Agenda

• ONR Overview
• Doing Business with ONR – Contracting
• Doing Business with the ONR – SBIR/STTR
• Proposal Tips
• ONR Small Business Performance
• Questions
The Office of Naval Research
The S&T Provider for the Navy and Marine Corps

- 4,000+ People
- 23 Locations
- $2.1B / year
- >1,000 Partners

Discover → Develop → Deliver → Technological Advantage
CNR & VCNR are both dual-hatted; CNR Reports to ASN(RD&A) & CNO
Strategic Guidance is the Foundation for our Naval S&T

National & Naval Strategy/Direction

Warfare Enterprise’s S&T Objectives

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 Naval S&T Strategy Focus Areas

• Assure Access to Maritime Battlespace
• Autonomy & Unmanned Systems
• Electromagnetic Maneuver Warfare
• Expeditionary & Irregular Warfare
• Information Dominance - Cyber
• Platform Design & Survivability
• Power & Energy
• Power Projection & Integrated Defense
• Warfighter Performance

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Warfighting Capabilities Enabled by S&T Investments

Discovery & Invention (Basic and Applied Science) ≈ 45%

Leap Ahead Innovations (Innovative Naval Prototypes) ≈ 12%

Quick Reaction & Other S&T ≈ 8%

Technology Maturation (FNCs, etc) ≈ 30%

1-2 years

2-4 years

4-8 years

5-20 years

Current Fleet/Force

Fleet/Force in Development

Future Fleet/Force

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ONR S&T Departments

*Code 30 - Expeditionary Maneuver Warfare and Combating Terrorism

*Code 31 - Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance

*Code 32 - Ocean Battle space Sensing

*Code 33 - Sea Warfare and Weapons

*Code 34 - Warfighter Performance

*Code 35 - Naval Air Warfare and Weapons

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Delivering Science & Technology

Amphibious Combat Vehicles
Ground-based Air Defense
Advanced Hi-Frequency Comms
Persistent Surveillance
LVC Training Technologies
FIST2FAC
SAFFIR
Undersea Medicine

Naval Tactical Cloud
Secure Comms
Augmented Immersive Training
EW
EMW
LaWS
AACUS
EMRG
FA-XX Propulsion Technologies

UUV-based MCM
Operational Environments
LDUUV
ASW
Advanced Materials Engineering
Advanced Naval Power Systems

UUV Power & Energy
USV Autonomy
Ohio Replacement Technologies
International Science
Science Advisors
Global Presence
Naval S&T Cooperation

Materials/Processes
Battlespace Environments
Technology Transfer
Air/Surface/Undersea Warfare
Information Systems Technology
Sensors, Electronics, Space Platforms; Material Solutions

Cyber
Secure Comms
EW
EMW

Code 30 Code 31 Code 32 Code 33
Code 34 Code 35 NRL ONRG

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ONR Locations

ONR SEATTLE
ONR SAN DIEGO
ONR CHICAGO
ONR BOSTON
ONR ATLANTA
ONR - MONTEREY
ONR GLOBAL
LONDON (HQ)
PRAGUE
SINGAPORE
SAO PAULO
NRL - BAY ST. LOUIS
John C. Stennis Space Center
NRL - MOBILE
Ex-USS Shadwell
NRL - PATUXENT RIVER
VXS-1
Tilghman Island Blossom Point Pomoney Midway Res Ctr
NRL - CHESAPEAKE BAY
NRL - KEY WEST Marine Corrosion Facility

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Doing Business with ONR - Contracting
Types of Solicitations/Opportunities:

- **Broad Agency Announcement (BAA)**
  - Contracts, Grants, OTAs, Cooperative Agreements
  - Posted on fedbizops, grants.gov, ONR website

- **Funding Opportunity Announcement (FOA)**
  - Grants
  - Posted on grants.gov, ONR website

- **Request for Proposal (RFP)**
  - Contracts (primarily services)
  - Posted on fedbizops, Navy SeaPort, ONR website

- **Small Business Innovative Research (SBIR)**

- **Small Business Technology Transfer (STTR)**
  - Contracts
  - Posted on http://www.acq.osd.mil/osbp/sbir/
ONR solicits proposals for most of our S&T research using Broad Agency Announcements (BAAs)

Two BAA Types:
- Long Range BAA (annually in October)
- Program Specific BAAs (throughout the year)

Execution Methods/Vehicles:
- Standard Contract (Cost Reimbursement and Fixed Price)
- Grant (if special criteria is met)
- Other Transaction Agreement (OTA)
- Cooperative Agreement
BAA processes differ markedly from traditional solicitation process for services and supplies

- Solicitation (Long Range BAA) remains open for proposal receipt and award for the entire year
- Requirements cover broad areas of interest
- Factors focus on technical, importance to agency programs and fund availability
- Source selection through Peer or Scientific Review
- Proposals need not be evaluated against each other
- Most contracts awarded on cost type basis
- Debriefs are informal, managed by Program Officer
BAA Awards take the form of Grants and Contracts

- Grant: Principal purpose to **transfer a thing of value** to the recipient to carry out a **public purpose** of support or stimulation, rather than acquiring property or services for DoD’s direct benefit or use

- Contract: Principle purpose to acquire property or services for the direct benefit or use of the Federal Government
Doing Business
with ONR –
ONR SBIR/STTR Program
Small Business Innovation Research (SBIR)

• Increase innovative small business concerns (SBCs) in federally-funded research or research and development (R/R&D).

• Specific program purposes are to:

  1) stimulate technological innovation;

  2) use SBC’s to meet federal R/R&D needs;

  3) foster participation by minority and disadvantaged firms in technological innovation; and

  4) increase private sector commercialization of federal R/R&D, thereby increasing competition, productivity and economic growth.
Why Use SBIR/STTR?

• **Small Business Incentives**
  - Largest source of early stage R&D funds for Small Business
  - Company retains data rights for 5 years (DoD)
  - Builds credibility for company’s research
  - Follow-on awards are non-competitive

• **Government Incentives**
  - Test drive small business
  - Proactive risk reduction
  - Early/High-risk S&T with SBIR funding
  - Competing approaches open up additional technology alternatives
  - Follow-on awards are non-competitive
ONR SBIR Overview

• Annual ONR SBIR budget ~$42M
  ➢ ~100 Phase I awards up to $150K each, AND
  ➢ ~50 Phase II awards per year ranging from $500K to $1.125M

• Average 40 SBIR topics per year
  ➢ ~ 800 proposals per year
  ➢ Topics generated from all 6 technical codes

• ONR SBIR/STTR program participates in 2 solicitations per year
  ➢ 15.1/15.A: Closed 18 Feb 2015 (30 topics from ONR; 103 total Navy)
  ➢ 15.2/15.B: Pre-Solicitation 24 Apr – 24 May; Opened 25 May and Closes 24 Jun 2015
  ➢ Visit http://www.acq.osd.mil/osbp/sbir/ for complete schedule
## ONR SBIR/STTR Program Award Structure

### Feasibility Study

<table>
<thead>
<tr>
<th>Phase I</th>
<th>Phase I Base</th>
<th>Phase I Option</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>6 Months (SBIR)</td>
<td>6 Months</td>
</tr>
<tr>
<td></td>
<td>7 Months (STTR)</td>
<td>70K</td>
</tr>
<tr>
<td></td>
<td>80K</td>
<td>150K</td>
</tr>
<tr>
<td></td>
<td>FFP Contract</td>
<td>NTE $150K</td>
</tr>
</tbody>
</table>

### Technology Development and Prototype Demonstration

<table>
<thead>
<tr>
<th>Phase II</th>
<th>Phase II Base</th>
<th>Phase II Option 1</th>
<th>Phase II Option 2</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18 Months</td>
<td>9 Months</td>
<td>~12-18 Months</td>
</tr>
<tr>
<td></td>
<td>≤ $500K</td>
<td>≤ $250K</td>
<td>≤750K total</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TTP required</td>
<td>1:1 cost match</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SBIR PM/PO review for Option 2 at exit</td>
<td>≤ $375K SBIR</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>≤ $375K match</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Signed TTA</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Required</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>≥ to TRL 4 at exit</td>
</tr>
<tr>
<td></td>
<td>CPFF Contract</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**NTE $1.125M SBIR/STTR Funding**

### Prototype Testing & Evaluation Technology Demo & Validation

<table>
<thead>
<tr>
<th>Subsequent Phase II</th>
<th>Contingent upon having a successful project with a committed Transition Sponsor/Path</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Up to 24 months</td>
</tr>
<tr>
<td></td>
<td>1:1 cost match</td>
</tr>
<tr>
<td></td>
<td>Signed TTA required</td>
</tr>
<tr>
<td></td>
<td>Minimum TRL 4 at entry</td>
</tr>
<tr>
<td></td>
<td>CPFF Contract</td>
</tr>
<tr>
<td></td>
<td>NTE $1.5M SBIR/STTR Funding</td>
</tr>
</tbody>
</table>

**NOTE: A ‘Subsequent Phase II’ is a Requirements Driven process; i.e., based upon Acquisition program needs.**

### Commercialization Transition

<table>
<thead>
<tr>
<th>Phase III</th>
<th>Transition to Acquisition Program</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Non-SBIR/STTR $ (Private sector or Non-SBIR Gov. $)</td>
</tr>
<tr>
<td></td>
<td>Unlimited POP</td>
</tr>
<tr>
<td></td>
<td>SBC Extension of Data Rights and Sole Source Designation</td>
</tr>
<tr>
<td></td>
<td>Contract Type Varies Phase III contracts may be awarded without competition after Phase I/II</td>
</tr>
<tr>
<td></td>
<td>No limit on funding (Just Non-SBIR/STTR)</td>
</tr>
</tbody>
</table>

### NTE $2.775M Total SBIR/STTR Funding

### TRL:

- 0 - 3
- 2 - 5
- 4 - 7
- 6 - 9

**Phase III – can occur anytime after Phase I and is funded with non-SBIR/STTR $**

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TTP: Technology Transition Plan  
TTA: Technology Transition Agreement

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Updated 2 Apr 2014
Learn about:

• SBIR/STTR Policies and Procedures

• SBIR/STTR Phases (funding, timelines, requirements, etc.)

• Solicitation schedules

• Links to SYSCOM sites

• Program POCs

• Submitting Proposals

• Getting Started / Getting Paid
Proposal Tips

• Carefully read the entire solicitation and address all requirements

• *Incumbents:* The Government cannot use performance under an existing contract to determine the extent to which you meet the requirements under the technical and management portions of the solicitation

• Carefully read the evaluation criteria and pay close attention to the relative importance of the factors

• Ask questions during Q&A phase
Proposal Tips

• If you are bidding to a requirement outside your “core” area of expertise, make sure that your proposal addresses the specific requirements of the solicitation (3rd party review?)

• Prepare your statement of work in accordance with the SOW template (BAA)
  ✓ Address work for each period (base, option) in separate sections
  ✓ Describe the research and tasks to be pursued/completed under the contract
  ✓ Ensure deliverables in SOW are consistent with CDRLS (if submitted) and information in Proposal Checklist
Proposal Tips

✓ Follow the BAA solicitation proposal instructions
✓ Avoid zip files or passwords for documents
✓ Provide requested supporting documentation with your proposal
✓ Submit a Subcontracting Plan as required (over $650K and other than a small business) with positive goals
✓ Avoid proposing equipment or facilities unless special circumstances apply (GFP or CAP)
### Small Business Trend

<table>
<thead>
<tr>
<th>Category</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14*</th>
<th>FY15**</th>
<th>FY15 Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>39.76%</td>
<td>40.08%</td>
<td>40.70%</td>
<td>44.33%</td>
<td>41.00%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>0.08%</td>
<td>0.17%</td>
<td>0.17%</td>
<td>0.21%</td>
<td>0.25%</td>
</tr>
<tr>
<td>SDB</td>
<td>3.83%</td>
<td>3.73%</td>
<td>3.83%</td>
<td>4.43%</td>
<td>4.00%</td>
</tr>
<tr>
<td>WOSB</td>
<td>3.45%</td>
<td>3.86%</td>
<td>3.46%</td>
<td>3.32%</td>
<td>3.50%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>2.12%</td>
<td>1.82%</td>
<td>1.63%</td>
<td>3.12%</td>
<td>1.50%</td>
</tr>
</tbody>
</table>

*During FY14 ONR spent $1.284B in Procurement $s of which $522M was awarded to Small Business.

** Data as of 10 Aug 2015

**Acronym:**

- **HUBZone** - Historically Underutilized Business Zone
- **SDB** - Small Disadvantaged Business
- **WOSB** - Women-Owned Small Business
- **SDVOSB** - Service-Disabled Veteran-Owned Small Business

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Where to Find Us Online

www.onr.navy.mil
Questions?
Additional Facts and Information
HOW TO CONTACT ONR OSBP:

ONR Small Business POC:

Brenda Pickett
Associate Director Office of Small Business Programs
Office of Naval Research
875 North Randolph Street
Arlington, VA 22203

Phone: (703) 696-2607
E-mail: brenda.pickett@navy.mil
HOW TO CONTACT NRL OSBP:

NRL Small Business POC:

Susan Kelly
Deputy Director for Small Business
Office of Small Business Programs
Naval Research Laboratory
4555 Overlook Avenue, S.W.
Washington DC 20375-5320
Phone: (202) 767-6815
E-mail: sue.kelly@nrl.navy.mil
Website: http://sadbu.nrl.navy.mil/
ONR and NRL both possess acquisition authority to execute contracts, simplified acquisitions, grants, cooperative agreements and other transactions:

ONR’s Acquisition Department – provides business advice, award execution, award administration, policy development and e-business solutions to ONR’s provider network thru partnership with the science and technology community. The Acquisition Department executes a variety of acquisition vehicles at various dollar thresholds.

ONR’s main office is located in Arlington, VA and primarily performs pre-award functions.

In addition we have five regional offices located in Atlanta, GA; Boston, MA; Chicago, IL; San Diego, CA; and Seattle, WA whose primary function is to perform post-award functions for colleges, universities and non-profit organizations for not only ONR, but Navy, Army, Air Force, DoD, and other Federal Activities. [http://www.onr.navy.mil/Contracts-Grants.aspx](http://www.onr.navy.mil/Contracts-Grants.aspx)
NRL has a Contracting Division which executes requirements which exceeds $150K; and a Purchasing Division which is responsible for procuring requirements at or below the Simplified Acquisition threshold of $150K:

**NRL Contracting Division** - is responsible for the acquisition of outcomes, materials and services valued in excess of the simplified acquisition threshold. The NRL Contracting Division is located at the NRL main site in Washington, DC with a section located at the NRL site at Stennis Space Center, MS. [http://heron.nrl.navy.mil/contracts/home.htm](http://heron.nrl.navy.mil/contracts/home.htm)

**NRL Supply and Information Services Division** - is responsible for procuring outcomes, materials & services with an estimated price at or below $150K, on the Open market. Additionally, they procure materials & services from GSA Schedule contracts and other indefinite delivery type contracts up to the maximum order limit of the contract. They have an unlimited authority when ordering from the Government's Wholesale Supply System. [http://supply.nrl.navy.mil/home.htm](http://supply.nrl.navy.mil/home.htm)
In addition, the NRL Supply and Information Services Division maintains a current mailing source list utilizing an automated system; companies' information may be emailed to \texttt{SolQnA@nrl.navy.mil}, faxed to (202) 767-0367 or mailed to:

\textbf{Naval Research Laboratory}

\textit{Technical Staff, Code 3441.3}

\textit{4555 Overlook Ave., SW}

\textit{Washington, D.C. 20375-5329}
In addition, the Supply Division has designated Monday mornings as 'Vendor Days', to allow contractors/vendors an opportunity to come in and meet the Contracting Officers/Purchasing Agents. To schedule an appointment/questions contact (202) 767-0375 or by mail to:

Naval Research Laboratory
Purchasing Branch, Code 3410
4555 Overlook Ave., SW
Washington, D.C. 20375-5329

'However, Mondays during the month of September as well as those during the Christmas Holidays are excluded.
“Locating Potential Business Opportunities

NRL Purchasing Department Points of Contact:

NRL Supply Officer (202) 767-3446
Purchasing Branch Head (202) 767-2303
Small Purchase (202) 767-9288

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“Locating Potential Business Opportunities

WHERE TO LOCATE ONR BUSINESS OPPORTUNITIES:

ONR Broad Agency Announcements:

ONR Request for Information:

ONR Request for Proposals:

ONR Request for Quotations:
WHERE TO LOCATE NRL BUSINESS OPPORTUNITIES:

NRL Request for Proposals:  

NRL Announcements for Architect and Engineering Services:  

NRL Civil Works Requirements:  

NRL Pending Requirements:  

NRL Sources Sought Notices:  
WHERE TO LOCATE NRL BUSINESS OPPORTUNITIES:

NRL Broad Agency Announcements:

NRL Supply Division Business Opportunities:
NAVY/ONR SMALL BUSINESS INNOVATION RESEARCH (SBIR)/SMALL BUSINESS TECHNOLOGY TRANSFER (STTR) PROGRAM

*Through the Navy’s Small Business Innovation Research (SBIR) Program, small businesses of 500 people or less have the opportunity to address naval needs in more than 30 science and technology areas.

*Navy SBIR provides the fleet with innovative advances in technology developed by small firms. SBIR participants benefit both from program awards as well as the further development and commercialization of the resulting products.

*Navy’s Small Business Technology Transfer (STTR) program is intended to foster transitions of joint efforts between qualified small businesses and research institutions to Navy and Marine Corps, in particular.

*Small businesses may register for the Department of Defense (DoD) SBIR solicitation and related mailing lists on-line via the DoD SBIR home page.

For detailed information about the Navy’s SBIR/STTR program, visit: www.navysbir.com.