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?

We need YOUR Solutions
Participating DON SYSCOMs

Bob Smith
Director, DON SBIR/STTR

Lee Ann Boyer
DON CRP
Program Manager

Dusty Lang (Acting)
DON STTR
Program Manager

NAVSEA
Dean Putnam
Program Manager
SBIR/STTR/CRP

ONR
Lore-Anne Ponirakis
Program Manager
SBIR

NAVAIR
Donna Moore
Program Manager
SBIR

MARCOR
Elizabeth Madden
Program Manager
SBIR/STTR/CRP

SPAWAR
John Thom (Acting)
Program Manager
SBIR/STTR/CRP

NAVSEU
Mark Deebel
Program Manager
SBIR/STTR/CRP

NSMA
John Keiran
Program Manager
SBIR/STTR/CRP

SSP
Mark Hrbacek
Program Manager
SBIR/STTR/CRP

NAVFAC
Kail Macias
Program Manager
SBIR/STTR/CRP

DISTRIBUTION STATEMENT A. Approved for public release
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!
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

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

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

200% ROI (SBIR/Non-SBIR)

DISTRIBUTION STATEMENT A. Approved for public release
# SBIR/STTR Program Award Structure

**DON SYSCOMs tailor as needed**

### Phase I
- **Base**
  - 6 Months (SBIR)
  - 7 Months (STTR)
  - $80K
- **Option**
  - 6 Months
  - $70K

**Contract Types**
- FFP Contract
- NTE $150K

### Phase II
- **Base**
  - ~18 Months
  - $500K-$1M
- **Option 1**
  - ~9 Months
  - TIP required
  - SBIR PM/PO review for Option 2 at exit
- **Option 2**
  - ~12-18 Months
  - Signed TTA may be required
  - TRL 4 at exit

**Contract Types**
- CPFF Contract
- NTE $1.5M SBIR/STTR Funding

### Subsequent Phase II
- Contingent upon having a successful project with a committed Transition Sponsor/Path
- Up to 24 months
- 1:1 cost match
- Signed TTA required
- Minimum TRL 4 at entry

**Contract Types**
- CPFF Contract
- NTE $1.5M SBIR/STTR Funding

### Total SBIR/STTR Funding
- NTE $3,150,000

### Phase III
- Transition to Acquisition Program
  - Non-SBIR/STTR $ (Private sector or Non-SBIR/STTR Gov. $)
  - Unlimited POP
  - SBC Extension of Data Rights and Sole Source Designation

**Contract Type Varies - Phase IIs may be awarded without competition after Phase I or Phase II**
- No limit on funding (only non-SBIR/STTR)

### TRL:
- 0 - 3
- 2 - 5
- 4 - 7
- 6 - 9

---

**NOTE:** A 'Subsequent Phase II' is a Requirements Driven process; i.e., based upon Acquisition program needs.
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)
www.navysbirsearch.com
FREE to Public
### DON SBIR/STTR Points of Contact

**Mr. Bob Smith**  
**Director, DON SBIR/STTR**  
robert.l.smith6@navy.mil

<table>
<thead>
<tr>
<th>SYSCOM</th>
<th>Program Manager</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Naval Sea Systems Command (NAVSEA)</td>
<td>Dean Putnam</td>
<td><a href="mailto:dean.putnam@navy.mil">dean.putnam@navy.mil</a></td>
</tr>
<tr>
<td>Naval Air Systems Command (NAVAIR)</td>
<td>Donna Moore</td>
<td><a href="mailto:donna.moore@navy.mil">donna.moore@navy.mil</a></td>
</tr>
<tr>
<td>Office of Naval Research (ONR)</td>
<td>Lore-Anne Ponirakis</td>
<td><a href="mailto:loreanne.ponirakis@navy.mil">loreanne.ponirakis@navy.mil</a></td>
</tr>
<tr>
<td>Space &amp; Warfare Systems Command (SPAWAR)</td>
<td>John Thom (Acting)</td>
<td><a href="mailto:john.thom@navy.mil">john.thom@navy.mil</a></td>
</tr>
<tr>
<td>Marine Corps Systems Command (MARCOR)</td>
<td>Elizabeth Madden</td>
<td><a href="mailto:elizabeth.madden@navy.mil">elizabeth.madden@navy.mil</a></td>
</tr>
<tr>
<td>Naval Supply Systems Command (NAVSUP)</td>
<td>Mark Deebel</td>
<td><a href="mailto:mark.deebel@navy.mil">mark.deebel@navy.mil</a></td>
</tr>
<tr>
<td>Naval Facilities Engineering Command (NAVFAC)</td>
<td>Kail Macias</td>
<td><a href="mailto:kail.macias@navy.mil">kail.macias@navy.mil</a></td>
</tr>
<tr>
<td>Strategic Systems Program (SSP)</td>
<td>Mark Hrbacek</td>
<td><a href="mailto:mark.hrbacek@ssp.navy.mil">mark.hrbacek@ssp.navy.mil</a></td>
</tr>
<tr>
<td>Navy Systems Management Activity (NSMA)</td>
<td>John Keiran</td>
<td><a href="mailto:john.keiran@navy.mil">john.keiran@navy.mil</a></td>
</tr>
</tbody>
</table>

[www.navysbir.com](http://www.navysbir.com)  
*Check for the most up to date information about the program, topics, awards, and more!*