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.

VISION
To be the Army’s premier source of innovative technology solutions, providing direct access to America’s high-tech small business research and development community, enabling our Soldiers deployed around the world.

Army Small Business Innovation Research Program
Christopher S. Rinaldi, P.E.
Program Manager
13 Nov 2008
Outline

• What is SBIR?
• What is the SBIR process?
• Where can participants get help?
What is SBIR?

A congressionally mandated program...

- Increase small business participation in federally funded R&D
- Increase private sector commercialization of federal R&D
- Foster participation by minority and disadvantaged firms in technological innovation
- Stimulate technological innovation
Army SBIR Facts and Figures FY00-08

- 2,147 research topics…
- 29,582 proposals from industry…
- 5,013 contract awards…
- 26 participating organizations…
- Over $1.7 billion in research…

One mission…

the Soldier.
### Army SBIR Award History

<table>
<thead>
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<th>FY03</th>
<th>FY04</th>
<th>FY05</th>
<th>FY06</th>
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<tr>
<td><strong>Annual Budget</strong></td>
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<td>$- Millions</td>
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<td><strong>Phase I Awards</strong></td>
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<td>356</td>
<td>371</td>
<td>321</td>
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<tr>
<td><strong>Phase II Awards</strong></td>
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<td>259</td>
<td>218</td>
<td>185</td>
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Data publicly available at: [http://www.dodsbir.net/annualreport/annrpt.html](http://www.dodsbir.net/annualreport/annrpt.html)  
* Process ongoing
Army SBIR Process

Topics

Phase I

Feasibility Study
$70K, 6 Months

$50K Option
(Gap Funding)

~10% of proposals submitted selected

Phase I + Option + Phase II = $850,000

DoD Solicitation
Participation in all three solicitations

~$270M in FY08

Phase II

Prototype Development
$730K, 2 Years

~50% invited proposals selected

Commercialization Pilot Program (CPP)

Phase III

Commercialization Transition to Federal Govt or Private Program

No SBIR Funds
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)
DoD SBIR Solicitation Key Dates

3 Solicitations
- December – January
- May – June
- August – September

Submit all proposals via DoD Web Site:
http://www.dodsbir.net/submission
Proposals are evaluated using the following criteria (published in the Solicitation):

1. Technical feasibility
2. Personnel & facilities
3. Transition potential
Transition Assistance

**Commercialization Pilot Program (CPP)**

- Phase II Programs (~400)
- Identify the top 15% programs (25) for additional support
- Qualitative & Quantitative Evaluation Criteria
- $ Available for business planning

**Technical Assistance Advocates (TAA)**

- Technical Assistance Advocates
  - National Capital Region
  - Southeast Region
  - Mid-Atlantic Command and Control Region
  - Mid-Atlantic Armaments Region
  - Midwest Region
- Gated Management Reviews (GMRs)
- $ Available for Program Enhancement
Where Can Participants Get Help?

1. DoD SBIR Helpdesk (1-866-724-7457)
2. Army SBIR Helpdesk (703-806-2085)
3. During Pre-Solicitation Period, Topic Authors are available to answer questions put directly to them. (via the DoD website)
4. Army Program Assistance (via telephone & email for funded programs)
www.armysbir.com
Great technology?
No current topic?
SUGGEST ONE!

Topic Suggestions from Industry and Academia

Topic authors encouraged to collaborate with industry during topic development process
Contact Information

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