



"In the middle of difficulty lies opportunity"

Albert Einstein

SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS

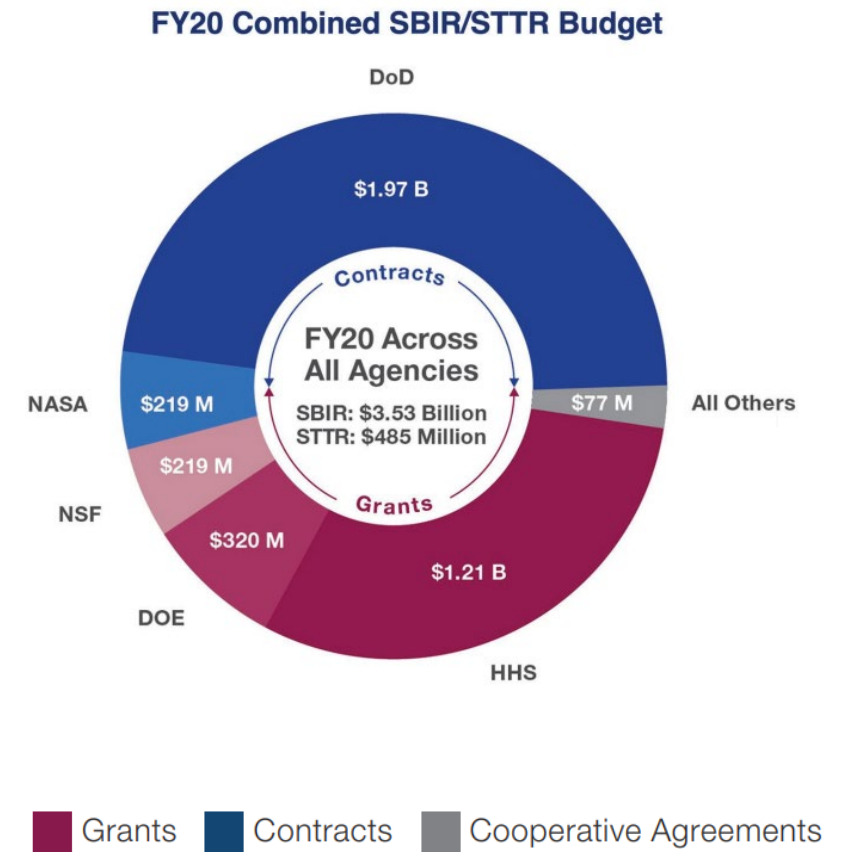
SOCOM SBIR/STTR

Mina Khalil, USSOCOM SBIR/STTR PM



BACKGROUND

- **SBIR:** Small Business Innovation Research
- **STTR:** Small Business Technology Transfer
- The SBIR program was established under the Small Business Innovation Development Act of 1982 (P.L. 97-219)
- Over 195,000 awards have been made totaling more than \$54.3 billion
- Small Business Administration (SBA) has oversight
- All Federal Agencies with \$100M+ extramural RDT&E budget must have a SBIR Program
- Over \$4B per year
 - FY2020 Breakdown of Grants vs. Contracts across the U.S. Government (USG)



MISSION

- The mission of the SBIR/STTR programs is to support scientific excellence and technological innovation through the investment of Federal research funds in critical American priorities to build a strong national economy
- The program's goals are to:
 - Stimulate technological innovation
 - Meet Federal research and development needs
 - Foster and encourage participation in innovation and entrepreneurship by women and socially or economically disadvantaged persons
 - Increase private-sector commercialization of innovations derived from Federal research and development funding
- In addition, the STTR program aims to:
 - Foster technology transfer through cooperative Research & Development (R&D) between small businesses and research institutions

Why SBIR/STTR

Seed fund for
Small
Businesses *

Work directly
with Acquiring
office

Intellectual
Property and
Data rights
retention

Gateway to
Government
Contracting

Focus on
Transition

Provide
leading
edge
technology

*Federal R&D programs lift small firms | March 14, 2016 Issue - Vol. 94 Issue 11 | Chemical & Engineering News (sbir.gov)

SBIR/STTR PHASES

Phase I

Feasibility Study

Phase II

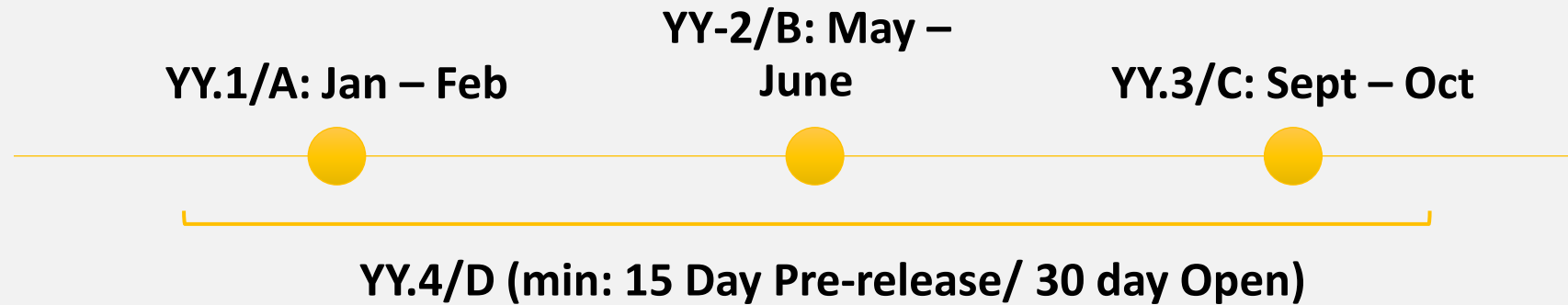
Proof of Concept

Phase III

Commercialization
Fielding

DoD BAA TIMELINES

- **Department of Defense: 4 Broad Agency Announcements (BAAs) per year**



SBIR vs. STTR

	SBIR	STTR
Federal Agencies	11 Agencies: DoD* (13 Components), DHS, NSA, USDA, Commerce, Education, DoE, HHS, DoT, EPA, NSF	5 Agencies: DoD (13 Components), DoE, HHS, EPA, NSF
Partnership	Not required	Small business required to partner with a non-profit, college/university or research institution (RI)
Focus	Small business Research & Development	Focused on the transfer of technology from the RI to small business to the marketplace
Principal Investigator (PI)	Must be primarily employed at the proposing small business	Could be primarily employed at either the RI or the small business
Subcontracting	33% limit on Phase I SBIR subcontracting, increases to 50% in Phase II	Up to 60% of the research effort can be subcontracted

* DOD = Department of Defense

SOCOM SPECIFICS



SOCOM SBIR/STTR OVERVIEW

- SOCOM SBIR/STTR...
 - SBIRs and STTR are Topic Specific
 - 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
- SOCOM Participates in 3 DoD BAAs



50 to 60 SBIRs/STTRs per year

SOCOM KO

Other USG KO

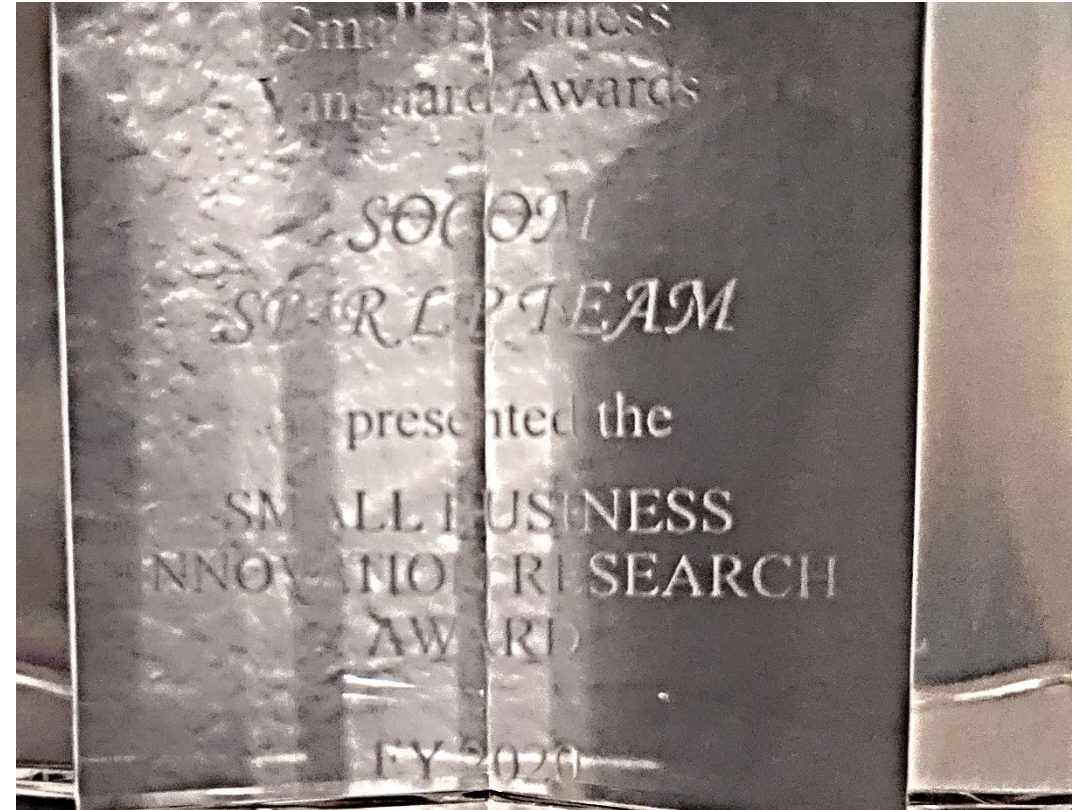
SOFWERX (PIA
Legislative Pilot)

DoD SMALL BUSINESS VANGUARD AWARD WINNERS



**SMALL BUSINESS
INNOVATION RESEARCH AWARD**

THIS AWARD GOES TO THE INDIVIDUAL OR TEAM THAT EXHIBITS INNOVATIVE APPROACHES, OUTSTANDING SUPPORT, AND IMPLEMENTS PROCESSES TO SIGNIFICANTLY ADVANCE THE SMALL BUSINESS INNOVATION RESEARCH AND SMALL BUSINESS TECHNOLOGY TRANSFER (SBIR/STTR) PROGRAMS.



SBIR PARTNER INTERMEDIARIES AGREEMENT PILOT

PROBLEMS:


- Non-traditional small businesses limitation in proposing to SOCOM’s SBIRs
- Administrative lead time decreasing productivity and efficiency

APPROACH:


- Current Authority: FY22 NDAA Sec 852, “Pilot Program for Development of Technology-Enhanced Capabilities with partnership Intermediaries”
- SBIR awards via SOCOM Partner Intermediary (SOFWERX)
- 30 days or less Phase I to Phase II evaluation and award period
- Expand Small Business outreach through SOFWERX and social media outlets

RESULTS:

- Over 200% Increase in proposals in FYs 20 & 21
- Average of 74% decrease in award time for FYs 20 & 21
- A 50% decrease in time from Phase I award to Prototype
- Two Phase III awards (compared to an average of over 46 months)
 - Phase I to Phase III in 17 months
 - Phase II to Phase III in 11 months
- 40% of non-traditional Participation

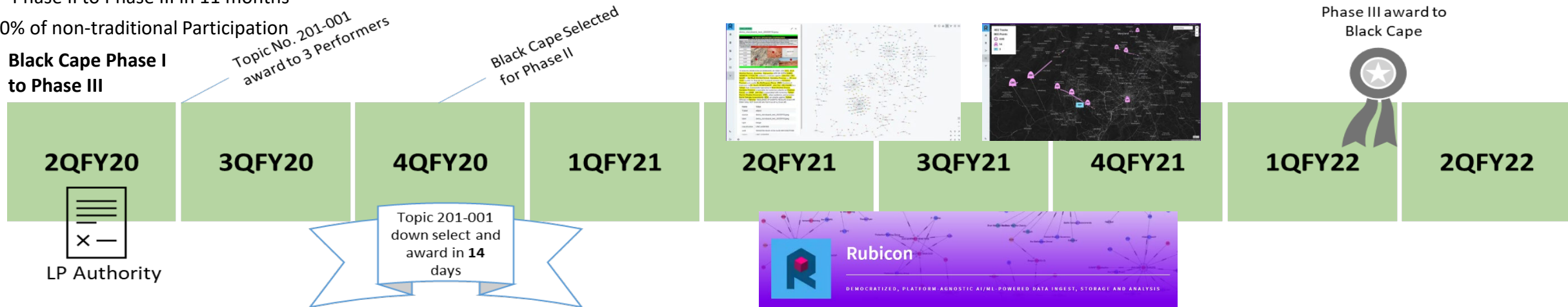


62.5% moved from P1 to P2



Disadvantaged Small Business:

- In FY19, USSOCOM had 14.3% Disadvantaged Small Business.
- In FY20, USSOCOM had 100% of the PIA Legislative Proposal awards were diverse per definition.
- FY21: 80% diversity on PIA Legislative Proposal awards.

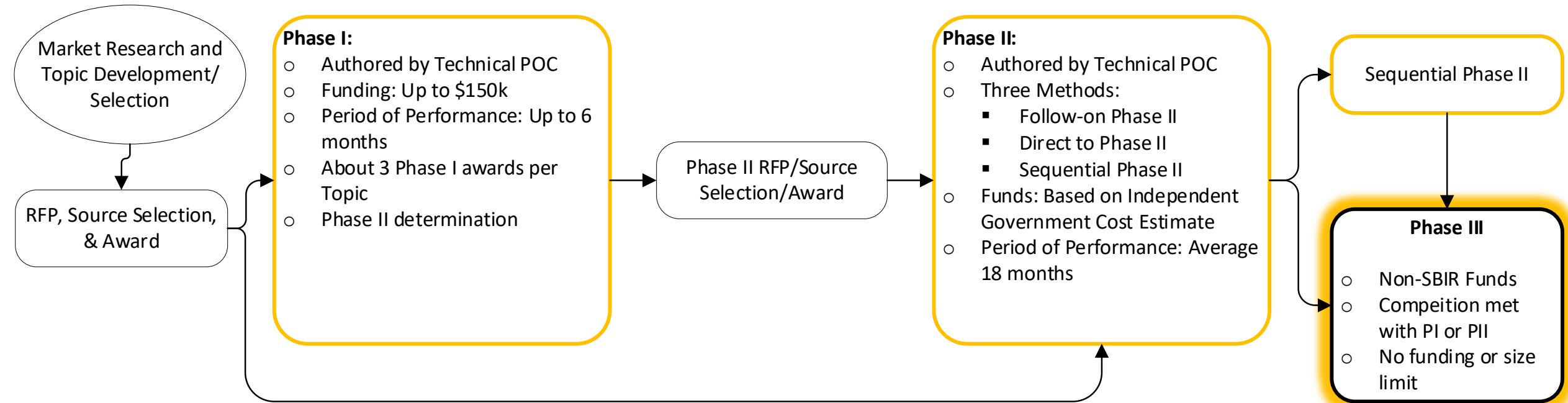




SOCOM SBIR/STTR TECHNOLOGY AREAS FUNDED



SOCOM SBIR/STTR PROCESS



SOCOM SBIR/STTR PARTICIPATION

Phase I (Feasibility Study):

- Up to \$150k
- 5 Page proposal, 15 slide presentation, cost proposal
- 6 months or less

Phase II (Proof of Concept/Prototyping):

- Follow-on from Phase I (follow RFP instructions)
- 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>
 - SOFIC: <https://www.sofic.org/>

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

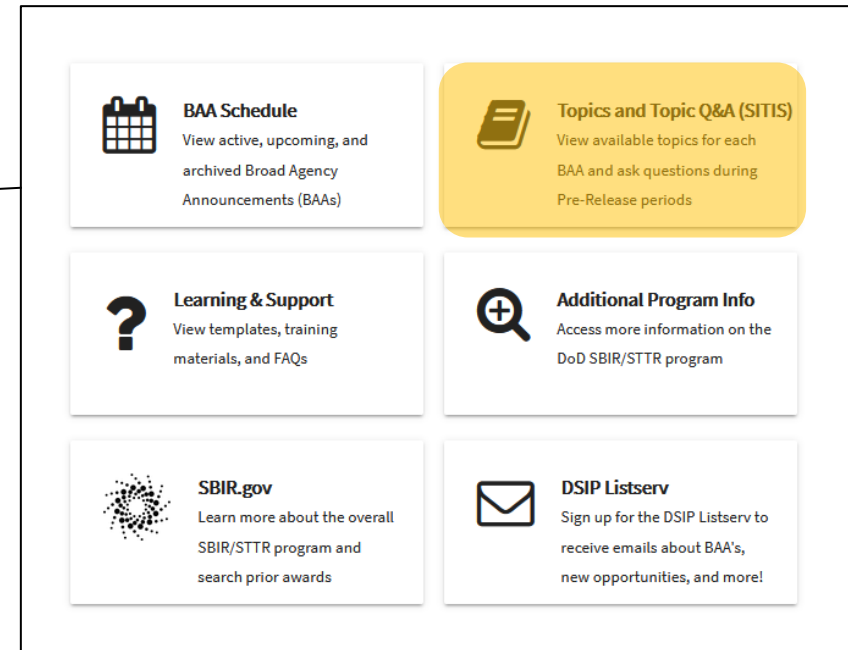


May 16 - 19, 2022 | Tampa, FL

2022 SOFIC

ACHIEVING A SUCCESSFUL PROPOSAL

- Following the DoD and SOCOM instructions
 - Recommend a Traceability Matrix
 - DSIP 100% doesn't mean you met all requirements
- Ask questions early
 - SOCOM participates in SITIS Q&A
 - SOCOM Virtual Q&A (topic dependent)
- Focus on technology requested



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)
<https://rt.cto.mil/rtl-small-business-resources/sbir-sttr/>
- Federal SBIR Program (managed by SBA):
www.sbir.gov



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<http://lnkd.in/bbzWuR2>