



Dept. of Navy SBIR and STTR Programs

An Overview for the 2012 Blue Coast Conference



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Director, DoN SBIR & STTR Programs

June 2012



Program Funding Basics

- **Federal Wide Program ~ \$2.0+ Billion**
- **SBIR - Small Business Innovative Research Program**
 - 2.6% of RDT&E in FY2012, rising to 3.2% for FY2017
- **STTR – Small Business Technology Transfer Program**
 - .3% of RDT&E in FY2012, rising to .45% for FY 2016
- **Programs Fund Innovative, High Tech Research with Small Businesses**



SBIR / STTR Participating Agencies



- **DOD** **SBIR/STTR**
- **HHS** **SBIR/STTR**
- **NASA** **SBIR/STTR**
- **DOE** **SBIR/STTR**
- **NSF** **SBIR/STTR**
- **DHS** **SBIR**
- **USDA** **SBIR**
- **DOC** **SBIR**
- **ED** **SBIR**
- **EPA** **SBIR**
- **DOT** **SBIR**



DoD Component Participation

SBIR + STTR Programs



Navy



Air Force



Army



Missile
Defense
Agency



Office of
Secretary of
Defense



DARPA

SBIR Program Only



Chemical and
Biological
Defense



Special
Operations
Command



Defense Threat
Reduction
Agency



Defense
Logistics
Agency



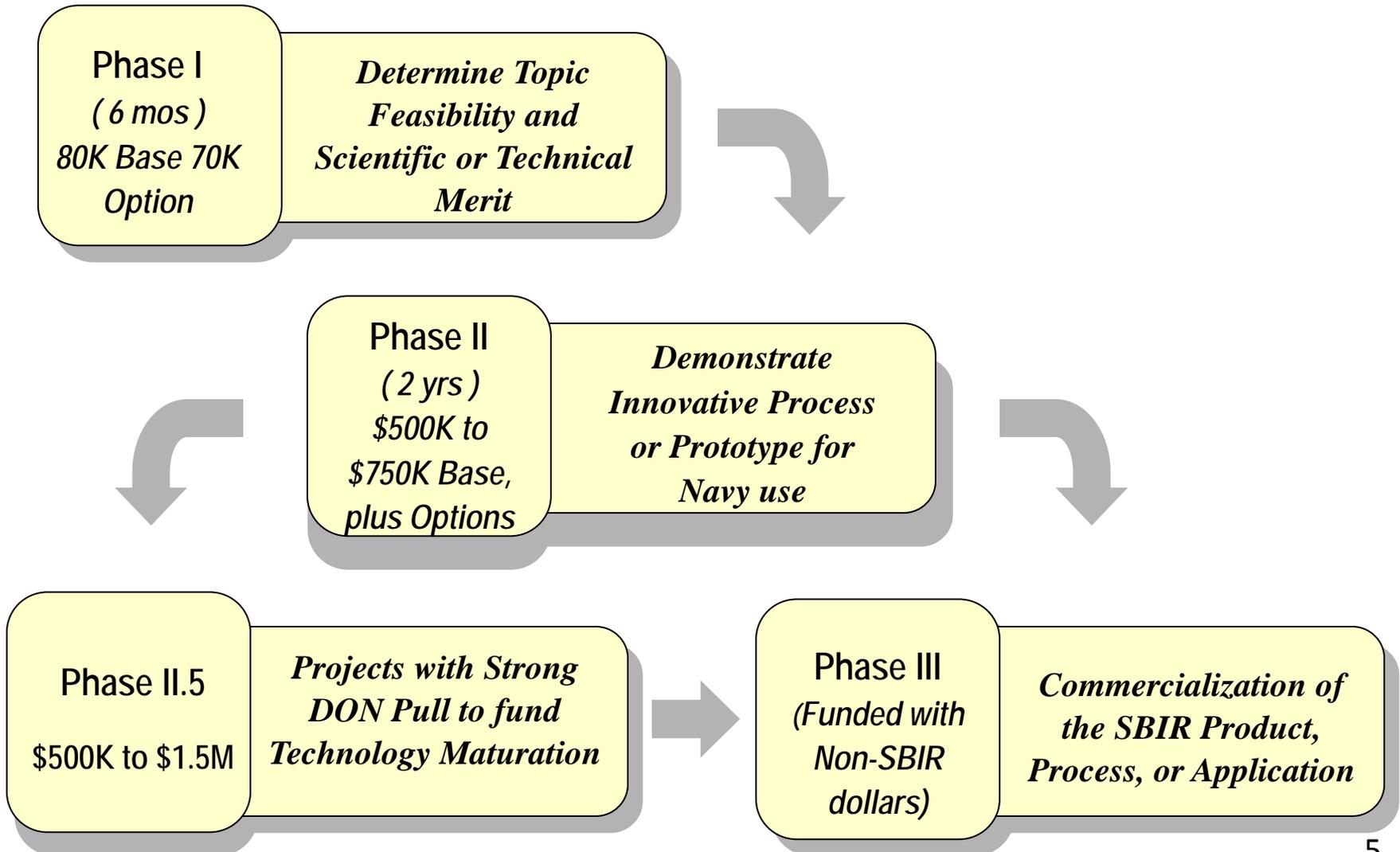
Defense
Microelectronic
s Activity



National
Geospatial
Intelligence
Agency



SBIR/STTR: A Three-phase Process





DON SBIR/STTR

Goals, Structure, Strategy

Goals

- **Use small business to develop innovative R&D that meets a DoN Need**
 - **Transition that technology to a DoN platform/ system**
-
- **Topics and awards based on R&D priorities and SBIR funding allocation. *The PEO gets back 90% of its SBIR/STTR tax.***
 - **Over 80% of Navy Topics are selected by PEO/PM/FNC office and address one of their specific needs -- not just “sponsored by”.**

Good Sources of Information

1. www.navysbir.com - www.navysbirsearch.com - www.dodsbir.net
2. www.zyn.com/sbir (best source to look for any Fed. Topic)
3. www.sba.gov - “Contracting – Working with the Government”



Department of Navy – By the Numbers

(FY12 ~\$264M)

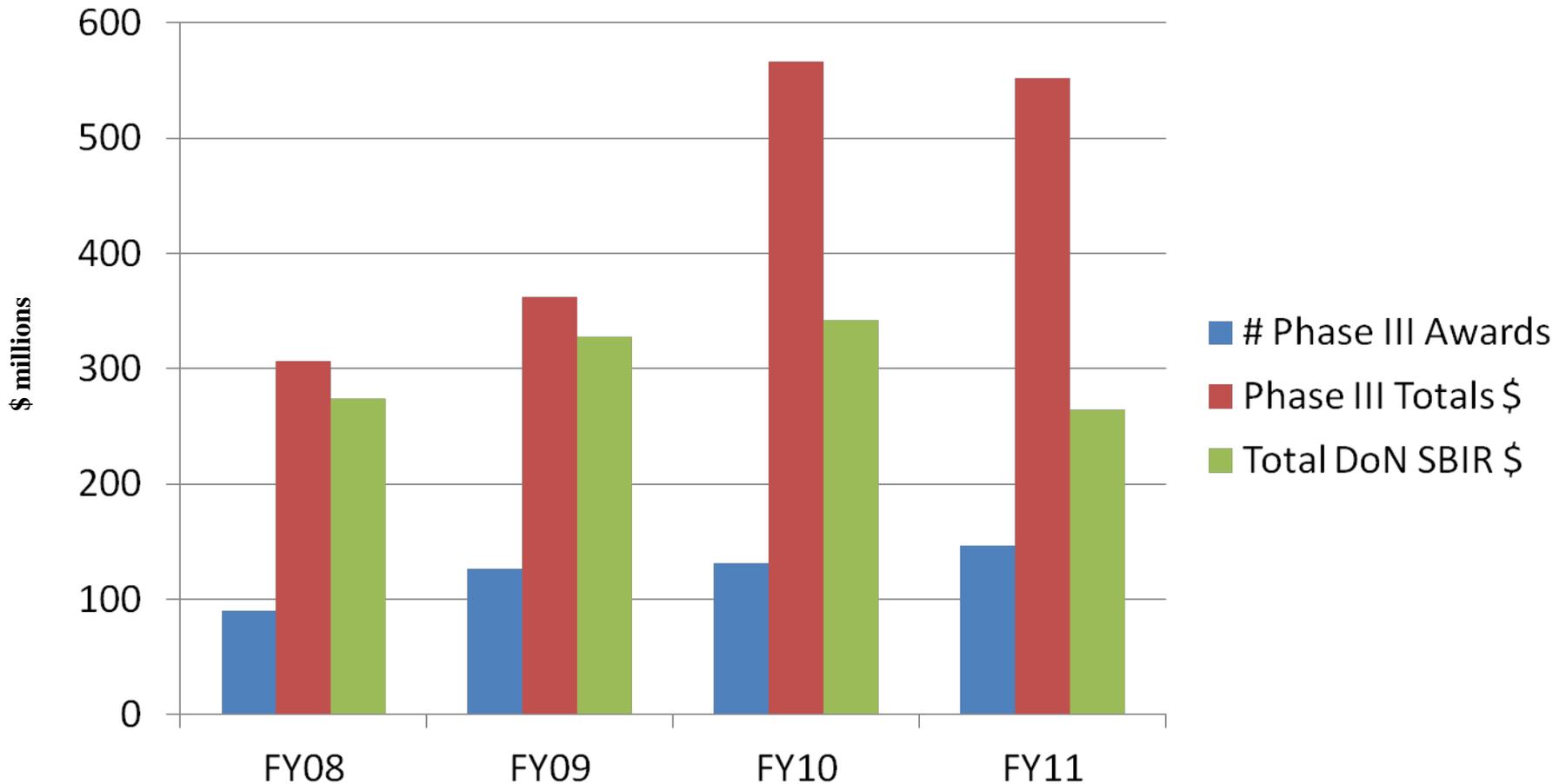
	FY08	FY09	FY10	FY11
Total DoN SBIR Funding per FY	\$274M	\$328M	\$342M	\$264M
DoN SBIR Topics issued that FY	219	224	233	181
Number Of Phase I Proposals	2708	3555	4098	3282
DoN Phase I Awards from FY Solicitations	555	597	693	483
Avg time to award Navy Phase I contracts	4.5 mo	4.8 mo	4.5 mo	4.5 mo
Navy Phase II Awards during FY	306	267	305	257
Navy Phase III Awards during FY	90	126	131	146
Amount of Navy Phase III Awards that FY	\$307M	\$362M	\$566M	\$552M
Percent Topics Addressing Green Technologies	9%	16%	26%	25%

On Average DoN has 1200+ open contracts



DoN SBIR FY2008 – FY2011

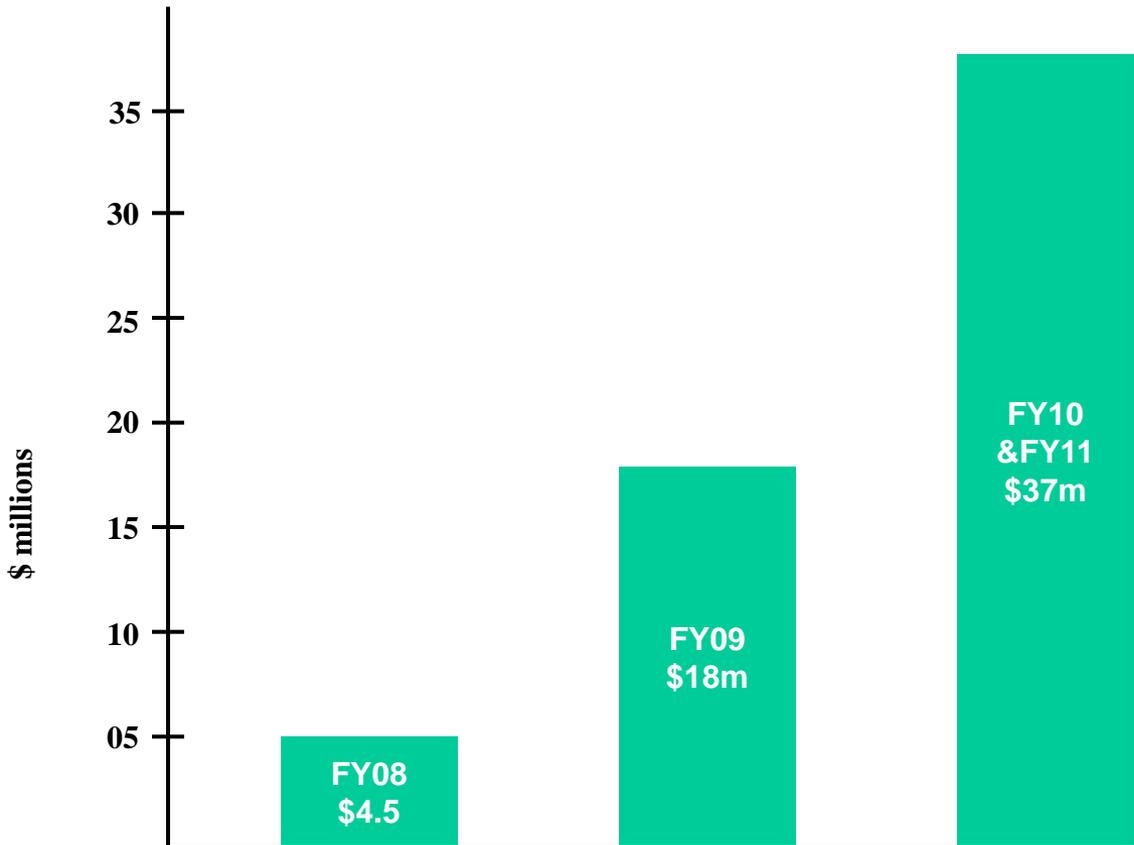
~45% of DoN Phase I projects receive Phase II awards, ~56% of Phase IIs receive follow-on sales revenues and/or investment (Phase III)



- **Phase III awards steady increased from 90 to 146**
- **Ratio of Phase III\$ to DoN SBIR\$ increased from 1.1 to 2.1**

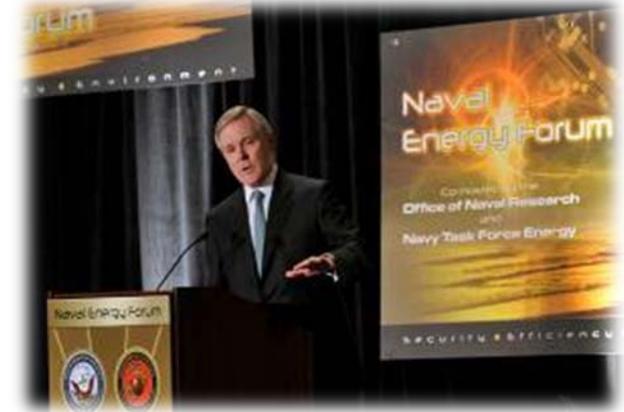


Green Technology SBIR/STTR Growth



SBIR/STTR Energy-related Topic investment

**MOU between DON/SBA signed Oct 2010*



**ONR Naval Energy Forum
October 2009**

- **Supporting SECNAV Energy Goals**
- **Promotes energy efficiency and renewable energy use**
- **Future growth opportunity!**



How Can Small Businesses Participate in DOD Program?

Solicitation Schedule

SBIR 12.1	Pre Open Close	November 9, 2011 December 12, 2011 January 13, 2010 at 6am EST
SBIR 12.2	Pre Close	April 24, 2012 June 27, 2012 at 6am EST
SBIR 12.3	Pre Close	July 26, 2012 September 26, 2012 at 6am EST
STTR 12.A	Pre Close	January 26, 2012 March 28, 2012 at 6am EST
STTR 12.B	Pre Close	July 26, 2012 September 26, 2012 at 6am EST

View solicitations via:

<http://www.acq.osd.mil/osbp/sbir/solicitations>



Submit proposals via :

<http://www.dodsbir.net/submission>





Example of Green Technologies in FY12.2 Open Solicitation

- N122-112 High Efficiency 808 nm Laser Pump Diode Arrays with Excellent Beam Quality
- N122-114 Robust Power Conversion/Conditioning Technologies for High Power Aircraft Applications
- N122-128 Efficient and Lightweight Cryogenic Gas Heat Exchanger
- N122-130 Innovative Silent Cooling Technology For Electronic Systems In Compact Spaces
- N122-135 High Power Vertical Gallium Nitride (GaN) Transistors on Native GaN Substrates for Power Switching Applications
- N122-139 Cost-Effective Technologies for Fabrication of PiezoCrystal Vector Velocity Sensors
- N122-140 Energy Efficient Signal Classifier for Dense Signal Environment
- N122-143 Analytical Processes for Predicting Nanosecond Response of Highly Rate-Sensitive Materials

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sonar

>> [Advanced Options](#)[Search](#)**Concept Cloud**

acoustic propagation + acoustic sources + audio signals + bow sonar + Compact Towed Sonar Array +
 multistatic sonar + oil exploration + Piezoelectric Single Crystals + receive array + shallow water + sin
 sonar detection + sonar signals + sonar transducers + sound velocity + submarine son
 undersea +

Related Areas Of Interest

- **shallow water**
 - sound velocity
 - ocean bottom
- **single crystal**
 - Piezoelectric Single Crystals
- **sonar array**
 - towed array
 - bow sonar
 - Imaging Sonar
 - receive array
 - sonar transducers
- **Other**
 - sonar detection
 - oil exploration

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85.63% Innovative Signal Processing Concepts for Active Emissions

Summary: This prototype system will contain and demonstrate the critical design elements of the AE functionality neces
 Virginia Class **sonar** at a later date. 2) Critical Design Element: To demonstrate the critical elements of our integrated AE s

Topic Number: N00-049**Firm Name:** Progeny Systems Corporation**Phase:** III**Award Start Date:** 08/01/2008**Award End/Mod Date:** 09/30/2013**Source:** Awarded Proposals**85.63% Compact Towed Sonar Array**

Summary: Compact Towed **Sonar** Array, ABSTRACT: A vector sensor with excellent noise performance in a small pack
 single crystal selected due to its outstanding properties that allow broad bandwidth and low noise in a compact sensor d



DoN Rapid Innovation Fund

- Created in FY2011 Defense Act, provided \$440M in R&D funds to accelerate the fielding of innovative technologies into high priority military systems.
- FY2011 RIF funding priority goes to small business, for projects that:
 - Enhance military capabilities
 - Reduce development, acquisition or sustainment costs
 - Reduce technical risk
 - Improve testing and evaluation outcomes
- Up to \$3M per project; completion within 24 months of award.
- FY2012 RIF will make \$200M available for a nearly identical program, with FY2013 RIF funding probable.
- RIF process entails expedited and streamlined submission, evaluation and selection process.

RIF Broad Agency Announcements advertised in the 9 July timeframe on www.FedBizOpps.gov - Information available at www.navysbir.com