Navy SBIR/STTR Programs

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PEO-SUB Executive Director

www.navysbir.com
Navy SBIR Program Goals

- Use small business to develop innovative R&D that address Navy needs
- Implement that technology into a Navy Weapon System
Leveraging Investment in Small Business

- Navy Programs
- Navy SBIR
- Small Business
- DoD/Other Government
- Private Sector Market
- Navy Mission

Funds from Navy Programs support Navy SBIR, which in turn supports Small Business. Small Business brings technology or product to the Private Sector Market, DoD/Other Government, and Navy Mission. Each of these entities then brings technology or product back to Small Business, creating a cycle of investment and innovation.
Navy Needs Are Diverse
Navy SBIR Program

Description

• Mission oriented R&D program
  - Over 80% of Naval topics address a specific need from a PEO/PM/FNC office (i.e. military application)

• Aligned with Acquisition Programs
  - Acquisition offices select topics and awardees based on their R&D priorities and SBIR funding allocation

• Provides small business an opportunity to meet Naval needs and requirements
  - Navy topics are found in every SBIR/STTR solicitation

• Provides transition assistance support
  - Transition Assistance Program (TAP)

• Decentralized management
  - Need to be aware of various specific guidelines
• All Phase II companies attend orientation
• Optional contractor service provided by Navy
• Business strategy development training
• Defense transition plan development training
• Course includes development of business plans, protection of intellectual property, license agreements, partnering, venture capital, etc
• 10 month program ends with companies briefing Naval PM’s, Industry and VC’s communities at 3 day forum
Funding and Program Managers

Program administration: John Williams, Director NAVY SBIR

FY 2006: NAVY SBIR ....$288M
NAVY STTR......$35M

Program execution*:

NAVY SBIR FY 2005 ($253) Funding Breakout:

NAVAIR……$108M    Janet McGovern
NAVSEA......$59M    Janet Jaensch
ONR..........$46M    Cathy Nodgaard
MARCOR… $12M    Paul Lambert
SPAWAR …. $15M    Linda Whittington
NSMA..........$8M    Leslie Ferguson

NAVSUP, SSPO, NAVFAC …~$5M
STTR…..$30M    Dottie Vincent

*each SYSOM has different guidelines for phase II
Program Phases

Phase I
- Base: $70K
- Option: $30K
- Feasibility:
  - 1/2-1 person/year

Phase II*
- Base: $600K
- Option: $150K
- 2-5 person-years
- ~2-yr. duration

Phase III
- Government or Private
- Production
- Further R&D
- Non-SBIR Funds
- Demonstration
- Commercialization
- Development

*varies by component
### Statistics for the SBIR programs:

<table>
<thead>
<tr>
<th>Year</th>
<th># of Topic</th>
<th>$M</th>
<th># of proposals</th>
<th># of Phase I</th>
<th># of Phase II</th>
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<td>192</td>
<td>129</td>
<td>1,798</td>
<td>241</td>
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<td>3,667</td>
<td>585</td>
<td>239</td>
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<td>2005</td>
<td>163</td>
<td>253</td>
<td>2,746</td>
<td>*500</td>
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### Statistics for STTR programs:

<table>
<thead>
<tr>
<th>Year</th>
<th># of Topic</th>
<th>$M</th>
<th># of proposals</th>
<th># of Phase I</th>
<th># of Phase II</th>
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<td>404</td>
<td>91</td>
<td>27</td>
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<tr>
<td>2005</td>
<td>33</td>
<td>30</td>
<td>467</td>
<td>96</td>
<td>*35</td>
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* estimated
**Small Business Participation**

**SBIR Proposals/Awards**

**Colorado Navy Phase I Proposals/Awards**

- 05.1 = 41 proposals/6 awards
- 05.2 = 16 proposals/3 awards
- 05.3 = 17 proposals/2 awards

**FY05 DOD SBIR AWARDS for Colorado**

<table>
<thead>
<tr>
<th>Ph I</th>
<th>Award</th>
<th>Amount</th>
<th>Ph II</th>
<th>Amount</th>
<th>Total SBIR for CO</th>
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<tbody>
<tr>
<td>646</td>
<td>99</td>
<td>$9,217,670</td>
<td>57</td>
<td>$41,846,815</td>
<td>$51,064,485</td>
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*Office of Naval Research – 364  12-10*
What Are The Odds

- Average 12 proposals per topic
- 2 phase I awards per topic
- 40% of Phase I proposals go to Phase II
What Does TAP do for the Small Business?

- Develops a business strategy for the technology transition
- Provides assistance (Dawnbreaker portfolio manager) to help coach/nag you along the process
- Provides a venue, Opportunity Forum, for contacts with key decision makers from Prime Contractors, PEO’s, Private Industry and Investment Community
- Provides tools to continue the transition path after graduation from TAP
  - Business plan
  - Elevator presentation
  - Company capability brochure
What you need to know!

• What is the target for your technology?
• Who is responsible for buying that target?
• Who is responsible for building that target?
• Who is responsible for maintaining that target?
• When can the target accept your technology?
• Where is the money to buy your technology?
• Why is your technology important to the target?
What you need to know!

- Will your technology meet the target’s requirements?
- What is the cost technology?
- Who will manufacture your technology?
- What is the TRL of your technology?
- Has your technology been tested, evaluated, accepted?
- Who/what is your competition?
Phase III Comparison

- Phase III data from DD 350 forms
- FY04 DOD Phase III funding was $456 M, Navy was $346 (76%) which came from 114 separate contracts to 81 individual firms
Get the most updated information on the Navy program
http://www.navysbir.com
Success Story Publication

- success story books highlighting SBIR and STTR companies that have transitioned technology
  - copies disseminated to Congressional leaders, PEO/PM’s, Large Primes, and Small Businesses