AMC
Small Business Conference
3 November 2005
Through the Army SBIR Program, we call upon our small business community to fulfill the needs of our Soldiers deployed around the world...

**MISSION:** The Army SBIR program is designed to provide small, high-tech businesses the opportunity to propose innovative Research and Development solutions in response to critical Army needs.
Force Operating Capabilities (FOC)

TRADOC Pamphlet 525-66 (1 July 2005)

- Battle Command
- Battlespace Awareness
- Mounted / Dismounted Maneuver
- Air Maneuver
- Maneuver Sustainment
- Maneuver Support
- Protection

- Strategic Responsiveness and Deployability
- Line of Sight / Beyond Line of Sight, Non-Line of Sight, Lethality
- Human Engineering
- Training, Leader Development and Education

*Provides focus for the Army’s Science and Technology Master Plan*
Army Science and Technology Focus

Army Posture Statement 2005
http://www.army.mil/aps/

- Networked battle command and logistics systems
- Networked precision missiles and gun-launched munitions
- Improved intelligence sensors
- Active and passive protection systems
- Unmanned ground and air systems
- Low-cost multispectral sensors
- Detection and neutralization of mines and Improvised Explosive Devices (IEDs)
- Identification of friendly forces in combat
- Development of medical technology for self-diagnosis and treatment
- Identification of hostile fire indicators
- Training systems
Army SBIR Process

Topics

Phase I

Feasibility Study
$70K, 6 Months
$50K Option
(Gap Funding)

Phase II

Prototype Development
$730K, 2 Years

Phase II Plus
*$500K matching funds, 1 Year
*as of 1 July

Commercialization
Transition to Federal Gov’t or Private Program

Phase I + Phase II+ Phase II Plus = $1.35 Million

~10% of proposals submitted are selected

~50% invited proposals are selected

No SBIR Funds
Army SBIR Award History

<table>
<thead>
<tr>
<th>Phase I Awards</th>
<th>FY00</th>
<th>FY01</th>
<th>FY02</th>
<th>FY03</th>
<th>FY04</th>
<th>FY05</th>
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<td></td>
<td>249</td>
<td>317</td>
<td>354</td>
<td>352</td>
<td>356</td>
<td>371</td>
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<tr>
<td>Phase II Awards</td>
<td>139</td>
<td>151</td>
<td>180</td>
<td>222</td>
<td>237</td>
<td>259</td>
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Army Budget History

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>FY00</th>
<th>FY01</th>
<th>FY02</th>
<th>FY03</th>
<th>FY04</th>
<th>FY05</th>
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<tr>
<td>Millions</td>
<td>$110</td>
<td>$136</td>
<td>$151</td>
<td>$165</td>
<td>$228</td>
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Army SBIR Participating Organizations

Armament RD&E Center (ARDEC)
Army Research Institute (ARI)
Army Research Lab (ARL)
Army Test and Evaluation Center (ATEC)
Aviation and Missile RD&E Center (AMRDEC)
Communications-Electronics RD&E Center (CERDEC)
Edgewood Chemical Biological Center (ECBC)
Engineer Research and Development Center (ERDC)
Medical Research and Materiel Command (MRMC)
Natick Soldier Center (NSC)
Simulation and Training Technology Center (STTC)
Tank-Automotive RD&E Center (TARDEC)
Space & Missile Defense Command (SMDC)
Army Program Executive Offices (PEOs)
Proposal Evaluation
A two-tiered process:

Tier 1
Field
- TE (Technical Evaluator)
- TC (Team Chief)

Tier 2
- 10 TACs
- SSB (Source Selection Board)
  (TACs)

Phase I Proposals Selected
- SSA (Source Selection Authority)

TRADOC & LOGISTICS “Lens”

Evaluation Criteria:
1. Technical Merit
2. Primary Investigator Qualifications
3. Commercial Potential

TE = Technical Evaluator
TC = Team Chief
TAC = Technology Area Chief
TRADOC = Training and Doctrine Command
SSB = Source Selection Board
SSA = Source Selection Authority
PHASE 3

- Commercialization phase
- Duration: Unlimited
- Funding: Unlimited, but no SBIR funds may be used
- Goal: Market dual-use products or services to the Government and/or private sector

Cockpit Air Bag System
Simula, Inc.
Phoenix, AZ
- Over $42M in DoD sales

Innovative Communications and Electronic Warfare Antenna
FIRST RF Corporation
Boulder, CO
- $247K in DoD R&D
- Over $10.6M in DoD Sales

Biometric Security Systems
Ultra-Scan Corporation
Amherst, NY
- $1.1M in DoD R&D
- Over $6M in Fed R&D
- Over 1.5M in Fed and Private Sales
Army SBIR
Quality Awards Program

- Recognizes Top Phase II Performers each year
- All Phase II projects ending within year eligible for consideration
  - Army participating organizations nominations or
  - Companies self-nominate
- Selection board of Government & Industry Scientists and Businessmen
- Winners presented award in ceremony at Pentagon, hosted by a senior Army official
- Quality Award projects featured in annual Army SBIR Quality Awards brochure
# DoD Solicitation Key Dates

<table>
<thead>
<tr>
<th>SBIR FYxx.1</th>
<th>Solicitation Internet Release</th>
<th>Proposals Accepted Starting</th>
<th>Proposal Deadline</th>
<th>Contracts Awarded</th>
</tr>
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<tbody>
<tr>
<td>Approx. Nov. 1</td>
<td>Approx. Dec. 15</td>
<td>Approx. Jan. 15</td>
<td>Approx. May 15</td>
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<td>SBIR FYxx.2</td>
<td>Approx. May 1</td>
<td>Approx. Jun. 15</td>
<td>Approx. Jul. 15</td>
<td>Approx. Nov. 15</td>
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<td>SBIR FYxx.3</td>
<td>Approx. Aug. 1</td>
<td>Approx. Sep. 15</td>
<td>Approx. Oct. 15</td>
<td>Approx. Feb. 15</td>
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**2006.2**

- **Pre-Solicitation Period:** 1 May – 13 June 06
- **Solicitation Opens:** 14 June 06
- **Phase I Proposals Due:** 14 July 06
- **Award Notification:** Mid Oct 06
- **Contract Award:** Mid Nov 06
Small Business Technology Transfer (STTR)

- Encourages collaboration between small business and:
  - Universities
  - Non-Profit Research Institutions
  - Federally Funded Research & Development Centers (FFRDCs)

- Requires research institution partners (e.g., universities)
  - 40% minimum small business concerns (for-profit)
  - 30% minimum U.S. research institution (non-profit)

- $28.1M in FY05 Funding
- Phase I $100K, Phase II $750K
- No Phase I Option
- No Phase II Plus

Additional Information / Questions

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