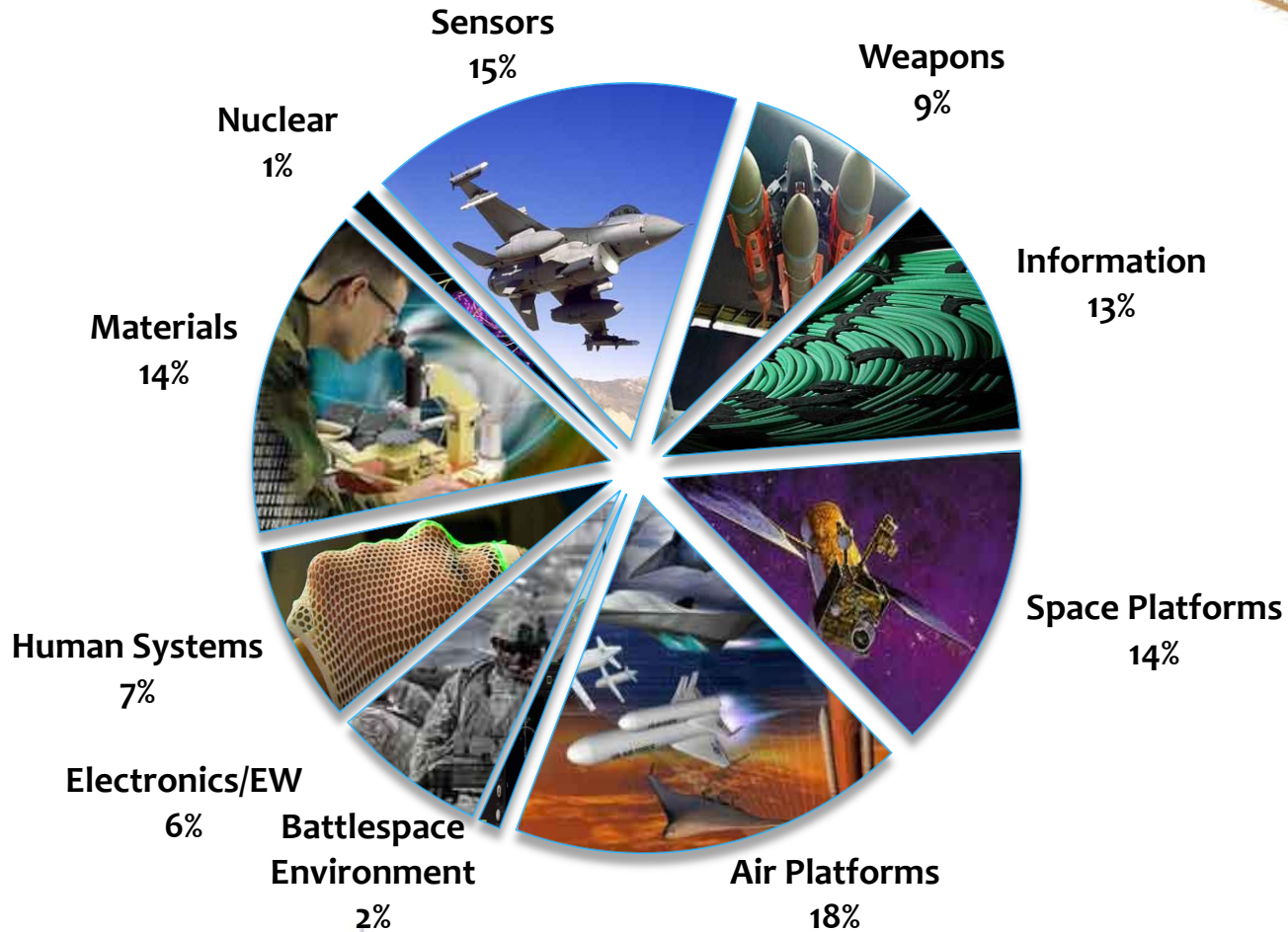


# SBIR/STTR Organizations





# Technology Focus SBIR 2012-15



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# Competitive Three-Phased Process



Phase I Feasibility Study, Proof of Concept

Phase II Full Research and Development Effort resulting in a Prototype

Phase III Commercialization Stage

- Further R&D and Product Sales/Services
- Seek External Funding [no use of SBIR funds] from federal, state or private sources



All Phase I awardees may apply for Phase II.  
Phase I and II awardees can move to Phase III.





# Evaluation Criteria



- Soundness, technical merit and innovation (This is the most important consideration)
- Qualifications of the Principal Investigator and the team, both from a technical standpoint and their commercialization vision
- Commercialization of the effort – DoD warfighter and civilian applications
- Each proposal is evaluated on its own merit and not compared to other proposals
- Evaluations are based only on the information contained in the proposal

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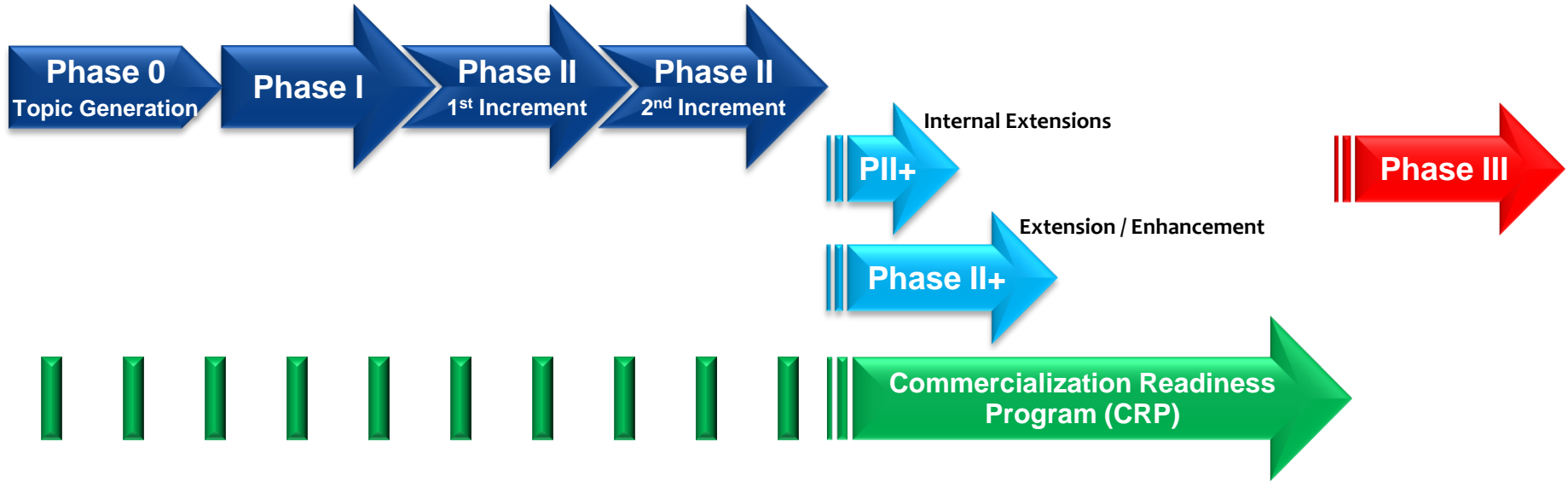




# Award Structure



| Phase 0<br>Topic Generation | Phase I | Phase II |        | Phase II Extensions /<br>Enhancements | Sequential<br>Phase II | Phase III |
|-----------------------------|---------|----------|--------|---------------------------------------|------------------------|-----------|
| Pre                         | Year 1  | Year 2   | Year 3 | Year 4-5                              | Year 5-8               | Anytime   |



|                                | Phase I                       | Phase II  | Phase II<br>Extension/Enhancement | Sequential Phase II                | Phase III                         |
|--------------------------------|-------------------------------|---|-----------------------------------|------------------------------------|-----------------------------------|
| <b>Contract</b>                | Up to \$150K<br>9-month award | Up to \$750K<br>2-year award                        | Up to \$750K<br>Varies            | Up to \$1.5M<br>Varies             | Non-SBIR/STTR<br>Funding          |
| <b>Activity</b>                | Feasibility Study             | Technology Development<br>Prototype / Demonstration | Prototype / Demonstration         | Technology Testing &<br>Evaluation | Transition /<br>Commercialization |
| <b>Number of<br/>Proposals</b> | ~2400                         | ~500  | Varies                            | Varies                             | Varies                            |
| <b>Number of<br/>Awards</b>    | ~500                          | ~190  | Varies                            | Varies                             | Varies                            |



# Commercialization Readiness Program



- Integral to the success of accelerating transition
  - Air Force provides valuable assistance in transitioning technology to military and commercial sectors
- Transition Agents assigned to Program Offices and AFRL
  - Support topic generation and transition planning
  - Establish connections between PEO's subject matter experts, AFRL's scientists and engineers, prime contractors and small businesses
  - Conduct technical interchange workshops and support transition or maturation planning
  - Successful Air Force SBIR/STTR transition or maturation plan may help small businesses attract Phase III (non-SBIR) funding to transition or commercialize technology

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# Technology Transfer



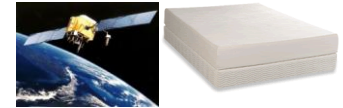
The Air Force Technology Transfer Program (T2) makes available Air Force technologies, inventions, patents, facilities, and personnel for collaborative efforts with government, industry or academia.

- Cooperative Research and Development Agreement (CRADA)
  - Collaborative research opportunities, sharing access to people, facilities, data, expertise
- Commercial Test Agreement
  - Provide access to world class Air Force testing facilities
- Patent License Agreement
  - Leverage Air Force intellectual property for commercial applications

Spin-on



Spin-off



Co-Development



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# Technology Transfer Contacts



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- [marcia.graeff.ctr@us.af.mil](mailto:marcia.graeff.ctr@us.af.mil) / 937.656.9055

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# Helpful Advice



- Persevere! Be in it for the long haul—could take years for effort to make it into a military system
- Build a network of contacts in the Air Force and programs of record
- Take advantage of all available assistance, including online information
- Ask if this is a sponsored topic or who is the Sponsor Point of Contact?
- Already have a Phase I?
  - Know your target platform/system for insertion
  - Build strategic partnerships (primes, universities, etc.)
  - Plan commercialization path early with technical point-of-contact

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# Contact Us



- Contact Air Force SBIR/STTR Program Office at 1-800-222-0336 - [info@afsbirsttr.com](mailto:info@afsbirsttr.com)
- Visit our website for SBIR POCs, topic info, newsletter, etc.:

[www.afsbirsttr.com](http://www.afsbirsttr.com)

