

# NAVAIR SBIR / STTR PROGRAM

**18 April 2023**

*Presented To:*

**NAWCAD Industry Day**

*Presented By:*

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**NAVAIR SBIR / STTR**  
**Program Manager**





# What is the NAVAIR SBIR/STTR Program?

- **SBIR** = **S**mall **B**usiness **I**nnovation **R**esearch
- **STTR** = **S**mall **B**usiness **T**echnology **T**ransfer
  - Small business must partner with research institutions
    - A university
    - A nonprofit institution
    - A contractor operated federally funded research and development center
- Highly competitive programs
- Three-phased award system

## SBIR Program Authorization

- Small Business Innovation Development Act of 1982, Public Law 97-219
- The SBIR & STTR Extension Act of 2022 reauthorized the program through 30 September 2025.



# What is the Purpose of the Program?

- Primary vehicle through which DoD funds small companies to perform innovative research and R&D projects
- Stimulate technological innovation
- Use business to meet Federal R/R&D needs
- Foster and encourage participation by the socially and economically disadvantaged small businesses and those that are 51 percent owned and controlled by women, in technological innovation
- Increase private sector commercialization of innovations derived from Federal R/R&D, thereby increasing competition, productivity, and economic growth



Source: Navy.mil



Source: Navy.mil

*Equipping tomorrow's fleet with the technological advantage today*

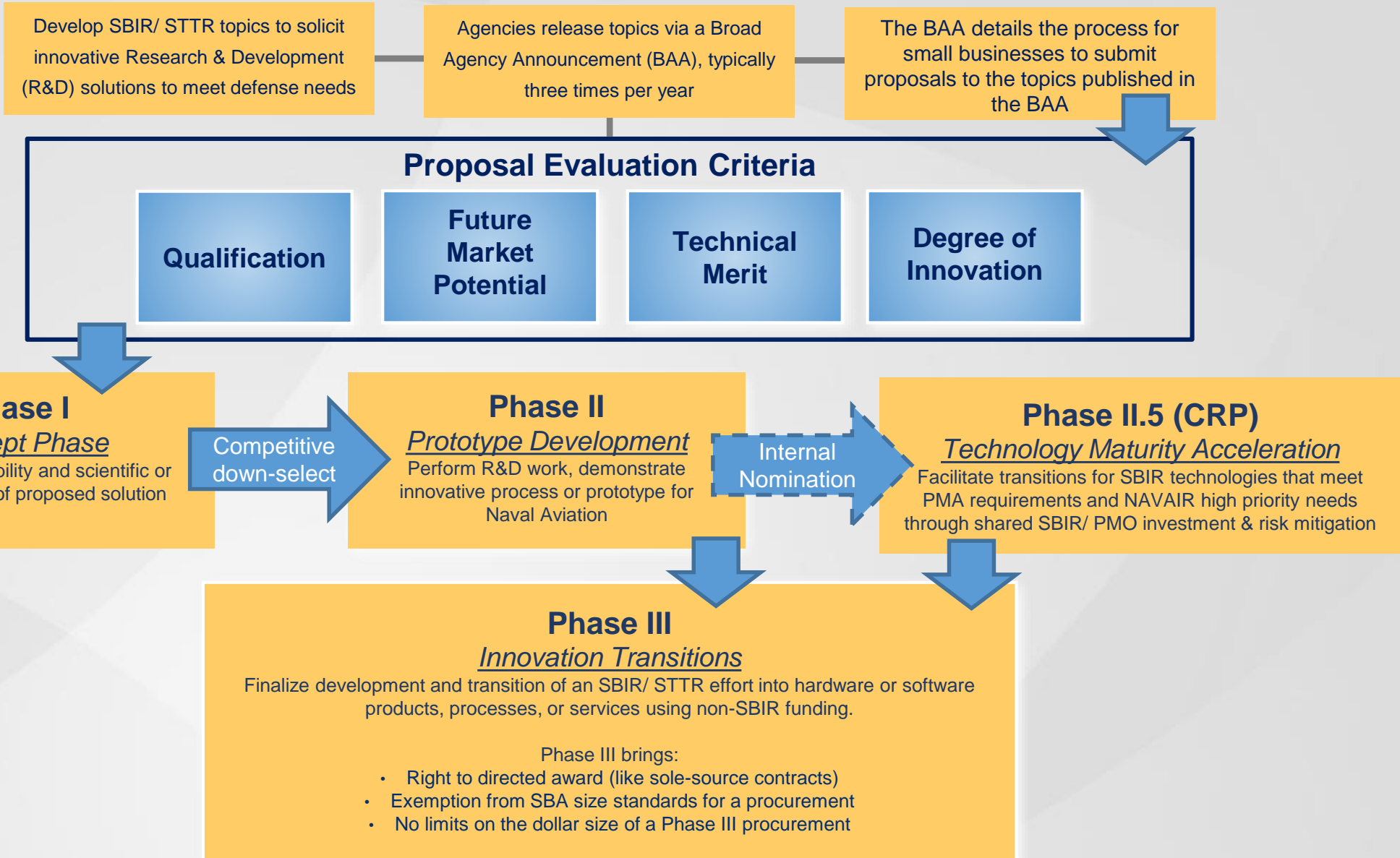


# Small Business Proposer Eligibility

- What qualifies as a small business...
  - Less than 500 employees
  - Independently owned and operated
  - Organized for profit
  - Principal place of business must be in the USA
- **SBIR:** Small business must perform a minimum of 66% research and/or analytical work in Phase I and 50% research and/or analytical work in Phase II.
- **STTR:** Small Business must perform minimum of 40% of research and/or analytical work and non-profit research institute must perform a minimum of 30%.
- Primary employment of Principal Investigator (PI) must be with small business (i.e. more than ½ of his time is with small business).
- All Research & Development (R&D) work must be performed in U.S.

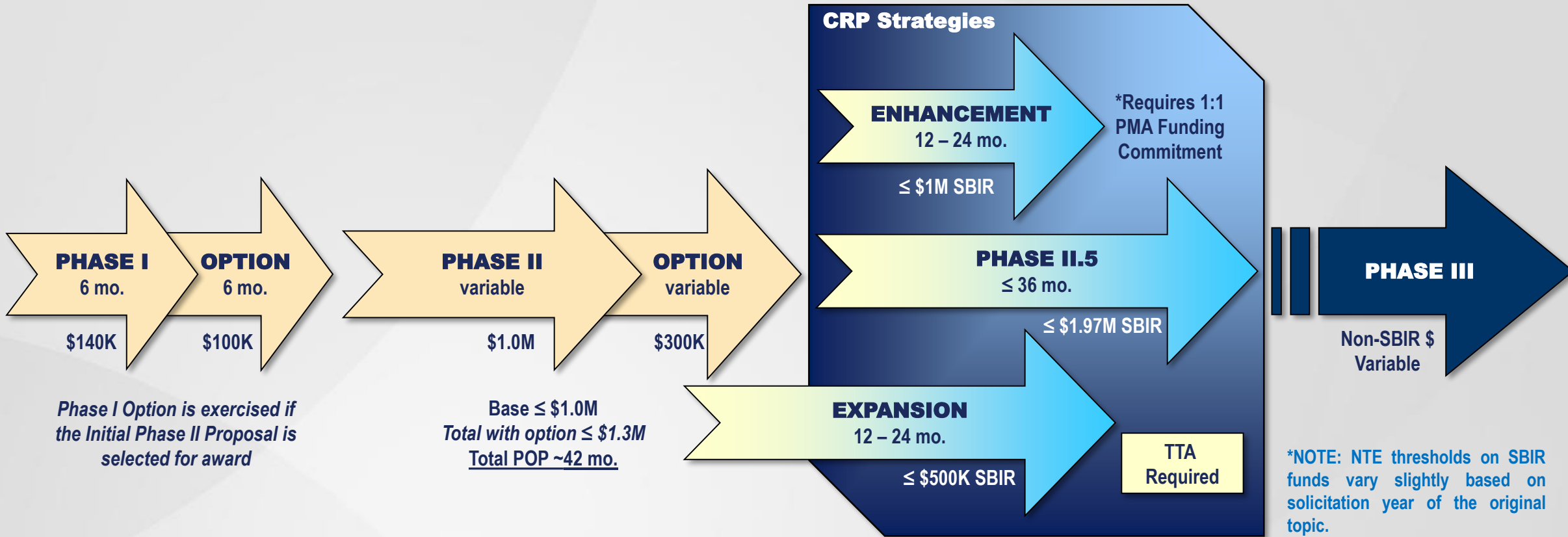
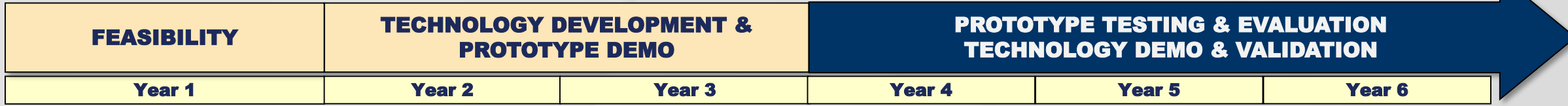


# The SBIR/STTR Program (How it Works)





# NAVAIR SBIR/ STTR Award Structure



<b>SBIR FUNDS*</b>	NTE \$240K	NTE \$1.97M	NTE \$1.97M	ANY
<b>CONTRACT</b>	FFP	Typically CPFF	Typically CPFF	
<b>TYPICAL TRL</b>	~ 1-3	~ 2-5	~ 4-7	~ 6-9



# Demonstration & Experimentation

NAVAIR SBIR/ STTR program management office will assist with coordinating activities, government expertise, venues, access and other support to identify and facilitate opportunities for demonstration and experimentation, test and evaluation of SBIR/ STTR technologies.

## Demonstration (Lower TRL)

- Assessing technologies in a laboratory, range or on an aircraft during a ground test event.
- Evaluate a technology's maturity in a relevant environment and capture stakeholder feedback on the merit, feasibility and commercial potential of technologies prior to acquisition testing and evaluation.

## Experimentation (Mid to High TRL)

- Coordinating industry technologies into mission-relevant environments across the DON for experimentation and testing, including fleet exercises and other warfare center events.
- Opportunities for industry partners to access to Department of Navy Modeling and Simulation Naval Integrated Live Virtual Constructive Environment events, program office and SBIR/STTR opportunities.

**Eligibility:** NAVAIR Phase II SBIR/ STTR projects that reach an appropriate level of maturity, are most likely to be prototyped, and Commercialization Readiness Program (CRP) projects



# Upcoming SBIR/STTR BAAs

- NAVAIR is participating in DoD SBIR 2023.2 and DoD STTR 2023.B BAAs
  - Pre-release: 19 Apr 2023 **(Tomorrow!)**
  - BAA opens: 17 May 2023
  - BAA close (proposals due): 14 June 2023
- NAVAIR will be participating in DoD SBIR Open Topic Call
  - Pre-release: 15 June 2023
  - BAA opens: 13 July 2023
  - BAA close (proposals due): 15 Aug 2023
- Submit proposals via the Defense SBIR/STTR Innovation Portal (DSIP) at:  
<https://www.dodsbirsttr.mil>







# NAVY Transition Programs



## SBIR / STTR Transition Program (STP) **22 Years Strong!**

- Annual 11-month Navy-funded Program for Phase II awardees
- Provides services to assist with transition of technologies through business mentoring, education, and networking
- Services provided by Business Consultants and Market Researchers:
  - Mentor on Government / Prime contractor relationships
  - Conduct market research appropriate to transition targets
  - Identify leads for potential transition opportunities
  - Promote technologies on the Virtual Transition Marketplace (VTM) – an online, searchable showcase accessible to Government and private sector
  - Assist with exhibiting at Forum for SBIR / STTR Transition (FST) Focused Technology Events
- **STP participants, on average, have 17% higher commercialization rates than SBIR/STTR companies that do not participate in STP**

[NavySTP.com](http://NavySTP.com)



# NAVY Transition Programs



## DON SBIR / STTR Experimentation Cell (DON-SEC)

- Connects SBIR innovators with the DON experimentation community to test innovative solutions
- Full spectrum of end-to-end facilitation, mentoring, and training in all aspects of experimentation
- Information at [NavySBIR.com/SEC](http://NavySBIR.com/SEC)

## NAVY Launch

- 10-month program to Educate + Accelerate + Scale beyond traditional defense markets; entrepreneur-first startup strategies
- Prioritize markets, explore private funding, discover customers, and engage for new growth

**Seek out SYSCOM-specific Transition Support**



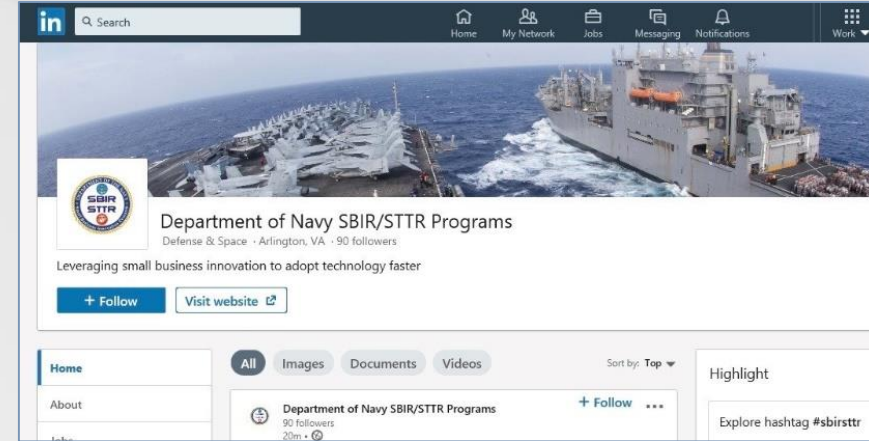
# SBIR / STTR Program Resources

- SBA tutorials available on [SBIR.gov](https://www.sbir.gov)
  - Program basics
  - Agency introductions
  - How to find topics
  - How to prepare a responsive proposal
  - SBIR data rights and International Traffic in Arms (ITAR)
- DON SBIR program information available on [navysbir.com](https://navysbir.com)
  - BAA schedules and links
  - Navy SBIR announcements
  - Event calendars
  - Navy SYSCOM POCs
  - Phase III Guidebook





# DON SBIR/STTR Programs on Social Media



**LinkedIn**  
[www.linkedin.com/company/donsbir](http://www.linkedin.com/company/donsbir)



**Twitter**  
[@donsbir](https://twitter.com/donsbir)



**Email**  
[Navair-sbir@us.navy.mil](mailto:Navair-sbir@us.navy.mil)

# QUESTIONS?

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# Back Up Slides



# SBIR Program Legislation and Guidance

- Small Business Innovation Development Act of 1982, Public Law 97-219
- The SBA has the statutory obligation to provide guidance to the participating Federal Agencies for the general operation of the SBIR and STTR programs
  - This guidance is referred to as the Policy Directive, or PD. It is prepared by SBA.
  - Federal Agencies participating in the SBIR and STTR programs are obligated to follow the guidance provided in the Policy Directive.
  - Each Agency is required to review its rules, policies, and guidance to ensure consistency with the relevant Policy Directive and make any necessary changes in accordance with each Agency's normal procedures.
- The SBIR & STTR Extension Act of 2022 reauthorized the program through 30 September 2025.
- Most recent Policy Directive revisions for both the SBIR and STTR programs were effective 01 Oct 2020.
- SECNAVINST 4380.9 (23 Jul 2018) defines governance of the Department of Navy's (DON) OSBP, SBIR, and STTR.