



Small Business Programs Office (SBPO)

Susan Celis
Program Director
susan.celis@darpa.mil

Jon Borden
Small Business Specialist
jon.borden@darpa.mil





Doing Business with DARPA

DARPA makes pivotal investments in ideas that lead to breakthrough technologies for national security.

To maximize the pool of innovative proposal concepts it receives, DARPA strongly encourages participation by all capable sources: industry, academia, and individuals.

The DARPA Culture

- Maintain and encourage innovation and the ability to execute rapidly and effectively.
- DARPA Program Managers – “Key individuals” are:
 - selected from industry, academia, and Government agencies (longevity with DARPA 3-5 years)
 - considered at the top of their fields
 - tackles difficult challenges and takes big risks which push the limits of their disciplines.

<http://www.darpa.mil/about-us/about-darpa>



Doing Business with DARPA (continued)

- Become familiar with the challenges and opportunities of National Security.
- Contact a DARPA Program Manager (PM) about your idea prior to submitting a white paper or proposal to gain insight into the general need for the type of effort. PMs are the key to working with DARPA.
- Ideas should be compelling with potential for revolutionary change.
- Visit www.grants.gov or www.fedbizopps.gov to view DARPA Broad Agency Announcements (BAAs), Research Announcement (RAs), and Requests for Proposals (RFPs).
- Visit <https://sbir.defensebusiness.org/> to view DoD SBIR and STTR Program Announcements.

Think **boldly**. Embrace risk.



Technology Offices

BTO **Biological Technology**

Bio-complexity | Bio-systems | Disease | Health | Med-Devices | Syn-Bio

DSO **Defense Sciences**

Autonomy | Complexity | Fundamentals | Materials | Math | Sensors

I2O **Information Innovation**

Algorithms | Cyber | Data | ISR | Networking | Processing | Programming

MTO **Microsystems**

Decentralization | Electronics | EW | Globalization | Microsystems | Mobile |
Photonics | PNT | Spectrum

STO **Strategic Technology**

Air | Communications | Countermeasures | EW | ISR | Mobile | Spectrum | Tech-
Foundations

TTO **Tactical Technology**

Air | Ground | ISR | Maritime | Munitions | Robotics | Space



Find a Program Manager



DEFENSE ADVANCED
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CREATING
**BREAKTHROUGH
TECHNOLOGIES**
FOR NATIONAL SECURITY

DARPA NEWS





How we think: The Heilmeier Catechism

Important questions to consider when approaching DARPA with ideas:

- What are you trying to do? (no jargon!)
- How does this get done today?
- What is new about your approach?
- If you succeed, what difference do you think it will make?
- How long do you think it will take?
- Can your work transition (to the DoD or others)?
- How much will it cost?

<http://www.darpa.mil/work-with-us/heilmeier-catechism>



Streamlined and Competitive Process

Broad Agency Announcement (BAA) Characteristics:

- No common Statement of Work (SOW)
- Varying technical approaches/solutions are anticipated
- Proposals are evaluated with technical quality and approach as the main factor
- Communication with proposers allowed during the open period of the BAA
- White papers or proposal abstracts may be solicited
- Usually have Industry Days where Program Managers brief interested communities on the research program solicitation

BAA Types:

- Tech Offices will issue program-specific BAAs throughout the year
- Tech Offices will also issue one or two year-long BAAs with a more general scope (rolling submission process)



Seedlings vs. Programs

- **Seedlings**

- Usually submitted through Office-Wide BAA
- Small short duration (6-9 months) projects
- Move concepts from “disbelief” to “mere doubt”
- May lead to the next generation of program ideas

- **Programs**

- Proposals solicited through specific program BAAs
- Often multi-year, multi-disciplinary efforts
- Technology development to move from “possibility” to “capability”



Potential Award Instruments (situation, solution, and proposed team dependent)

- Traditional Procurement Contracts (buying goods or services for direct benefit of Government)*
- Grants (support and stimulation to accomplish a public purpose)
- Cooperative Agreements (same as Grants, but substantial Government participation)
- Technology Investment Agreements (commercial-like agreements for dual-use technology development)
- Other Transactions for Prototypes (commercial-like agreements for acquisition of military-focused prototypes)*

***Only these instruments are used for SBIR/STTR awards.**



SBIR/STTR Program Comparison

Phase	SBIR X.1/X.2/X.3 3.2% extramural RDT&E FY17 - \$85.6M	STTR X.C .45% of extramural RDT&E FY17 - \$12M
Phase I	\$100-225K Base (6-12 mos.) \$50K Option (4 mos.)	\$100-225K Base (6-12 mos.) \$50K Option (4 mos.)
Direct to Phase II (DP2) <i>*Not available after 17.1</i>	\$1M Base (24 mos.) \$500K Option (12 mos.)	N/A
Phase II <i>*Notification to submit proposal</i>	\$1M Base (12-24 mos.) \$500K Option (12 mos.) Adoptions/Co-funds	\$1M Base (12-24 mos.) \$500K Phase II Option Adoptions/Co-funds
Phase II Enhancement	\$1:\$1 Match Up to \$500K	\$1:\$1 Match Up to \$500K
Phase III	No time limit No SBIR funds	No time limit No STTR funds

ALWAYS refer to the DoD and Agency Announcement Instructions applicable to the topic for funding guidelines and other rules/restrictions. Subject to approval and availability of funds.



Program Announcement Dates

DoD Announcement	Pre-Release	Opens	Closes
SBIR 18.3 STTR 18.C	 24-Aug-18	24-Sep-18	24-Oct-18*
SBIR 19.1 STTR 19.A	28-Nov-18	8-Jan-19	6-Feb-19*
SBIR 19.2 STTR 19.B	19-Apr-19	20-May-19	19-Jun-19*
SBIR 19.3 STTR 19.C	23-Aug-19	24-Sep-19	23-Oct-19*

***Deadline for online proposal submission is 8 p.m. Eastern Time**



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



Preparing a Strong SBIR/STTR Proposal

- READ and FOLLOW solicitation instructions
- Focus on the topic and information provided by the author
- Take advantage of the pre-release period
- Emphasize your innovative approach
- If there are technical barriers - address them
- Highlight past successes - Technical & Commercial
- Update Company Commercialization Record



Barriers to Contract Award

- Shortage of seasoned Contracting Officers and contracting personnel
- Company does not have a government acceptable cost accounting system
- Lack of a comprehensive cost proposal and/or failure to submit required documentation.
- Human or Animal subject research
- Public release requirements
- Failure to properly assert technical data or computer software (DFARS 252.227-7018)



To review Human and Animal research guidelines and processes visit:

<http://www.darpa.mil/work-with-us/for-small-businesses/participate-sbir-sttr-program>





Post Contract Award

- Read and understand your contract.
- Execute technical milestones according to contract.
- Submit monthly/quarterly/final reports on time.
- Do not accelerate project schedule or funding expenditures without prior approval from your Contracting Officer.
- No-cost Extension (NCE) requests MUST be made to your Contracting Officer at least 30 days in advance of the contract end date.
- Do not continue working past the contract end date.
- Notify Contracting Officer when 75% expended.
- Notify Contracting Officer if changing sub-contractors or the Principle Investigator.
- Do not deviate from the original scope of work – even if directed to – contact your Contracting Officer.
- If you have questions, contact your Contracting Officer.



Transition and Commercialization Support Program

Managed under a contract with Strategic Analysis, Inc.

Customized approach to address core components to support potential transition and commercialization pathways; including, but not limited to the following:

- Define Technology Ecosystem
- Develop Business Models
- Identify Partners and Collaborators
- Evaluate Markets and Customers
- Focus on Acquisition Systems and Procurement Mechanisms
- Collect and Share Successes and Lessons Learned

For more information, visit: <http://www.darpa.mil/work-with-us/for-small-businesses/commercialization-continued>



Contact Information

Small Business Programs Office (SBPO)
675 North Randolph Street
Arlington, VA 22203-1714

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Susan Celis
Program Director
susan.celis@darpa.mil

Jon Borden
Small Business Specialist
jon.borden@darpa.mil

Small Business Support Team
(703) 526-4170
sbir@darpa.mil