DoD SBIR/STTR Overview

NDIA
Sept 24, 2015 | Springfield, VA

Steve Sullivan, Acting Program Administrator
Panelists

Steve Sullivan, Office of Small Business Programs

Bob Smith, Navy

David Sikora, Air Force

Elissa Sobolewski, Department of Homeland Security
“SBIR allowed us to pursue several innovative programs that would not have been possible. SBIR helped develop the CDMA technology and application integrated circuit that brings 2/3 of their revenue.”

Dr. Irwin Mark Jacobs, Cofounder of Qualcomm

**Effects of SBIR funding**
- Resulted in 2/3 of Qualcomm’s current revenue
- Led to OmniTRACS – a trucking service to track progress of drivers using digital satellite systems
- Sold over 118,000 units and is the largest in its market

**Founded in 1985**
- First SBIR Award: 1987 with 35 employees
- Total SBIR Funding: $1.5M from 1987–1990

**2015**
- Annual Revenue: $11 billion
- Employees: 18,000
- Patents: 13,000
About SBIR/STTR Programs

Small Business Innovation Research (SBIR) Small Business Technology Transfer (STTR)

- Congressionally-mandated programs. SBIR started in 1982; STTR started in 1992
- Funded as a set-aside assessment of extramural R&D budget; SBIR for Agencies with >$100M RDT&E budget; STTR for Agencies with > $1B RDT&E budget
- Encourage participation by minorities and disadvantaged persons in technological innovation
- SBA programmatic authority over federal SBIR & STTR programs (Program Policy Directives)

Eligibility Requirements

**SBIR**
- Organized for-profit U.S. business, located in the U.S.
- At least 51% U.S.- owned by individuals and independently operated
- 500 or fewer employees
- Principal Investigator's (PI) primary employment with small business during project

**STTR**
- Formal Cooperative R&D Effort with a U.S. Research Institution
- Minimum 40% by small business, 30% by U.S. research institution
- Small business is Prime, PI can be from SBC or research Institution
- Intellectual Property Agreement
Contracts versus Grants

Contracting Agencies

- Agency establishes plans, protocols, requirements
- Highly focused topics
- Procurement mechanism
- More fiscal requirements
- Invoiced on Progress
- DoD, DHS, NASA, EPA, DOT

Granting Agencies

- Investigator initiates approach
- Less-specific topics
- Assistance mechanism
- More flexibility
- Allows upfront payment
- NSF, DoE, USDA

Contracting and Granting Agencies: HHS/NIH, DOC, ED
3 Phased Program

Phase I: Feasibility Study
- Award Guideline: $150K
- Duration: 6 months (SBIR)
  12 months (STTR)

Phase II: Full Research, R&D to Prototype
- Award Guideline: $1M
- Duration: 24 months

Phase III: Commercialization
- Non-SBIR/STTR funds
- Derives from, extends, or completes prior SBIR/STTR work
Federal Agencies

SBIR + STTR Programs

Department of Defense (DoD)
Department of Health and Human Services (HHS)
Department of Energy (DoE)
National Aeronautics and Space Administration (NASA)
National Science Foundation (NSF)

SBIR Program only:

Department of Agriculture (USDA)
Department of Education (DoEd)
Department of Transportation (DoT)
Environmental Protection Agency (EPA)
Department of Homeland Security (DHS)
Department of Commerce (DoC)
Army
Navy
Air Force
Missile Defense Agency (MDA)
Defense Threat Reduction Agency (DTRA)
Defense Logistics Agency (DLA)
Defense Advanced Research Projects Agency (DARPA)
Defense Health Program (DHP)
Chemical and Biological Defense (CBD)
Special Operations Command (SOCOM)
Defense Microelectronics Activity (DMEA)
National Geospatial Intelligence Agency (NGA)
What’s Unique About DoD

- Focused on the warfighter
- Largest SBIR program in the Federal Government
- DoD is both an investor and a customer
- Sole-sourcing allowed for follow-on awards
- Issues contracts not grants
- Retain data rights for 5 years
- Does not allow majority-owned by multiple Venture Capital Operating Companies (VCOCs), equity, or hedge funds to participate
600+ Topics per year
33% Of awardees have fewer than 10 employees
1,500 Phase I awards per year

950 Phase II awards per year
25% First time awardees
$31B In commercialized products & services
DoD Budget FY15

- SBIR: $940M
- STTR: $130M

- SBIR is 3.0% of RDT&E in FY16 (Oct 1)
- STTR is .45% of RDT&E in FY16 (Oct 1)
- DoD is >50% of Federal SBIR Budget

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Figures are in millions
Each year, the services and defense agencies within the DoD issue three SBIR solicitations and three STTR solicitations.

1. Solicitation Schedule
2. Find a Topic
3. Register Your Firm
4. Start a Proposal

https://sbir.defensebusiness.org
A DoD Agency-wide announcement includes:

- DoD Instructions
- Service/Component Unique Instructions
- Topics

**SBIR 15.3 STTR 15.C**
- Pre-Release: 8/27/15
- Open: 9/28/15
- Close: 10/28/15

**SBIR 16.1 STTR 16.A**
- Pre-Release: 12/11/15
- Open: 1/11/16
- Close: 2/17/16

**SBIR 16.2 STTR 16.B**
- Pre-Release: 4/22/16
- Open: 5/23/16
- Close: 6/22/16

**SBIR 16.3 STTR 16.C**
- Pre-Release: 8/26/16
- Open: 9/26/16
- Close: 10/26/16
Finding a Topic

• Click ‘Solicitation’ on the top menu to view instructions for each component.

• Instructions provide proposal submission and eligibility guidelines.

• SBIR/STTR topics for each Component.

https://sbir.defensebusiness.org/topics
Select a topic provides you the information you need to submit a proposal.

You can ask a question for clarification and you can view the questions and answers from other small business via the SITIS system.
Register Your Firm

Start a proposal in 2 easy steps:

1. Register as a user by clicking log in from the home page or on the top right of the menu bar

2. Log in and you will be taken to My Portal. Now join or create a firm
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1. Register as a user by clicking log in from the home page or on the top right of the menu bar.

2. Log in and you will be taken to My Portal. Now join or create a firm.
Register Your Firm

Joining a Firm

Registering a New Firm

Search by CAGE Code, DUNS Number or Federal Tax ID

Submit your firm’s contact information, point of contact and firm historical questions
• The following are required at time of submission of your proposal:
  • Federal Tax ID
  • SBA SBC ID
The following are required at time of award:
  • DUNS Number
  • CAGE Code
  • NAICS Code(s)
Questions? Contact us!

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✉️ sbirhelp@bytecubed.com

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