



DEPARTMENT OF THE NAVY
Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

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DON SBIR/STTR programs provide opportunities for domestic small businesses and start-ups to deliver solutions to meet naval needs through Federal Research/Research and Development (R/R&D). These competitive, three phase, awards-based programs advance innovations with an aim toward transitioning the resulting technologies to the Force/Fleet and commercialization in private markets.



Mission

Support scientific excellence and technological innovation through the investment of Federal research funds in critical American priorities to build a strong national economy.

- Program goals are to:
 - Stimulate technological innovation.
 - Meet Federal research and development needs.
 - Foster and encourage participation in innovation and entrepreneurship by women and socially or economically disadvantaged persons.
 - Increase private-sector commercialization of innovations derived from Federal research and development funding.
 - Foster technology transfer through cooperative R&D between small businesses and research institutions (STTR).



Authorities

United States Code

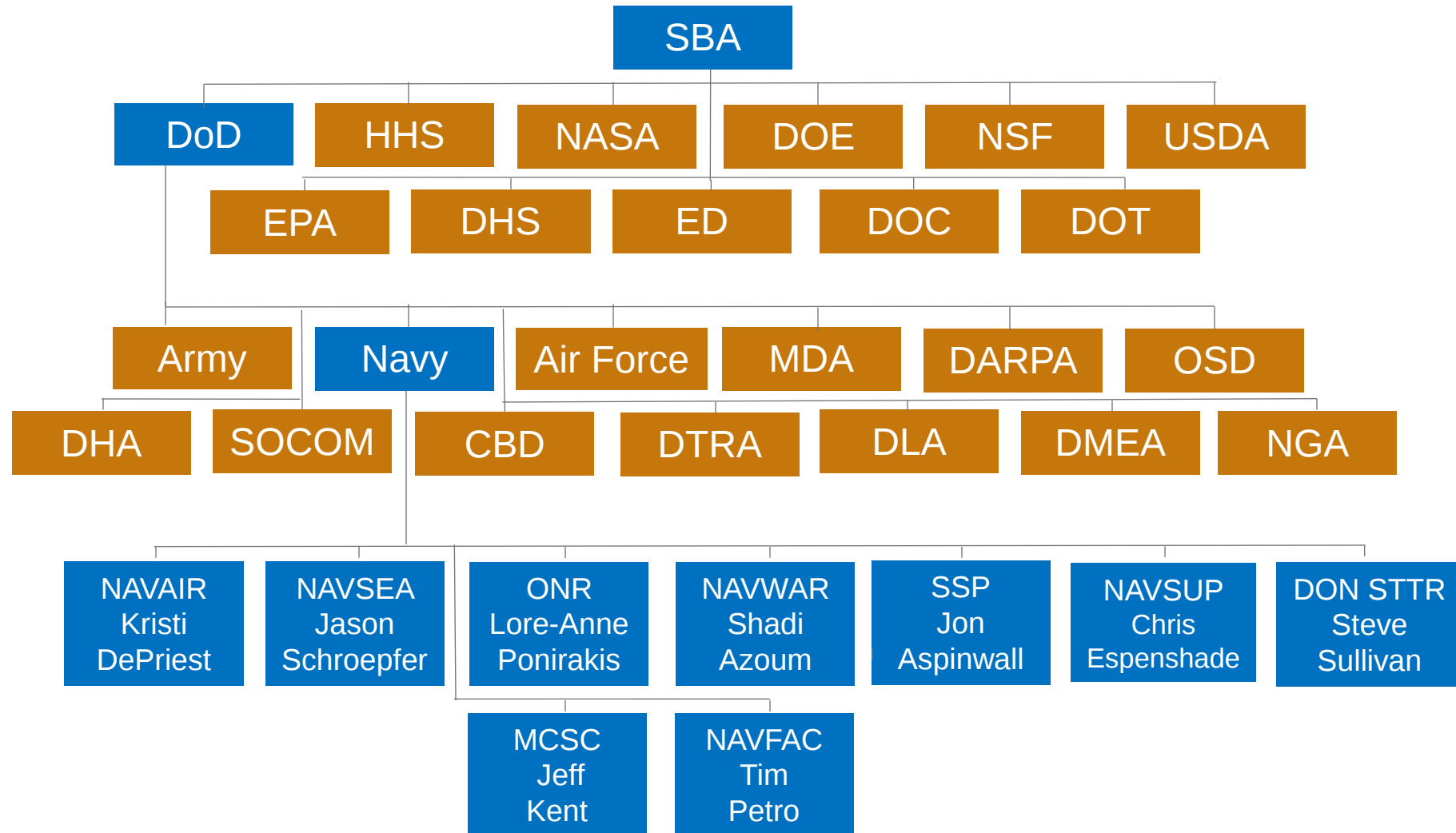
- 15 U.S. Code § 638. Research and development
- <https://www.govinfo.gov/content/pkg/USCODE-2011-title15/pdf/USCODE-2011-title15-chap14A-sec638.pdf>

SBIR/STTR Policy Directive

- Provides guidance from SBA to the participating Federal agencies for the general operation of the SBIR and STTR programs.
- <https://www.sbir.gov/about/about-sbir>



Federal SBIR/STTR Org Chart





About the Navy

- Acquisition pull
 - Topic alignment to acquisition, sustainment and modernization programs
 - Program Office sponsorship with resources to transition
 - Customer and transition end-state defined at Phase I
- Centralized management; decentralized execution
- Transition support to deliver solutions at scale
 - A 25-year history of supporting transition (*SBIR Transition Program*)
 - New programs based on changing times (*DON-SEC, NAVY Launch & Private Capital Education*)
 - SYSCOM Transition Managers to facilitate transition activities
- Leverage a diverse defense industrial base
 - Accept proposals from firms majority-owned by multiple VCs, hedge funds, and equity firms
 - Encourage participation from socially/economically disadvantaged persons – **21%** annually
 - Seek solutions providers who are new to Navy – **41%** annually



Acquisition Aligned Portfolios

Phase I

Feasibility

Focused Topics

- Acquisition aligned
- Program Office sponsored
- \$240K FFP, 12-month PoP

Open Topics

- Broad technical priorities
- Leverages proven solutions
- \$175K FFP, 10-month PoP

Phase II

Development

Continued

Development

- Competitive awards
- NTE \$2.0M; CPFF
- 18-30-month PoP

Direct to Phase II

- Higher TRL solutions
- NTE \$2.0M; CPFF
- 18-30-month PoP

Catapult

Priority investment

- Leverages prior Naval and cross-Agency investment
- Meets Naval priority with high transition potential
- Ongoing customer nominations
- Optimizes cost and schedule to meet transition target
- Utilizes non-SBIR investment as a force-multiplier

Phase III

Commercialization

- Derives from, extends, or completes prior SBIR/STTR investment
- Non-SBIR/STTR funding
- DON Program Offices funded 233 projects across 175 unique firms (FY23)



Critical Technology Areas

- FutureG
- Trusted AI and Autonomy
- Biotechnology
- Advanced Computing and Software
- Integrated Sensing and Cyber
- Directed Energy (DE)
- Hypersonics
- Microelectronics
- Integrated Network Systems-of-Systems
- Quantum Science
- Space Technology
- Renewable Energy Generation and Storage
- Advanced Materials
- Human-Machine Interfaces



Support During Phase II – Unique to Navy

SBIR/STTR Transition Program (STP) 25 years strong!

- Annual 11-month Navy-funded Program for Phase II awardees
- Services to assist with transition of technologies through business mentoring, education, and networking
- Information at *NavySTP.com*

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*

Support to firms to deliver solutions at scale



Support During Phase II – Unique to Navy

NAVY Launch

- Annual 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
- Information at *h4xlabs.com/NavyLaunch*

Private Capital Education **New!**

- Deeper understanding of private capital and the strategies and knowledge needed to leverage private capital effectively
- Bootcamp in a 3-part series, delivered in a hybrid format
- Virtual office hours to answers questions and engage further
- Stay connected <https://share.hsforms.com/1uR0QFUu1RaOd3Q6yHyTpkgcjf4c>

Support to firms to deliver solutions at scale

Stay in Touch



Email

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Website

www.navysbir.com



X / Twitter

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



LinkedIn

www.linkedin.com/company/donsbir

SBIR SOUNDINGS

Quarterly E-Newsletter



Subscribe to ***SBIR SOUNDINGS*** and receive updates delivered to your inbox every quarter! Use the QR code to the left or the link below

<http://eepurl.com/hv0ARX>

SBIR/STTR Transitions

Quarterly Newsletter

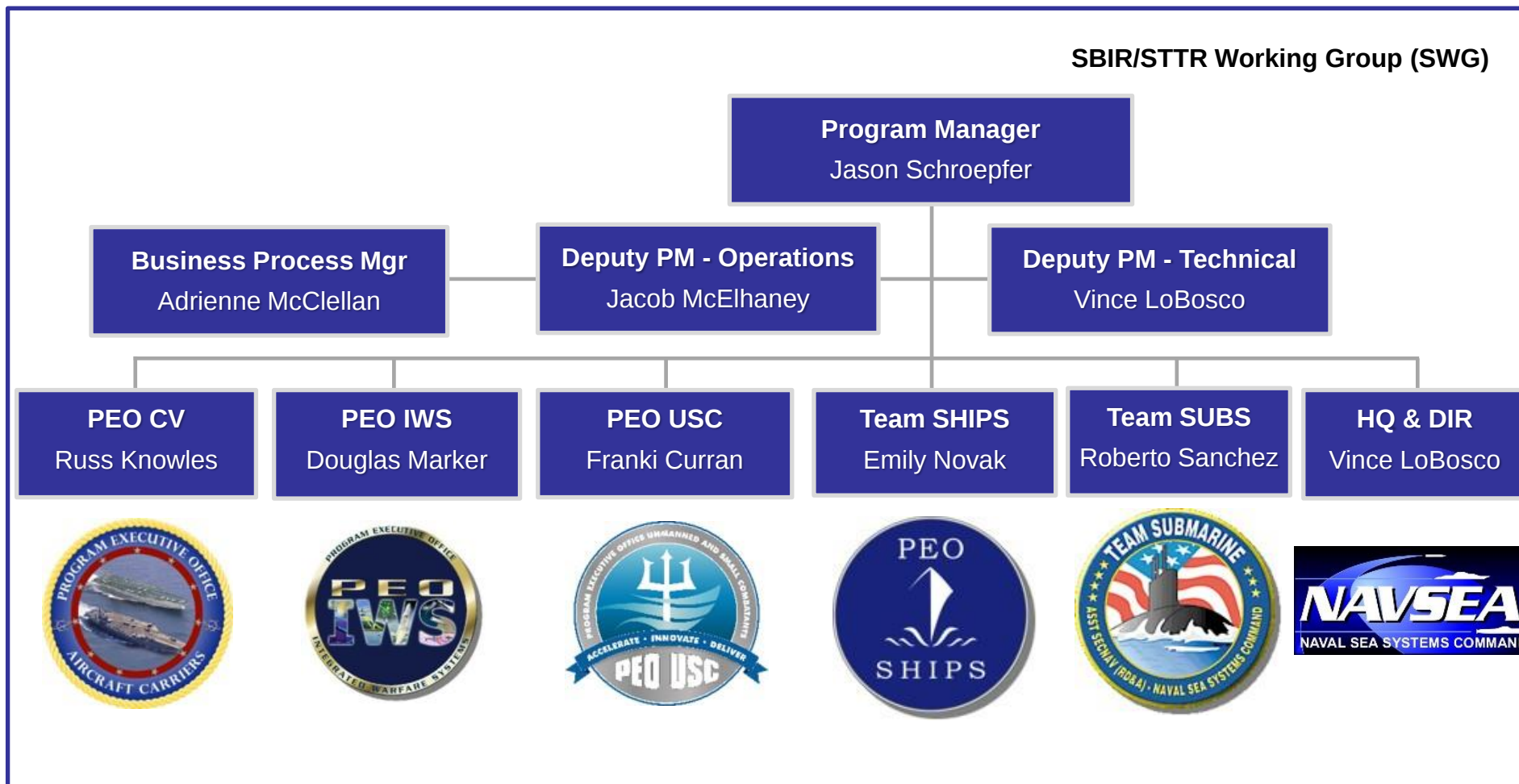


Read ***Transitions*** using the QR code to the left or the link below

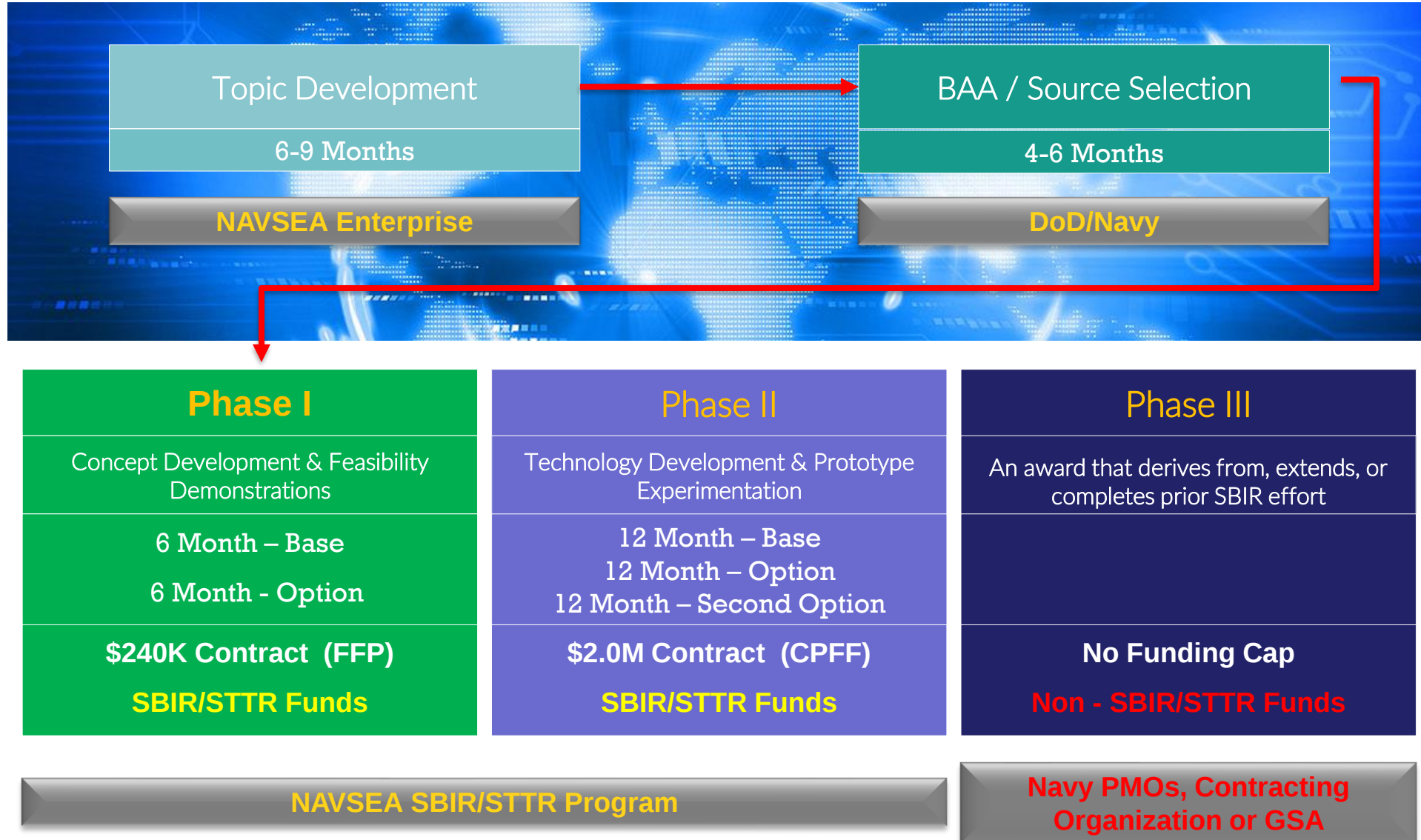
<https://navystp.com/transitions-newsletters/>



NAVSEA Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR) Program



NAVSEA SBIR/STTR Program Timeline



SBIR/STTR BAA Schedule

BAA	Pre-Release	Open	Close
FYxx.1/A	November	January	February
FYxx.2/B	April	May	June
FYxx.3	August	September	October
Open Topic	TBD	TBD	TBD

- 3 Standard DoD BAAs released each a year
- A DoD Agency-wide announcement includes:
 - DoD Instructions
 - Service/Component Unique Instructions
 - SBIR/STTR Topics
- Not all Components participate in each solicitation
- An Open Topic BAA is also done each FY (starting in FY23)

- During the “**Pre-Release**” period, potential offerors may review the topics, ask questions directly of the Topic Authors, and discuss proposed solutions. **Topic Authors are expected to respond to all technical questions received.**
- During the “**Open**” period, Small businesses may only ask technical questions about the topics through the online DoD SITIS Q&A System - an anonymous electronic forum between small businesses and the Topic Authors. Small businesses can access SITIS at <https://www.dodsbirsttr.mil/topics-app/>. **Topic Authors MUST respond in a timely fashion (no later than 7 days).**
- SITIS should not be used to ask general questions about the program, proposal submission requirements, or the BAA; those questions should be directed via e-mail form to the DoD Help Desk via <https://www.dodsbir.net/helpdesk/>.
- Once the BAA “**Closes**”, small businesses can no longer submit proposals and proposal evaluations begin.

Conventional Topic

- Seeking innovative solutions to specific Navy needs
- Phase I approach to proving feasibility of an innovative solution
- Phase II is the development and testing of prototype

Open Topic

- Seeking commercial solutions to meet mission critical Navy needs
- Phase I approach to adapting commercial solution
- Phase II will develop a functional prototype and transition plan (production & fielding)

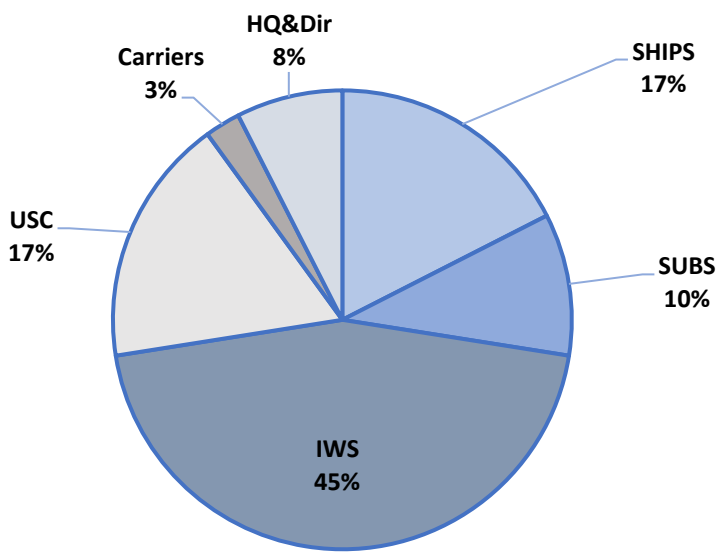
Topics are Developed by the Government, not industry

NAVSEA SBIR/STTR Program Metrics

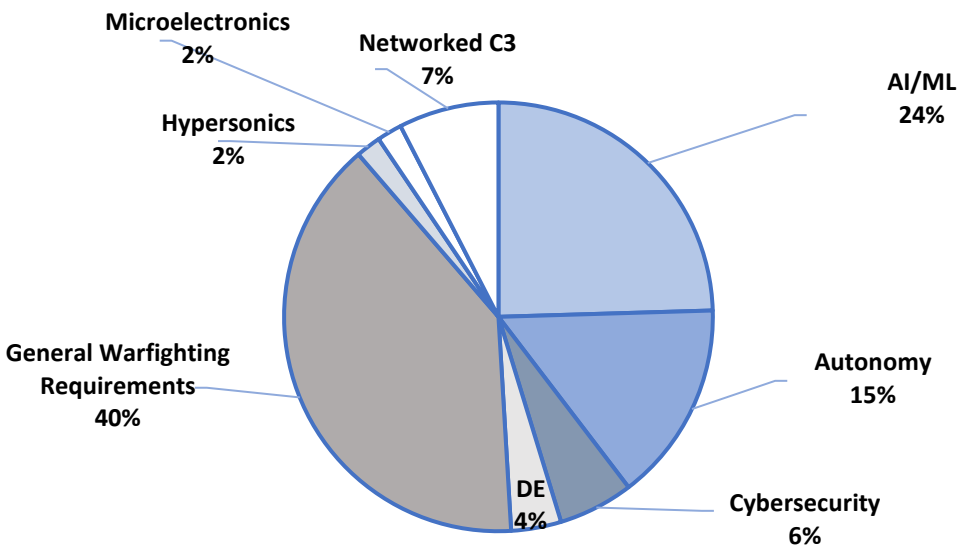


FY23 NAVSEA SBIR/STTR Program

Program	FY23 Budget	FY23 Research Topics
SBIR	\$131.6M	35
STTR	\$18.7M	5
FY23 SBIR/STTR Topic Distribution		



FY23 BY PEO



FY23 BY S&T Domain

FY23 Topics and Awards

- Topics included in BAA : 40
- Proposals evaluated: 927
- Total funding contract actions: 360

- The Government must award Phase III contracts to SBIR/STTR firms that developed the technology to the greatest extent practicable
 - This statute justifies sole source follow-on contracts
 - The requirement for competition has been satisfied in Phases I and II
- The Government must notify the SBA if it intends to pursue R/R&D, production, services, or any combination thereof of a technology developed under an SBIR/STTR award, with an entity other than the SBIR/STTR awardee
 - The SBA can compel Government (DoD) to terminate a contract if that contract should have gone to the SBIR/STTR company
- Phase III SBIR/STTR awards are authorized pursuant to 15 U.S.C. 638(r)(4). Further justification is not needed.
 - There is no limit on the value or number of Phase III contracts
 - Phase III funds come from a Program Office (NOT SBIR/STTR “seed funding”)

- Regional SBIR liaisons co-located near NAVSEA Warfare Centers to interact with local stakeholders and small business ecosystems.
- Participated in ~20 major defense and industry events, and numerous smaller events over the past year
- 1500+ participants met with both in-person & virtually
- 125+ One-on-One sessions between small businesses and NAVSEA representatives

WEST 2024

National 8a Conference



Sea-Air-Space



The NAVSEA SBIR/STTR Outreach model continues to add value to the Enterprise and is being utilized by other commands across the Navy