• Primary Program Goals:
  • Use small business to develop innovative R&D that addresses DON need
  • Commercialize (Phase III) SBIR-developed technology into a DON platform or weapons/communication system, or for facilities use in expeditionary bases in new “pivot” locales in Africa and Asia

• About the Program:
  • Acquisition Driven Process with Strong Technology Pull
  • $300M+ annual funding supporting small business innovation/research
  • Wide range of SBIR/STTR topics driven by PEO/PM/FNC specific needs

We Succeed When You Succeed
Why Participate in SBIR/STTR?

- Largest source of early stage R&D funds for small businesses
- Builds credibility of company’s research
- Data Rights retained for 5 years
  - STTR: small business must have data rights agreement with research institution
- Small business can maintain ownership of equipment purchased under Phase I and Phase II
- Better alternative than mortgaging the house...again!
What is part of DON SBIR/STTR?

We need YOUR solutions
Participating DON SYSCOMs

Bob Smith
Director, DON SBIR/STTR

Lee Ann Boyer
DON CRP Program Manager

Steve Sullivan
DON STTR Program Manager

- Open -
DON SBIR/STTR Operations Manager

NAVSEA
Dean Putnam
Program Manager
SBIR/STTR/CRP

ONR
Lore-Anne Ponirakis
Program Manager
SBIR

MARCOR
Jeff Kent
Program Manager
SBIR/STTR/CRP

SPAWAR
Shadi Azoum
Program Manager
SBIR/STTR/CRP

NSMA
Chantee Poland
Program Manager
SBIR/CRP

SSP
Mark Hrbacek
Program Manager
SBIR/STTR/CRP

NAVAIR
Donna Moore
Program Manager
SBIR

NAVSUP
Heather Audet
Program Manager
SBIR/CRP

NAVFAC
Dan Zarate
Program Manager
SBIR/CRP
“Life” of a Topic

Phase I
- 170 Topics
- 2800+ Proposals
- 482 Awards

Phase II
- 170 Topics
- 482 Phase I Awards
- 254 Awards

Second Phase II
- 170 Topics
- 254 Phase II Awards
- 137 Awards

Phase III
- 170 Topics
- 300% ROI (SBIR/Non-SBIR)

DISTRIBUTION STATEMENT A. Approved for public release
Evolution of E.M.I.L.Y.
Emergency Integrated Lifesaving Lanyard
A Navy SBIR/STTR Success

The Start (2001)
Marine Mammal Detection & Mitigation

The Leveraging (Silver Fox UAV)
- Video Communications
- Threat Warning System
- Sensor Classification

Combat Tested 2007

Realization (Today)

Refugee Rescue in Greece

Swift Water Rescue in USA

Worldwide Use by Lifeguards

$5M (STTR)
$7M (SBIR)
$4M in Phase 3 Funds
$6M+ Commercial Sales

DISTRIBUTION STATEMENT A. Approved for public release
Navy SBIR/STTR Tools

- SBIR/STTR Transition Program (STP)
- Primes Initiative
- Phase III Guidebook
- SBIR/STTR Search Tool
- Reachback Strategy
- O&S Pilot(s)
Helps prepare selected Small Businesses to transition their DoN funded technology by providing the following services:

- Assisting in the development of targeted marketing materials
- Providing relevant market research appropriate to the Small Business's technology and transition targets
- Identifying leads for potential transition opportunities
- Mentoring on the government/prime contractor relationships
- Instructing on the government acquisition environment and policies
- Promoting Small Businesses and their SBIR/STTR technology(s) on the Virtual Transition Marketplace (VTM)—an on-line, searchable showcase accessible to Government and private sector
- Assisting you on exhibiting at the annual Forum for SBIR/STTR Transition (FST)
DEPARTMENT OF THE NAVY
2017 FST
Forum For SBIR/STTR Transition
an STP Event
DELIVERING INNOVATION
APRIL 3-5, 2017
Gaylord National Resort & Convention Center
National Harbor, MD
Woodrow Wilson Ballroom
DON/AA APPROVED EVENT
Register Now!  NavyFST.com
The Primes Initiative
Revolutionizing Delivery of Innovation to the Warfighter

- Corporate goal for SBIR/STTR engagement
- Integrate SBIR/STTR into corporate sourcing strategy
- Establish SBIR/STTR partnering metrics; manage to these metrics
- Leverage current supplier, engineering, & marketing resources
- Explore SBIR/STTR Topic opportunities
- Explore Phase I, II, & III opportunities
- Track SBIR/STTR partnerships
- Developing risk management tools for government and industry to share
Phase III Guidebook

• Developed by DON SBIR/STTR
  - Assist Program Managers, Contracting Officers, and Small Business professionals

• Comprehensive innovation desk reference
  - Cites authorities
  - Summarizes best practices
  - Answers FAQs

• Global commercialization resource
  - Small/Large Businesses
  - DoD Components & Agencies
  - Other Federal Agencies

Available for download at www.navysbir.com
95.35% Active Motion Compensation Technology for Roll-On/Roll-Off Cargo Vessel Discharge to Floating Platforms

Summary: Active Motion Compensation Technology for Roll-On/Roll-Off Cargo Vessel Discharge to Floating Platforms. The overall goal of this Phase II project is to develop a motion compensating platform (MCP) technology for the SHIP ElectroMagnetic (EM) Impedance. The MCP system will be designed to accommodate the Joint High Speed Vessel (JHSV). The system will be designed to provide a robust solution for the JHSV. The system will be designed to provide a robust solution for the JHSV.

Topic Number: N113-157
Firm Name: Advanced Technology & Research Corp.
Phase II
Award Start Date: 01/02/2015
Award End/Mod Date: 01/26/2015
Sources: Navy Awards

94.83% Tunable Nanoscale Ultraviolet Absorber Particle Technology

Summary: Tunable Nanoscale UltraViolet Absorber Particle Technology. Physical Sciences, Inc. We have demonstrated static cloud formation using both a Cupro pyrolytic burner and a PSI designed and built burner that uses compressed CO2 driven dissemination. At the end of the PSII Option program, PSI will deliver 240 devices to NAVOCEANO for testing.

Topic Number: N132-100
Firm Name: Physical Sciences Inc.
Phase II
Award Start Date: 12/23/2014
Award End/Mod Date: 12/31/2015
Sources: Navy Awards

94.83% A Novel, Low Cost and Handheld Microwave Sensor for the Detection and Evaluation of Incipient Composite Heat Damage

Summary: A Novel, Low Cost and Handheld Microwave Sensor for the Detection and Evaluation of Incipient Composite Heat Damage. Due to their high-specific stiffness and light-weight properties, composite matrix composite (CMC) are increasingly used in a wide variety of military applications. However, CMC is highly susceptible to damage from thermal and mechanical loads. A handheld microwave sensor that is able to detect and evaluate the incipient damage in a cost-effective manner is needed.
Using SBIR/STTR to reduce Cost Drivers

- **Reachback Strategy**
  - Mining the Navy SBIR/STTR inventory
  - Cross-SYSCOM leveraging

- **Direct to Phase II**
  - Specific topics written for Phase II
  - Ability to increase TRL faster

- **O&S Pilot(s)**
  - NAVAIR Pilot with FRCs
  - Seeking pilot opportunities with FRDs and Shipyards

SBIR/STTR can be leveraged to reduce costs!!
Questions