Department of Navy (DON)

Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

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www.navysbir.com

DON SBIR/STTR

- **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

What is part of DON SBIR/STTR?

Participating DON SYSCOMs

DON Program Staff

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Director, DON SBIR/STTR

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DON CRP
Program Manager

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DON STTR
Program Manager

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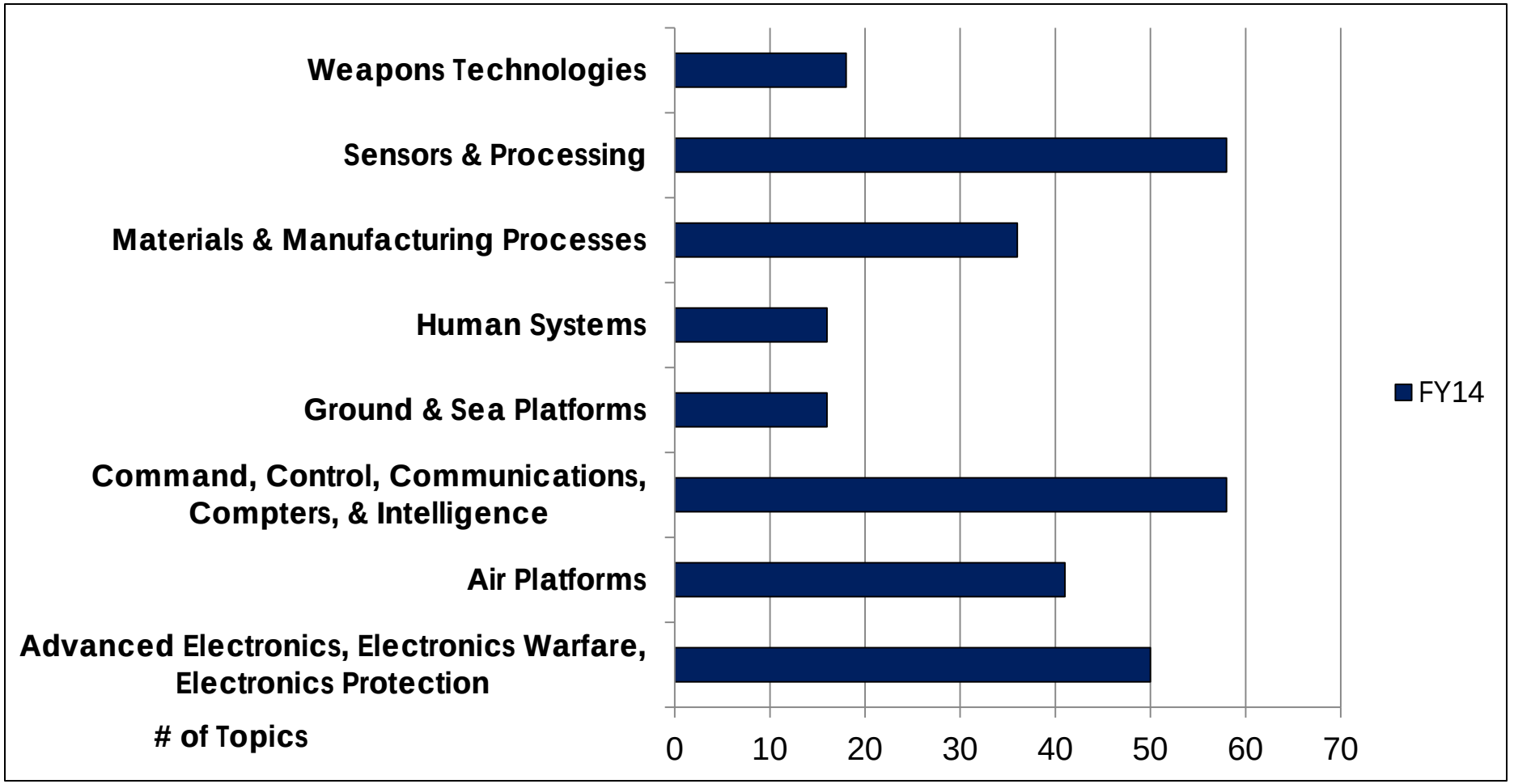
NSMA John Keiran Program Manager SBIR/STTR/CRP	**SSP** Mark Hrbacek Program Manager SBIR/STTR/CRP	**NAVFAC** Kail Macias Program Manager SBIR/STTR/CRP

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!**

DON SBIR/STTR Topic Focus

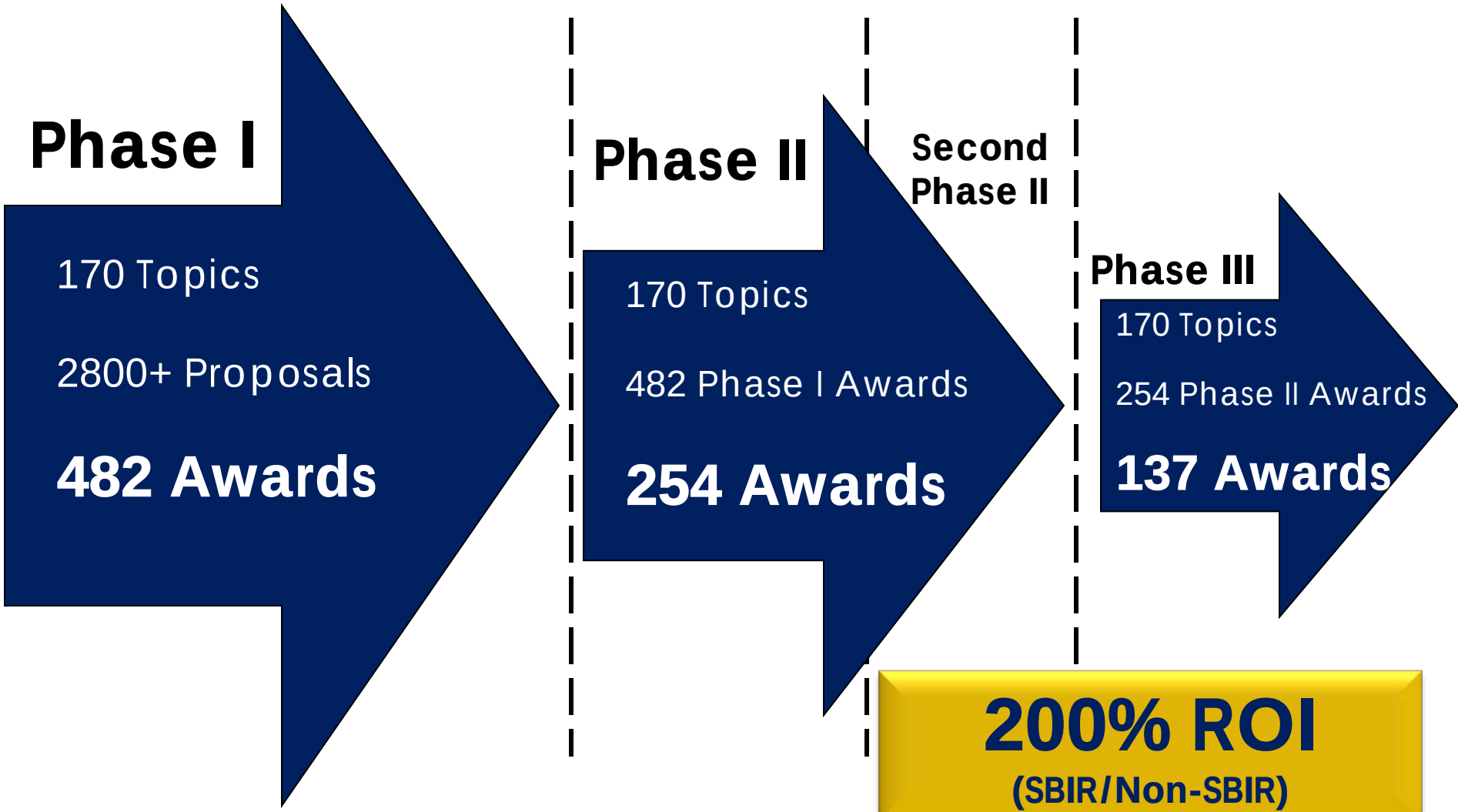


Note: Research in areas of Cyber Security, Engineered Resilient Systems, Counter-IED, Autonomy, and Energy & Power Technologies were all funded during the period; however, these topics were included in other research categories based on prior taxonomies.

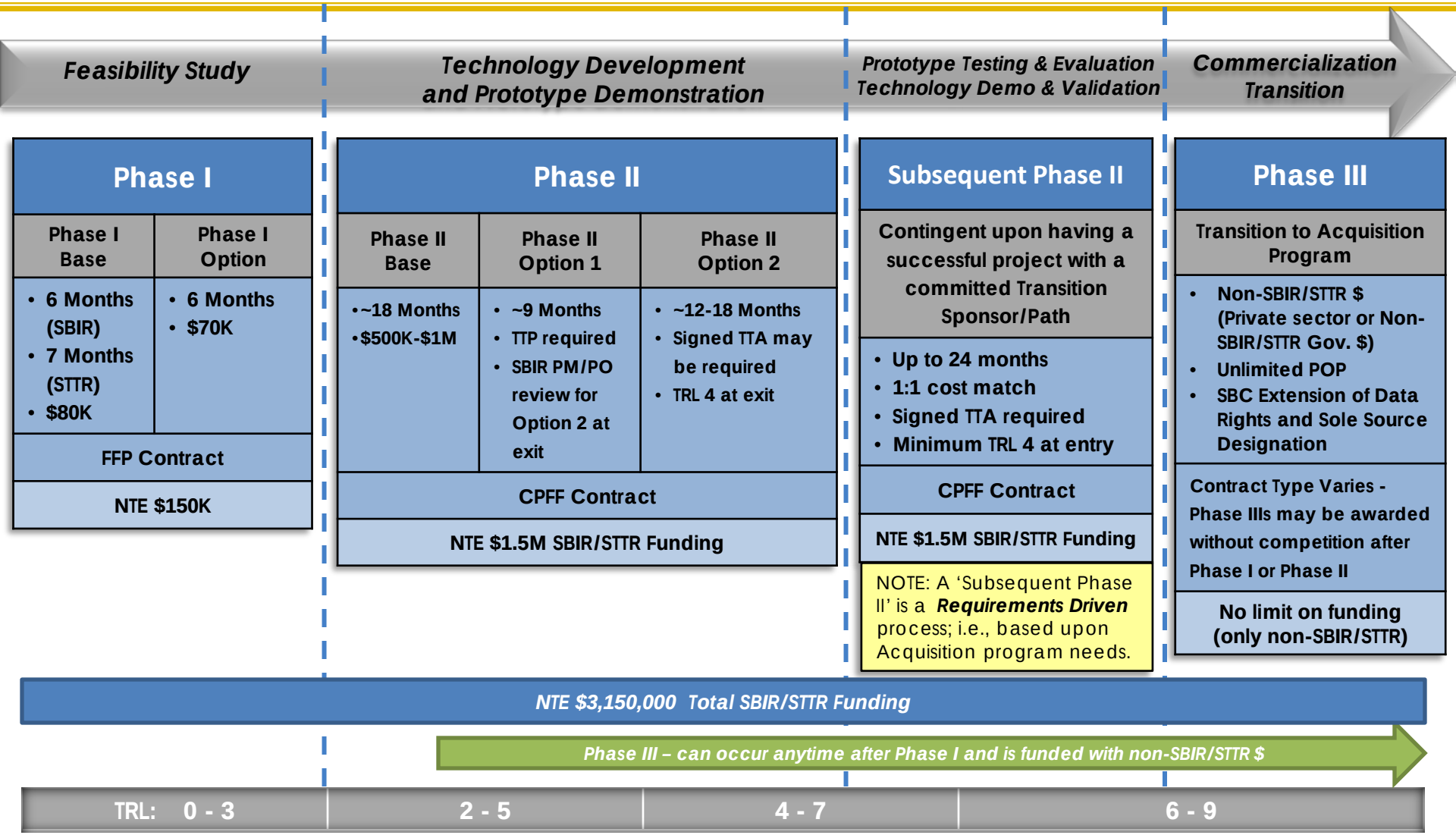
DON Program by the Numbers

	FY10	FY11	FY12	FY13	FY14
Total DON SBIR Funding per FY ($M)	$342	$264	$271	$231	$243
DON SBIR Topics issued that FY	233	181	160	149	129
Number Of Phase I Proposals	4098	3282	2533	2227	1984
Phase I Awards from FY Solicitation	693	483	434	378	423
Avg. time to award Phase I contracts (months)	4.5	4.5	4.4	4.5	4.2
Navy Phase II Awards during FY	305	257	279	222	211
Navy Phase III Awards during FY	131	146	121	146	142
Amount of Direct Navy Phase III Awards ($M)	$566	$552	$725	$412	$490
DON STTR Funding Per FY ($M)	$41	$33	$36	$31	$34
DON STTR Topics Per Year	50	39	26	29	25
DON STTR Phase I Awards in FY	158	116	62	70	59
DON STTR Phase II Awards in FY	46	52	23	41	24

Life of a Topic



SBIR/STTR Program Award Structure
DON SYSCOMs tailor as needed



TTP: Technology Transition Plan
TTA: Technology Transition Agreement

Commercialization Readiness Program (CRP)

- **Created by Congress in FY06**
- **Goal: Accelerate transition of SBIR/STTR technology to Phase III**
- **DON sets aside approximately 20% of its annual SBIR funding**
- **Selection process is very rigorous**
  - **Validation of DON requirement, technology maturity & firm capabilities**
  - **Matching funds (non-SBIR/STTR $) investment is required**
- **DON CRP invested over $510M into 276 projects since FY06**
  - **Return on Investment since FY06:**
    - **$327M in direct government funding (Phase III); and**
    - **$526M in non-government funding (reported in CCR)**

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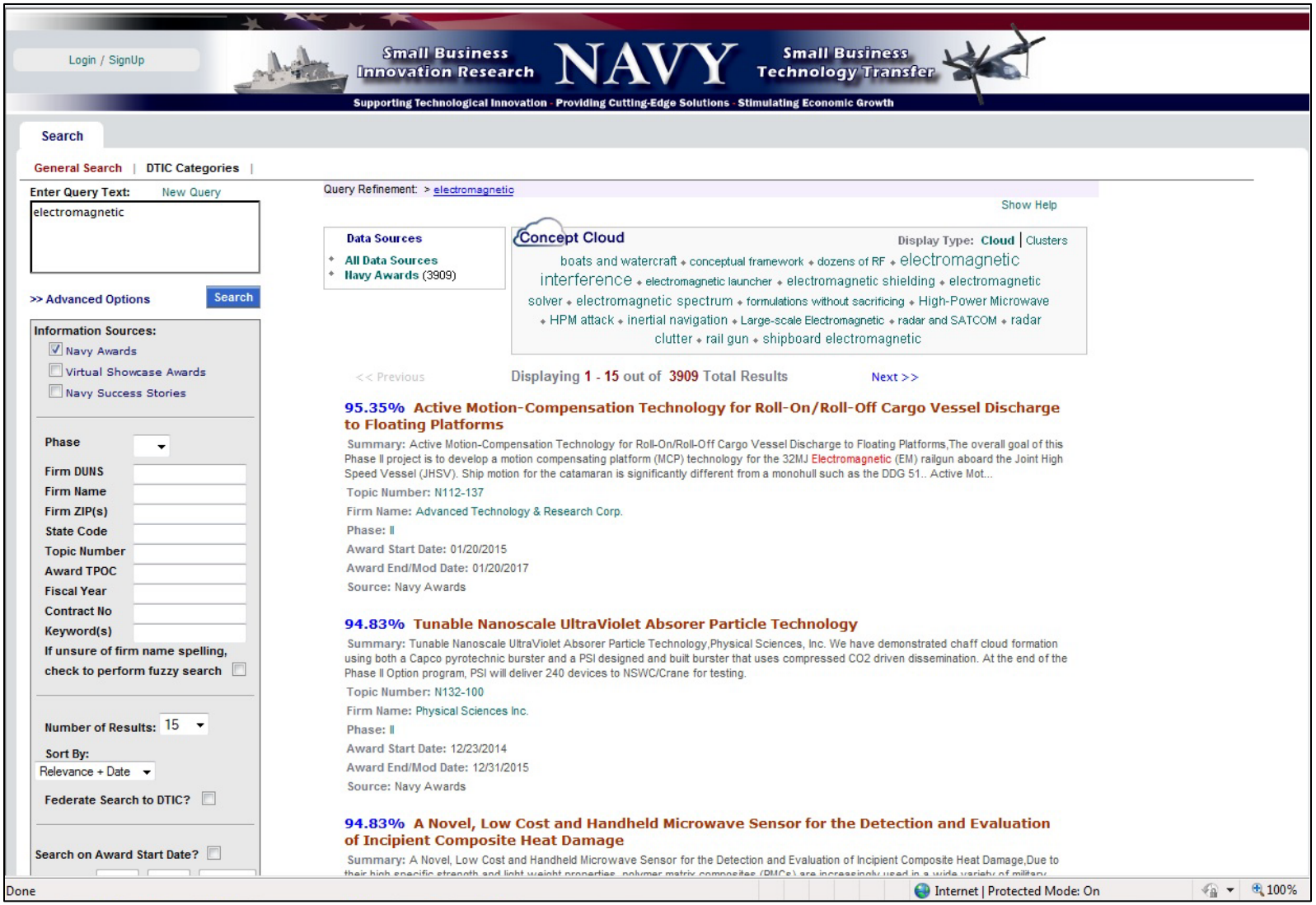
FREE to Public



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Check for the most up to date information about the program, topics, awards, and more!

Questions