



Driving Small Business Innovation Across the Services



ML Mackey
Moderator



Jason Schroepfer
NAVSEA



Tony Archer
NAVAIR



Mina Khalil
SOCOM



Christina Barnhill
MDA



Zeke Topolosky
ARL



Kelley Kiernan
Blue Cyber



Jason Schroepfer

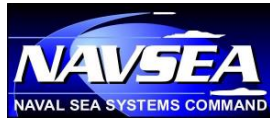
SBIR/STTR Program Manager,
Naval Sea Systems Command (NAVSEA)



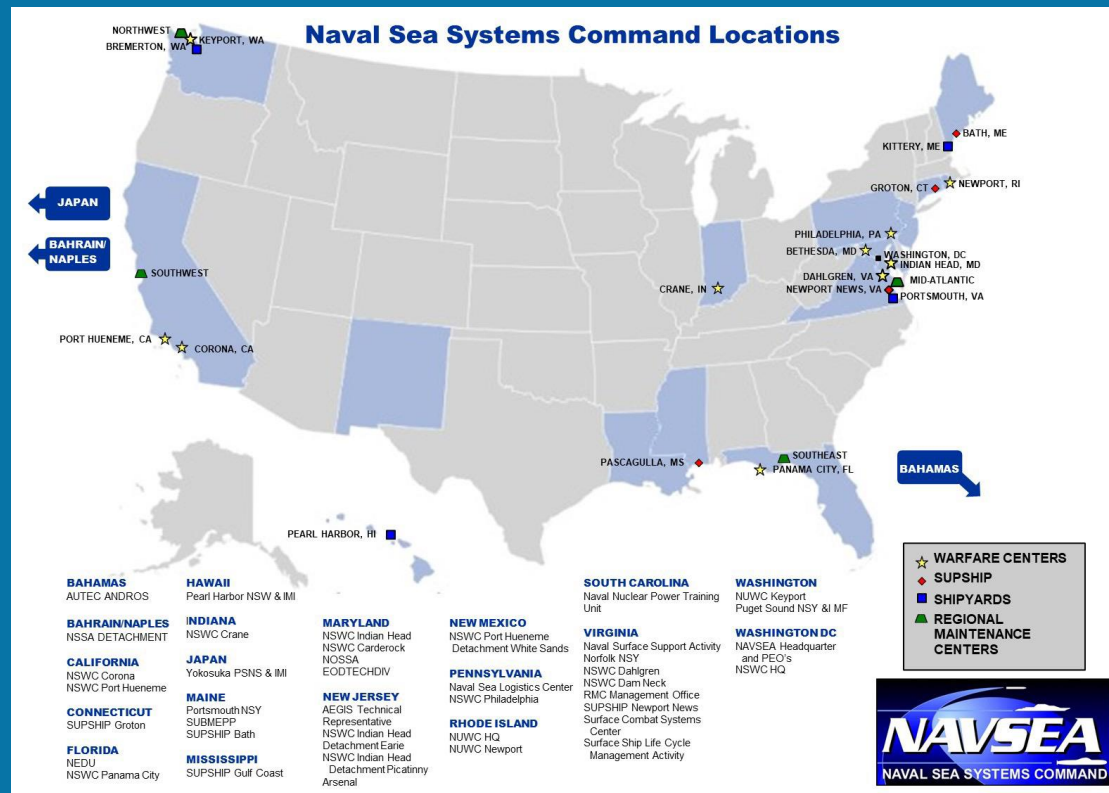
Small Business Innovation Research / Small Business Technology Transfer



Jason Schroefer
NAVSEA SBIR/STTR Program Manager
SEA 05T1
jason.b.schroefer.civ@us.navy.mil



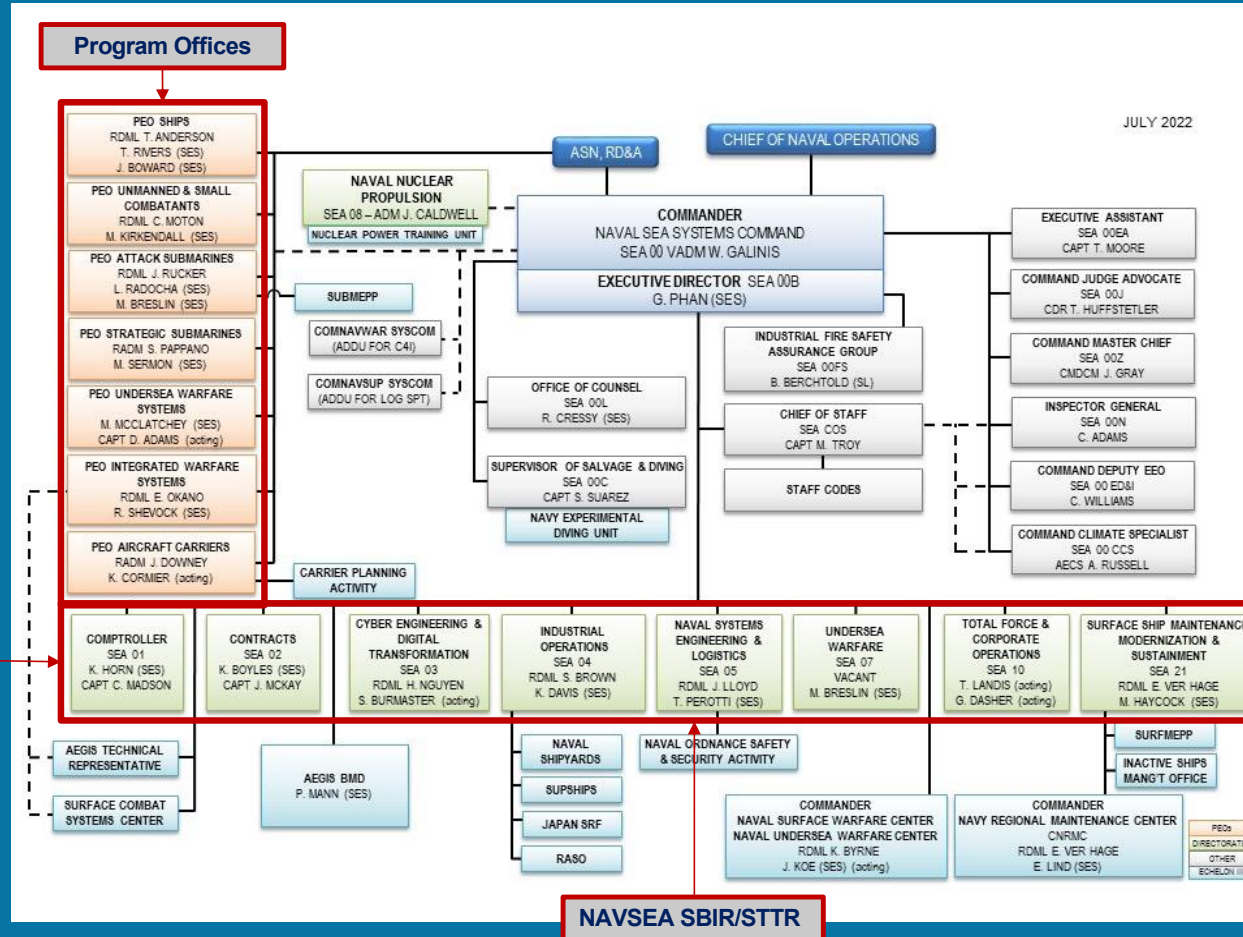
Naval Sea Systems Command (NAVSEA)



NAVSEA is comprised of more than 86,000 civilian and military personnel in 42 activities located across the United States and around the world. Together, we build, buy, and maintain ships, submarines and combat systems for the U.S. Navy

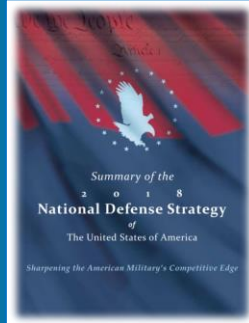


NAVSEA Command Structure

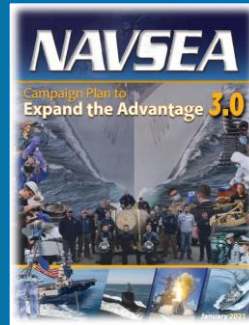




Mission Priorities / Planning for Success



- Reform the Department for Greater Performance & Affordability
- Preparedness for War Sustainment & Readiness
- Build a More Lethal Force
 - Operational Concepts
 - Lethal, Agile, and Resilient Force
 - Modernize Key Capabilities
 - Cultivate Workforce Talent



- Deliver Combat Power: On-Time Delivery of Combat-Ready Ships, Submarines, and Systems
 - Maintenance/Sustainment/Readiness, and Modernization
- Transform Digital Capability
 - Digital Engineering, AI/ML, Additive Manufacturing, and Cybersecurity
- Build a Team to Compete and Win
 - Partnerships with industry, academia, and other government organizations

Transition Target Participation:

Endorsed

- Participates in development of each topic



Planned

- Builds topic timeline into acquisition schedule
- Size, Weight, Power (SWaP) and Cost savings
- Form, Fit, and Function Requirements



Funded

- POMs for Phase III RDT&E or Procurement funds early in the process



Tony Archer

SBIR/STTR Program Manager,
Naval Air Systems Command (NAVAIR)

NAVAIR SBIR / STTR PROGRAM

Kristi Wiegman NAVAIR SBIR / STTR Program Manager

Presented To:

NDIA Small Business Innovation Summit

Presented By:

Tony Archer

NAVAIR SBIR / STTR

Technology Portfolio Manager

13 December 2022





NAVAIR's Role in Naval Aviation

- Develop, acquire and support aircraft, weapons and related systems which can be operated and sustained at sea
- Provide analysis and decision support for cost / schedule / performance trades and investment decisions
- Increase Navy and Marine Corps capability, readiness and affordability in a joint / coalition environment



Our capabilities support the unique mission of naval aviation





Rotorcraft



**Unmanned
Air Systems**



**Fixed
Wing**



Weapons



**Aviation
Systems**

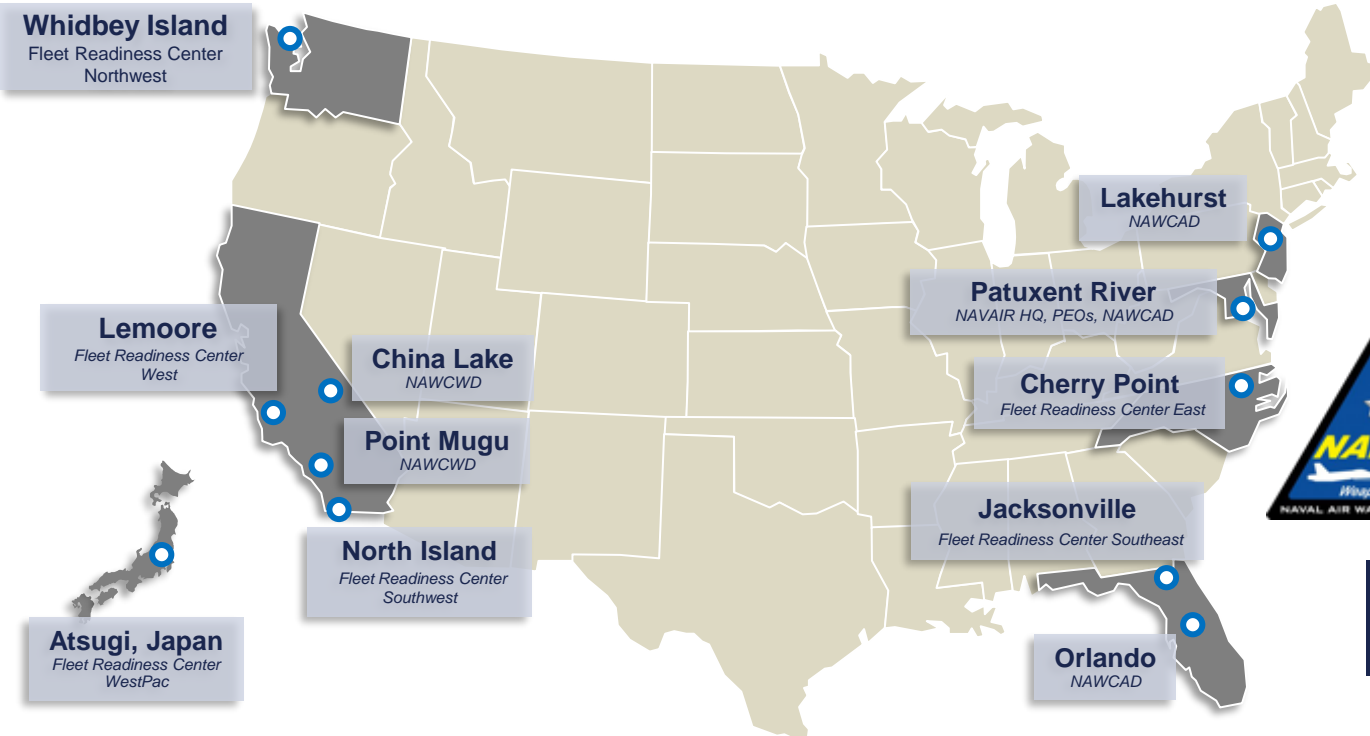


**NAVAIR
PRODUCTS**



NAVAIR Snapshot

Full Life-Cycle Management



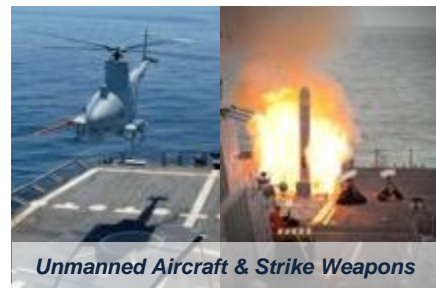
Products



Tactical Aircraft



Air ASW, Assault & Special Mission



Unmanned Aircraft & Strike Weapons



Common Systems, Mission Systems, Training, ALRE

PEOs



42,100
FY22 Workforce*

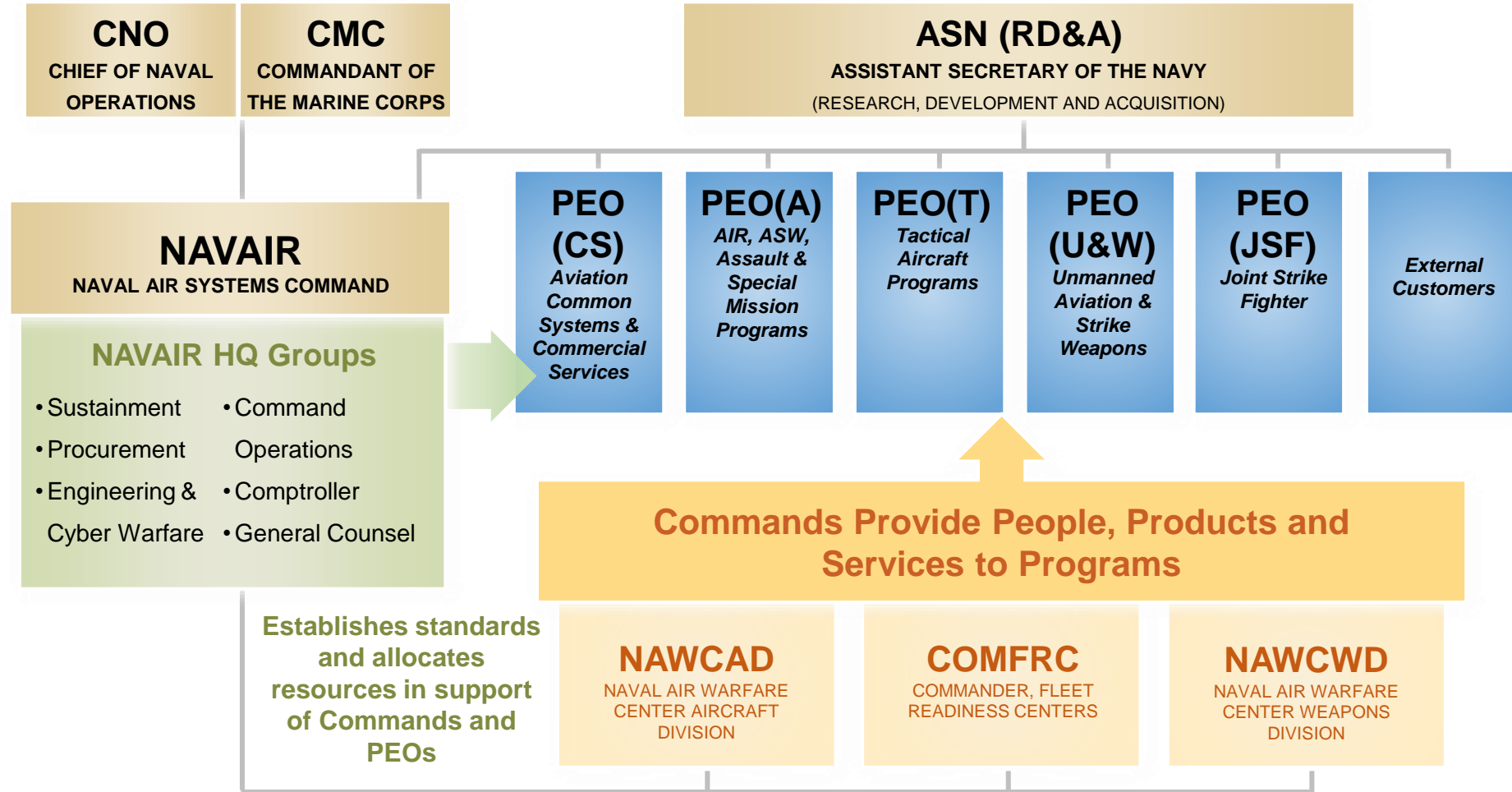
29,500
Civilians

1,600
Military

11,000
Contractors



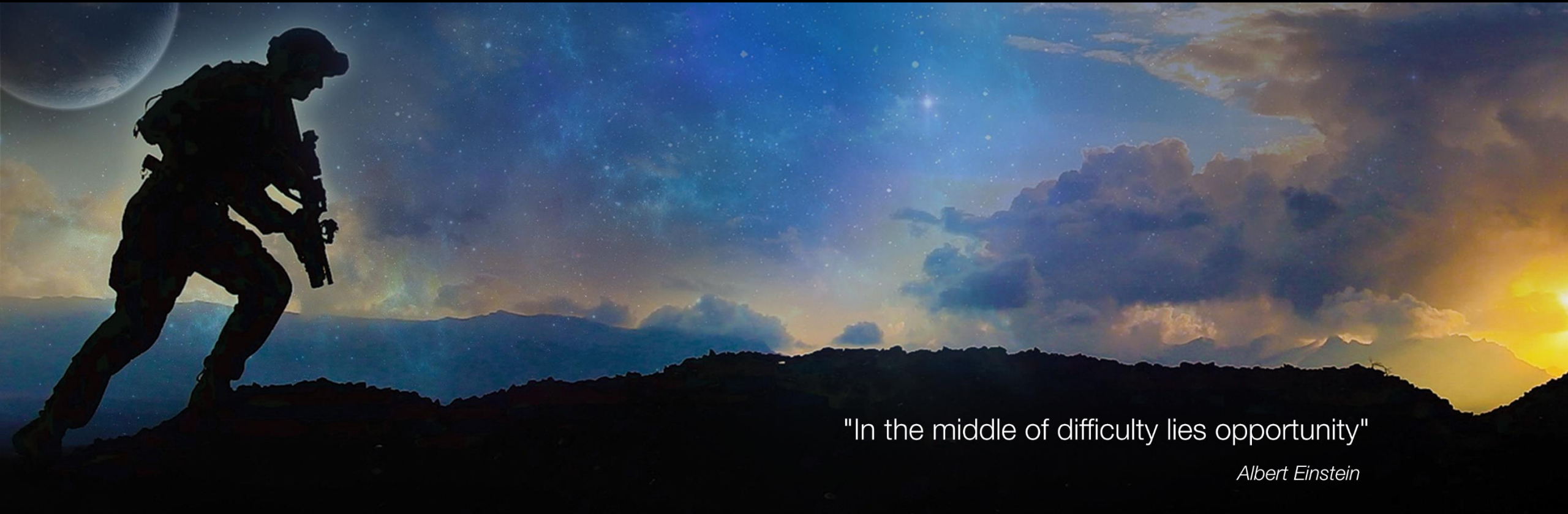
Operating Construct





Mina Khalil

SBIR/STTR Program Manager,
U.S. Special Operations Command (SOCOM)



"In the middle of difficulty lies opportunity"

Albert Einstein

SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS

SOCOM SBIR/STTR

Mina Khalil, USSOCOM SBIR/STTR PM



SOCOM SBIR/STTR Overview



- SOCOM SBIR/STTR...
 - SBIRs and STTR are Topic Specific
 - SBIR & STTR Open Topic within listed capability focus areas
 - Focuses on SOCOM's Technology Interest Areas
 - Leads in Phase III transitions
 - Leads in Timeliness of award
 - 50% of all SOCOM SBIR PhIIIs began as non-SOCOM efforts
- SOCOM Participates in 4 DoD BAAs

60 to 70 SBIRs/STTRs per year

SOCOM KO

Other USG KO

SOFWERX (PIA
Legislative Pilot)

SOCOM SBIR/STTR Participation

Phase I (Feasibility Study):

- Up to \$210k
- 5 Page proposal, 15 slide presentation, cost proposal
- 7 months or less

Phase II (Proof of Concept/Prototyping):

- Follow-on from Phase I (Proposal in PhI PoP)
- Sequential Phase II (follow RFP instructions)
- Direct to Phase II
 - 10 Page proposal, 15 slide presentation, Feasibility Study, cost proposal
- Cost Depends on effort

Reaching SOCOM

- For BAAs:
 - Follow DoD's DSIP e-mail announcement
 - SOFWERX Ecosystem: <https://www.sofwerx.org/ecosystem/>
 - SOCOM SBIR webpage
- For Sequential Phase IIs:
 - Engage SOF: <https://www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx>
 - SOF Week: <https://sofweek.org/>

>50% of SOCOM Phase IIs Began as
Non-SOCOM Efforts



SOF
WEEK
2023

Contact Information

- USSOCOM SBIR Program: <https://www.socom.mil/SOF-ATL/Pages/sbir.aspx>
- DoD SBIR/STTR DSIP: www.dodsbirsttr.mil
- DoD SBIR program (managed by OSD): www.defensesbirsttr.mil
- Federal SBIR Program (managed by SBA): www.sbir.gov

USSOCOM SBIR/STTR PM: Mina Khalil

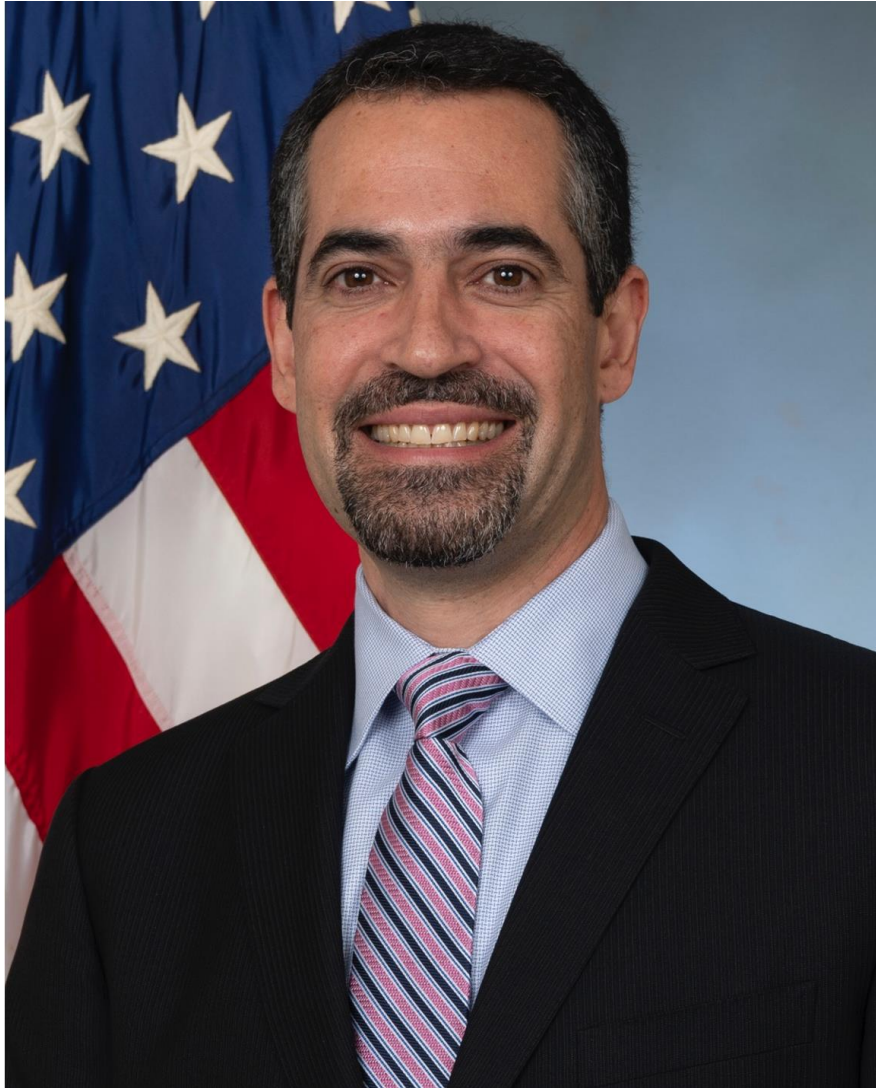
SBIR@socom.mil

<http://lnkd.in/bbzWuR2>



Christina Barnhill

SBIR/STTR Program Manager,
Missile Defense Agency (MDA)



Zeke Topolosky

Chief of the Strategic Partnership Office,
DEVCOM Army Research Laboratory

WORK WITH US

Visit www.armysbir.army.mil to learn more about:

- The Army SBIR|STTR Programs
- Current Army SBIR|STTR opportunities

Visit SAM.gov to learn more about:

- Current Army SBIR|STTR opportunities

Visit www.xtech.army.mil to learn more about:

- The Army xTech Program
- Current and upcoming competitions
- The xTech Accelerator Program
- News and success stories

EMAIL US!

Army SBIR: usarmy.pentagon.hqda-asa-alt.mbx.army-applied-sbir-program@army.mil

Army xTech: usarmy.pentagon.hqda-asa-alt.mbx.xtechsearch@army.mil



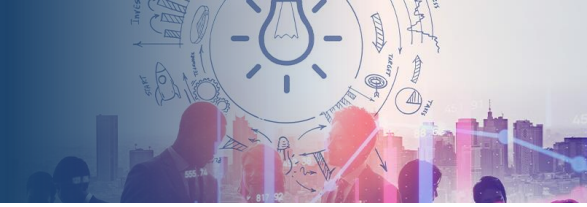
Kelley Kiernan

Blue Cyber Director,
U.S. Navy SBIR Program Office



NDIA

**SMALL BUSINESS
INNOVATION SUMMIT
AND SBIR TOPICS
WORKSHOP**



SLIDO QR Code



Event Name: Small Business Innovation Summit
Event Code: SBIR22