



Navy CPP an Overview

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2006 National Defense Authorization Act Sec. 252

- ❑ All four provisions amend original SBIR law, *15 USC 638* *and* emphasize the defense commercialization goal.
- ❑ Authorizes SECDEF and SECNAV to create CPP and identify SBIR research programs that have potential for rapid transition and meet high priority requirement.
- ❑ Requires involvement of PEOs and PMs in SBIR topic development, and Phase III transition planning and approval.
- ❑ Allows use of 1% of SBIR funds for CPP administration.
- ❑ Requires annual reporting of CPP and SBIR commercialization activities by PEOs, PMs and primes.
- ❑ Ties into SBIR law Executive Order 13329, which encourages manufacturing innovation.
- ❑ Allows for T&E work in Phases II and III.



Navy's CPP Vision

The Navy CPP initiative will accelerate the transition of SBIR projects into high priority Navy systems by providing needed assistance to SBIR firms and key technology stream participants.

Success occurs when the SBIR developed technology is inserted into a product or service to meet an identified Navy/DoD need.



Navy CPP

An Evolving Program

- ❑ Program is in infancy and will be subject to a modifications, variations and experimentation as we determine what works and does not.
- ❑ What will be discussed today and later this week are current strategies that will change over the next few years.
- ❑ First year has been spent studying best practices, documenting success trends, and strategizing. Second year's focus is on continued experimentation and evaluation.



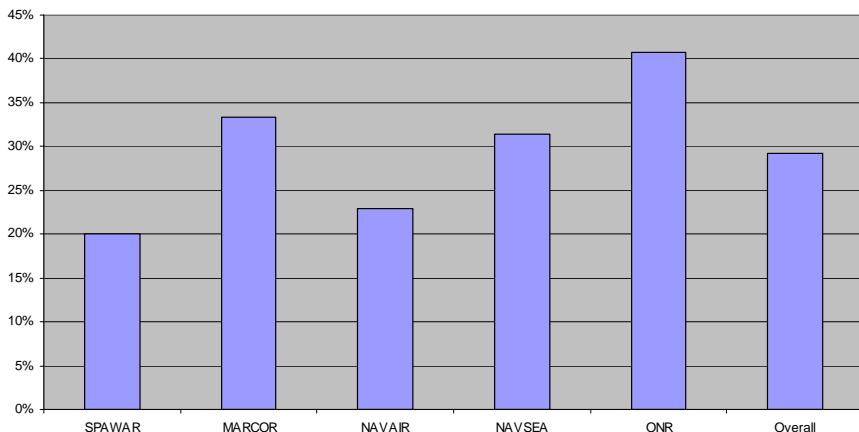
SBIR Accelerated Transition Initiative (SAT)

- ❑ Value that “super-sizing” Phase II’s has on technology insertion (add \$1M plus to Phase II)
- ❑ Ability to attract matching funding from a variety of sources, especially acquisition programs
- ❑ A way to “bridge the gap” between current Phase II efforts and acquisition program technology acceptance
- ❑ Ability to generate common data gathering and evaluation tools and processes that could be used to improve Navy-wide transition results

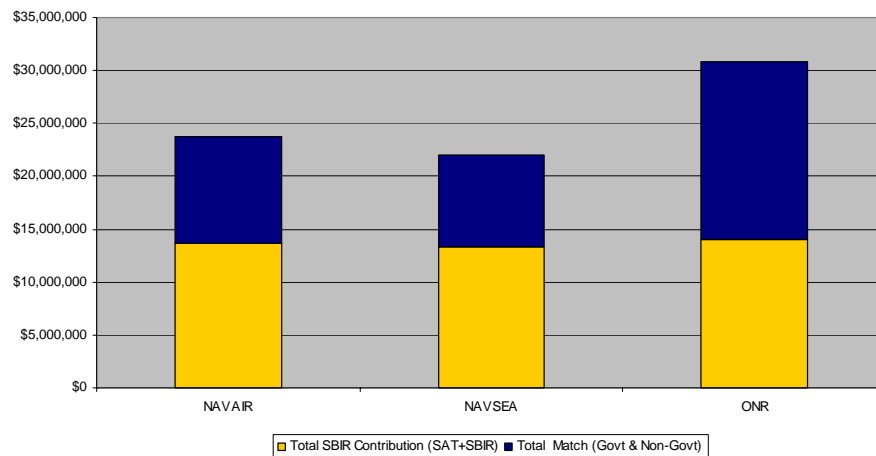


SAT Results

% Proposals Receiving Awards



SBIR Accelerated Transition Initiative (SAT) Project Funding by Source



- ❑ SAT received 120 proposals and is in the process of making 35 awards, a 29% acceptance rate.
- ❑ The total award value for the SAT contracts is expected to be \$81.2M with approximately \$37.1M or 45.7% provided by matching (non-SBIR or non-Government) funding.



Why CPP?

- ❑ To increase the transition from SBIR to Fielded Navy Systems. Some common impediments include:
 - ❑ Projects not mature enough at end of Phase II for transition
 - ❑ Topics aligned to programs already in Milestone B where most technology solutions are already determined (i.e., product arrives too late in process)
 - ❑ No funding to bridge the gap from Phase II to Phase III (TRL 5-7)
 - ❑ Primes/System Integrators view SBC's as "unreliable suppliers"
 - ❑ Need firms to "grow smartly" and prepare for transition to production earlier to be considered as potential manufacturer
 - ❑ Quality control and risk reduction efforts required for supplier certification/qualification largely go ignored/unfunded
 - ❑ Right product at the wrong time (no money to purchase items)
 - ❑ Primes and PM's not incentivized to incorporate SBIR technologies



How is CPP different?

- ❑ Focuses on transition vice technology development
- ❑ Focus on accelerating/streamlining SBIR process from topic development to Phase III award
- ❑ Specifically addresses high priority needs (tech pull)
- ❑ Allows for expanded Test & Evaluation support prior to Phase III increasing the maturity level (TRL 6/7 vs. 4/5)
- ❑ Will provide non-financial assistance to firms (e.g., Technology Insertion Planning, Manufacturing Assessments, Business Planning, Risk Assessments, Quality Assurance Certifications, Independent Testing Agents, etc.)
- ❑ Provides added funds so Navy can provide additional assistance
- ❑ Requires more interaction with PEOs and PM's



The Ideal CPP Candidate

- ❑ Technology that meets identified high priority DoN requirement
- ❑ Transition will result in quantifiable Life Cycle Cost savings to the Navy and improves affordability of new systems
- ❑ Clear transition path with insertion date < 3 years
- ❑ Matching funds from Program of Record or Prime
- ❑ Sound business and financial systems



Who do I Contact for More Info?

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