



DoD SBIR and STTR Overview



MISSION

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs allow small, high-tech U.S. businesses and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense, the private sector, and our national economy.

SBIR/STTR Programs



- Congressionally-mandated Programs (Reauthorized through 2017)
- Across Federal Government (DoD, DoE, DHS, DoT, etc...)
- SBIR/STTR Tax assessed on extramural RDT&E budget (FY16 SBIR = 3.0%, FY16 STTR = 0.45%)
- Increase small business participation in federally funded R&D
- Three-phased process encompassing technology feasibility, demonstration and transition
- Transition Federal R&D into:
 - Government Programs
 - Private Industry

DoD Component Participation

SBIR + STTR Programs:

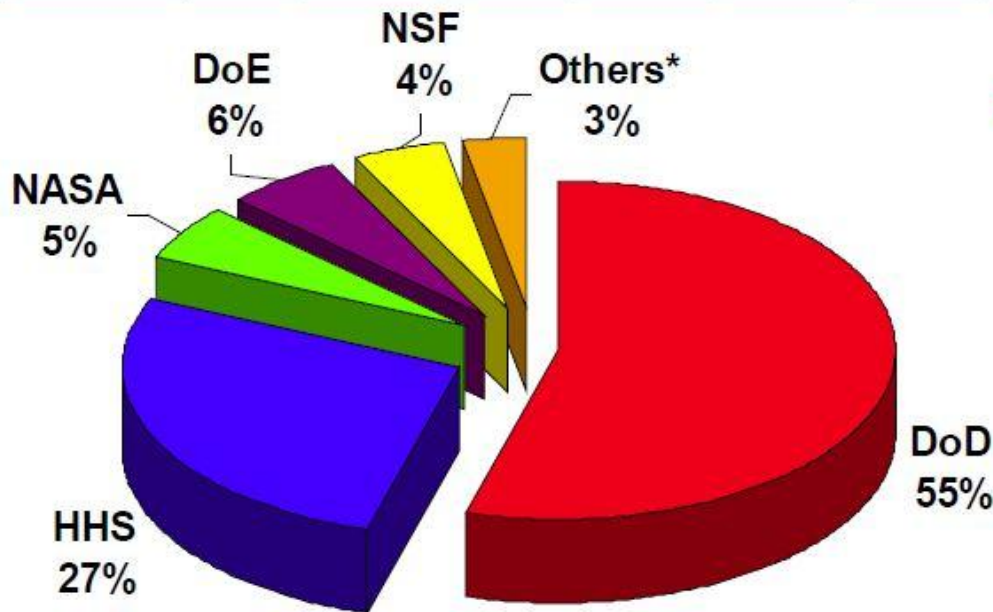
 Air Force	 Army	 Navy
 Office of Secretary of Defense	 Defense Advanced Research Projects Agency	 Missile Defense Agency
	 Defense Health Program	

SBIR Program only:

 Defense Threat Reduction Agency	 Joint S&T Office for Chemical and Biological Defense	 National Geospatial Agency
 Special Operations Command	 Defense Microelectronics Activity	 Defense Logistics Agency

Federal Agency Participation

	DoD	NASA	DOT	EPA	DHS	USDA	DOE	NSF	DOC	DoED	HHS
SBIR	●	●	●	●	●	●	●	●	●	●	●
STTR	●	●					●	●			●
Contract/ Grant	C	C	C	C	C	G	G	G	G/C	G/C	G/C



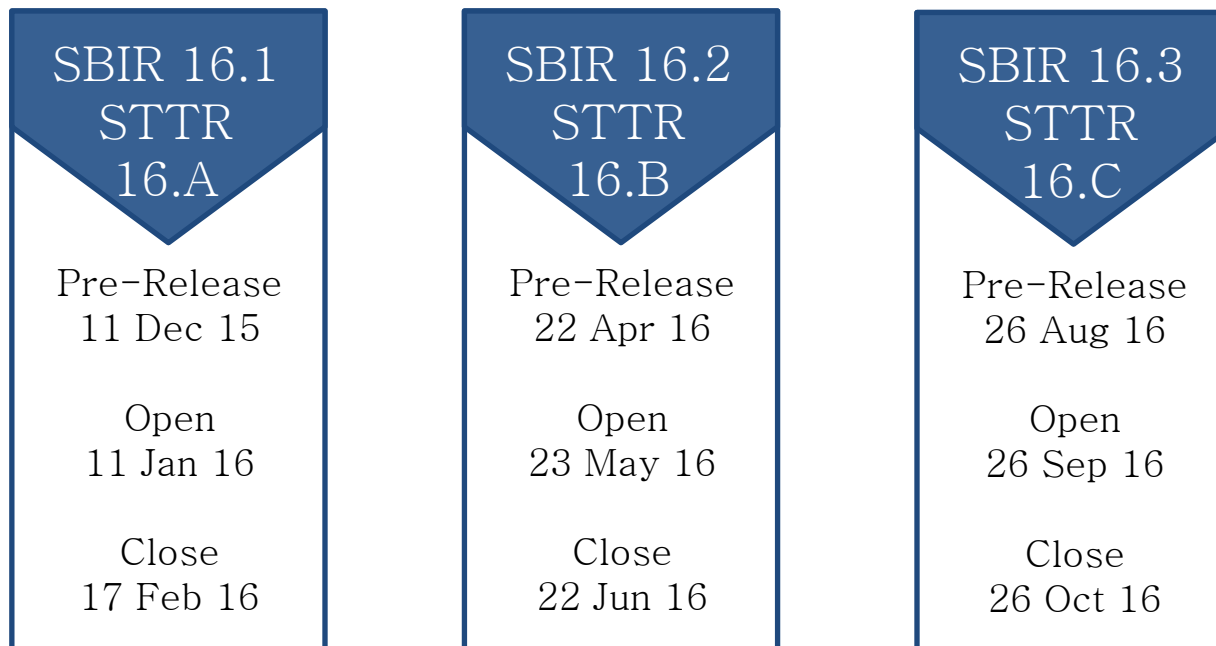
- ✓ Small Business Administration (SBA) oversees the federal SBIR/STTR programs
- Policy Directives
 - Congressional Reports
 - Size Determination
 - Waivers

SBIR/STTR Eligibility Requirements

- SBIR Eligibility:
 - Organized for profit, based in U.S., subs based in U.S.
 - 500 employees or fewer
 - At least 51% owned and controlled by U.S. individuals
 - Minimum 2/3 of Phase I and 1/2 of Phase II performed by small business
 - Principal Investigator's primary employment must be with the small business
- STTR Eligibility:
 - Same size and control requirements as SBIR
 - STTR program **requires** participation by Universities, Federally Funded Research and Development Centers (FFRDCs), and other non-profit Research Institutions
 - Formal cooperative R&D Effort
 - Minimum 40% by small business
 - Minimum 30% by U.S. Research Institution
 - U.S. Research Institutions

DoD SBIR/STTR Solicitations

- Three DoD SBIR/STTR Solicitations announced annually
- Each solicitation has a: Pre-release, Open and Close
- During the pre-release period the government does not accept proposals, but small businesses can discuss technical questions directly with the Topic Authors



Proposal Submission

- A SBIR/STTR Phase I or Phase II proposal to any DoD Component must be submitted through the DoD Submission system

<https://sbir.defensebusiness.org>

- Finding Topics

<https://sbir.defensebusiness.org/topics>

- Topics Q&A (SITIS)

<https://sbir.defensebusiness.org/sitis>

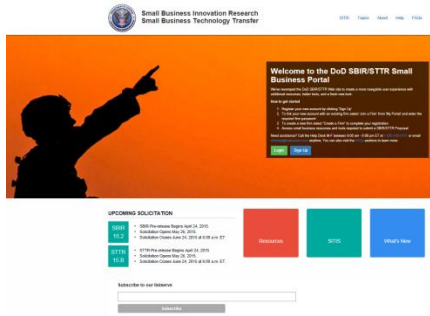
The screenshot shows the homepage of the DoD SBIR/STTR Small Business Portal. At the top, there is a navigation bar with the site logo and the text "Small Business Innovation Research Small Business Technology Transfer". To the right of the logo are links for "Topics", "SITIS", "Archives", "FAQs", "Help", and "About". The main content area features a large orange banner with a silhouette of a person pointing. The banner text reads: "Welcome to the DoD SBIR/STTR Small Business Portal". Below this, it states: "We've revamped the DoD SBIR/STTR Web site to create a more navigable user experience with additional resources, better tools, and a fresh new look." A "How to get started" section lists four steps: 1. Register your new account by clicking 'Sign Up', 2. To link your new account with an existing firm select 'Join a Firm' from 'My Portal' and enter the required firm password, 3. To create a new firm select 'Create a Firm' to complete your registration, 4. Access small business resources and tools required to submit a SBIR/STTR Proposal. Below the list, it says: "Need assistance? Call the Help Desk M-F between 9:00 am - 6:00 pm ET at 1-800-348-0787 or email sbirhelp@bytescubed.com anytime. You can also visit the FAQ sections to learn more." There are "Login" and "Sign Up" buttons. To the right of the banner are two buttons: "PAGE VIDEO" and "PAGE INFO". Below the banner is a "Subscribe to our Listserv" section with the text "Stay informed on new events and upcoming organization updates. Don't miss a thing!" and a form with an "Email address" input field and a "SUBSCRIBE" button. The "UPCOMING SOLICITATION" section lists two items: "SBIR 15.2" with details "SBIR Pre-release Begins April 24, 2015.", "Solicitation Opens May 26, 2015.", and "Solicitation Closes June 24, 2015 at 6:00 a.m. ET."; and "STTR 15.B" with details "STTR Pre-release Begins April 24, 2015.", "Solicitation Opens May 26, 2015.", and "Solicitation Closes June 24, 2015 at 6:00 a.m. ET.". To the right of the list are three colored boxes: a red box with a gear icon labeled "Resources", a green box with a question mark icon labeled "SITIS", and a blue box with a megaphone icon labeled "What's New". At the bottom, there are two sections: "Warning" which states "This is the DoD Submission System for unclassified use only. Do not discuss, enter, transfer, process, or transmit classified/sensitive national security information." and "Browser Requirements" which states "This site is best viewed in all modern secure browsers (Firefox, Safari, Chrome and IE10+)." The footer of the page has a red and blue decorative bar.

Proposal Review/Selection Process

- Components will evaluate and select Phase I proposals using the evaluation criteria in Section 6.0 of the DoD Program Solicitation.
 - Criteria includes:
 - The soundness, technical merit, and innovation of the proposed approach and its incremental progress toward topic or subtopic solution.
 - The qualifications of the proposed principal/key investigators, supporting staff, and consultants. Qualifications include not only the ability to perform the research and development but also the ability to commercialize the results.
 - The potential for commercial (Government or private sector) application and the benefits expected to accrue from this commercialization
 - Proposals not conforming to the terms of the solicitation, and unsolicited proposals, will not be considered.
 - Select/non-select letters are sent out after the Source Selection process.
 - Unsuccessful offerors have the right to request a debrief after receiving a non-select letter.
 - Awards are subject to the availability of funding and successful completion of contract negotiations.
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MRMC Managed SBIR/STTR Process Flow

Topics



Phase I



DoD Solicitations
YY.1, YY.2, and YY.3
YY.A, YY.B, and YY.C

Feasibility Study
\$150K, 6 Months

Army: \$100K, 6 Months
\$50K Option, 4 Months

PH II Enhancement = \$1,000,000 (\$500K Non-SBIR & \$500K matching SBIR funding)

Phase II



Prototype Development
\$1M, 2 Years

P2E available if outside funding is secured (1 Year)

Phase III



Commercialization

Transition to Federal Govt or Private Industry

No SBIR Funds

No funding or time limits

DoD SBIR Website

www.acq.osd.mil/osbp/sbir/

- Program Overview
- News
- Solicitations
- Sample Proposals
- Model Contracts
- Conferences
- Contracting & Payment Desk Reference
- State Resources
- Commercial & Legal Resources
- Contacts
- Doing Business with DoD

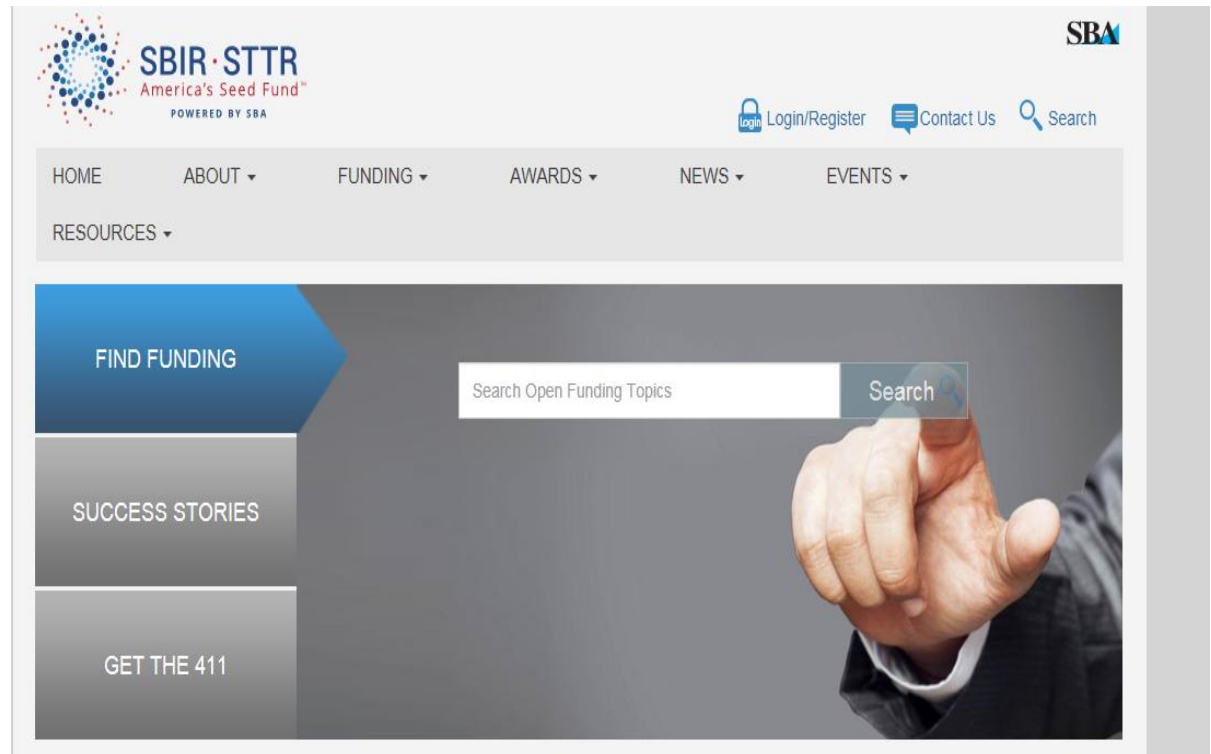
The screenshot shows the homepage of the DoD SBIR/STTR website. At the top left is the SBIR/STTR logo, and to its right is the text: "U.S. Department of Defense SMALL BUSINESS INNOVATION RESEARCH SMALL BUSINESS TECHNOLOGY TRANSFER". On the top right is the Department of Defense seal. Below the header is a navigation menu with links: Home, About, for Small Business, for Government, Awards, and Contacts. The main content area features a large banner with the text: "SBIR 16.1 & STTR 16.A Solicitations Closed". Below this banner, there is a text box stating: "If you were not able to participate in this solicitation, SBIR 16.2 and STTR 16.B topics will be pre-released on April 22! For any questions or concerns you may have, please contact the help desk at 1-800-348-0787 or sbirhelp@bytecubed.com. The next solicitation opens on May 23, 2016!". Below the banner is a section titled "DoD SBIR/STTR Awards by State - 2012" with a map of the United States. To the right of the map is a banner for the "DEFENSE CONTRACT AUDIT AGENCY (DCAA) RESOURCE GUIDE FOR SMALL BUSINESS INNOVATION RESEARCH SMALL BUSINESS TECHNOLOGY TRANSFER" with a "CLICK HERE" button. At the bottom right, there is a "CONNECT WITH US:" section with icons for Twitter, Facebook, YouTube, and STTR.

SBA's Official SBIR/STTR Website

www.sbir.gov

Search for:

- Applicants
- Awardees
- Investors
- Large Businesses
- Agencies
- Policy Directives



Questions?

