



Small Business Programs Office (SBPO)



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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.



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



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CREATING
**BREAKTHROUGH
TECHNOLOGIES**
FOR NATIONAL SECURITY

DARPA NEWS





SBPO – Vision & Mission

VISION

To create an environment within DARPA that considers small business concerns as a primary source of innovative solutions; expand small business relationships and training opportunities within DOD and other federal agencies; and enable the small business community to create and transition radical, game-changing technologies that benefit the Warfighter, the federal government and the commercial marketplace.

MISSION

Our mission is to administer and manage DARPA's small business programs, and serve the small business community by carrying out the statutory requirements of the Small Business Act to foster small business participation in providing innovative research and development solutions to achieve the DARPA mission.



SUPPORTING DARPA'S MISSION

SBPO supports small businesses by:

- Helping firms understand the DARPA culture and mission
- Educating firms on agency policies and procedures
- Directing firms to the appropriate technology office for potential funding opportunities
- Directing firms to other Federal agencies as appropriate for potential funding opportunities
- Directing firms to websites and other useful resources
- Developing training materials and tools to ease the burden of doing business with the government
- Responding to inquiries in a timely manner

SBPO oversees DARPA's participation in federal SBIR and STTR programs. These programs help the

Agency:

- Explore high-risk concepts and ideas without the expense of larger programs
- Provide up to \$1.6 million per project for promising technologies
- Leverage unique skillsets and novel ideas to address high-priority military needs
- Test & evaluate alternatives or solution subsets to reduce risk



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.)
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 17.2 STTR 17.B	21-Apr-17	22-May-17	21-Jun-17*
✓ SBIR 17.3 ✓ STTR 17.C	25-Aug-17	25-Sep-17	25-Oct-17*
✓ SBIR 18.1 ✓ STTR 18.A	29-Nov-17	8-Jan-18	7-Feb-18*
✓ SBIR 18.2 STTR 18.B	20-Apr-18	22-May-18	20-Jun-18*
✓ SBIR 18.3 STTR 18.C	24-Aug-18	24-Sep-18	24-Oct-18*

***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)



Human Subject Research/Animal Research

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



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How to Participate in DARPA's SBIR and STTR Programs

Program History

Congress established the Small Business Innovation Research (SBIR) Program in 1982 to provide opportunities for small businesses to participate in Federal government-sponsored research and development (R&D). The goals of the SBIR Program are to: stimulate technological innovation; use small business to meet Federal R&D needs; foster and encourage participation by socially and economically disadvantaged small business concerns (SBCs) and by SBCs that are 51 percent owned and controlled by women; and increase private sector commercialization of innovations derived from Federal R&D, thereby increasing competition, productivity and economic growth.

RESOURCES

[Human Research Guidelines](#)

[Animal Research Guidelines](#)

[Phase II Instructions](#)

[DARPA SBIR/STTR Cost Proposal](#)

[DARPA SBIR/STTR Enhancement Program Instructions](#)



DO

- Read and understand your contract.
- Execute technical milestones according to contract.
- Submit monthly/quarterly/final reports on time.
- Notify Contracting Officer when 75% expended.
- Submit a No-cost Extension (NCE) request to your Contracting Officer at least 60 days in advance of the contract end date. Note that submission does not guarantee approval.
- Notify Contracting Officer if changing sub-contractors or the Principle Investigator.
- If you have questions, contact your Contracting Officer.



DO NOT

- Do NOT accelerate project schedule or funding expenditures without prior approval from your Contracting Officer.
- Do NOT leave money on the table – know when the funding on your contract expires. Do NOT assume it can be rolled over to another line item.
- Do NOT continue working past the contract end date.
- Do NOT deviate from the original scope of work – even if directed to – contact your Contracting Officer.



Transition and Commercialization Support Program

Managed under a contract with Strategic Analysis, Inc.

Customized approach to address core components that 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>



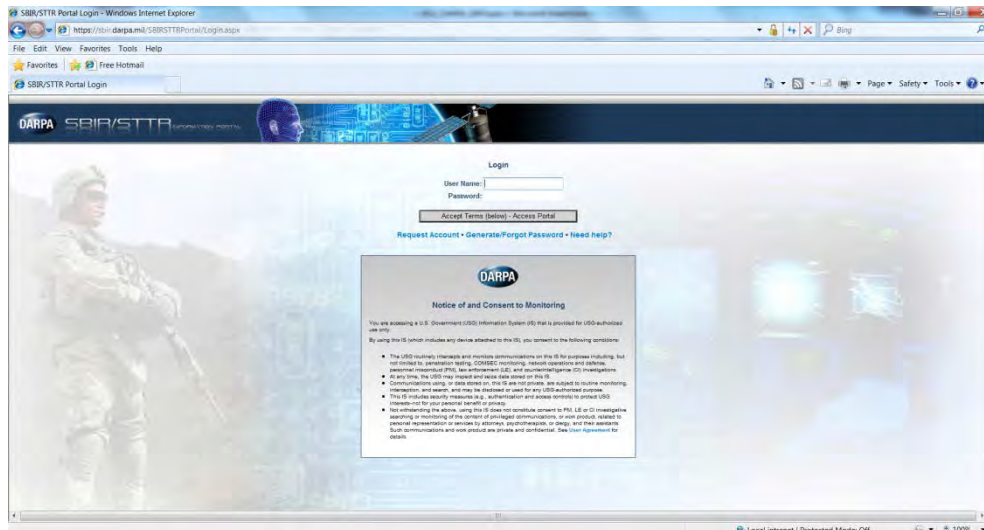
SBIR/STTR Information Portal

Located at <https://sbir.darpa.mil> - used to manage and administer the SBIR/STTR program.

Use of the DARPA SBIR/STTR Information Portal (SSIP) is MANDATORY. The registered Corporate Official (CO) MUST authenticate into the SSIP (via the DARPA Extranet) to retrieve the source selection decision notice, to request debriefings, and to upload reports (awarded contracts only).

DARPA SBPO will automatically create an extranet account for new users and send the SSIP URL, authentication credentials, and login instructions AFTER the source selection period has closed.

DARPA extranet accounts will ONLY be created for the individual named as the CO on the Proposal Cover Sheet. Offerors may not request accounts for additional users at this time.





Select SBIR Topics

Topic Number	OFFICE/Topic Title	Program Manager
BIOLOGICAL TECHNOLOGIES OFFICE		
SB172-001	Compact and Scalable Bidirectional Electronic BioInterfaces	Dr. Douglas Weber
SB172-002	Improved Mass Production of Beneficial Insects	Dr. Blake Bextine
SB172-003	Development of Gene-Encoded Monoclonal Antibody Potency Assay	Dr. Matthew Hepburn
DEFENSE SCIENCES OFFICE		
SB172-004	Super-Resolving Phase Filter for Improved 3D Printing, Machining and Imaging	Dr. Michael Fiddy
SB172-005	Plug and Play Analysis and Simulation	Dr. Jan Vandenbrande
SB172-006	Collective Allostatic Load	Dr. Adam Russell
INFORMATION INNOVATION OFFICE		
SB172-007	Analyzing Human Dimensions of Software Engineering Processes	Dr. Jonathan Pfautz
SB172-008	Ecosystem of Secure Software Components around the seL4 Microkernel	Dr. Raymond Richards
MICROSYSTEMS TECHNOLOGY OFFICE		
SB172-009	Accelerated Low-power Motion Planning for Real-time Interactive Autonomy	Dr. Hava Siegelmann
SB172-010	Electronically Switchable Optical Filter	Dr. Jay Lewis



Contact Information

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http://www.darpa.mil/Opportunities/SBIR_STTR/SBIR_STTR.aspx

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