



# 2010 ONR Naval S&T Partnership Conference

Next Generation Technologies for Today's Warfighter



**Doing Business with ONR**  
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O F F I C E O F N A V A L R E S E A R C H

- ❖ **Solicit ideas, aka proposals and white papers**
- ❖ **Award Contracts and Grants**
- ❖ **Manage Post-Award Contracts and Grants**
  - **Administer all DoD Grants**
    - **Ensure payments are made**
    - **Ensure property is tracked**
- ❖ **Negotiate Indirect Cost Rates with non-profits and universities**
- ❖ **Encourage a robust Small Business investment**



# Business Opportunities with ONR

❖ **ONR is constantly seeking innovative scientific and technological solutions that address current and future Navy and Marine Corps requirements.**

❖ **ONR does business with educational institutions, nonprofit, and for-profit entities who offer**

- **Ground-breaking ideas**
- **Pioneering scientific research**
- **Novel technology developments**

❖ **Opportunities posted online at:**

**<http://www.onr.navy.mil/en/Contracts-Grants/Funding-Opportunities.aspx> and [www.FedBizOpps.gov](http://www.FedBizOpps.gov)**

# Types of Funding Opportunities

## ❖ Broad Agency Announcements (BAAs)

- Enable ONR to acquire basic and applied research
- Two types – Long Range and Specific
  - ONR BAA 10-019, Environmental and Ship Motion Forecasting
  - ONR BAA 11-004, Navigation and Timekeeping Technology

## ❖ Request for Proposals (RFPs)

- Enable ONR to take science and technology beyond basic and applied research
- Focus on the development of a specific system or hardware solution

❖ SeaPort-e – This portal is the Navy's electronic platform for acquiring support services in 22 functional areas including engineering, financial management and program management.

- [www.seaport.navy.mil](http://www.seaport.navy.mil)

# Types of Funding Opportunities, cont'd

## ❖ **Small Business Innovative Research (SBIR) / Small Business Technology Transfer Research (STTR)**

- **Enable innovative small businesses to obtain federally funded research and development awards**
- **Competitive three phase program**
  - Phase I – a feasibility study to determine the scientific or technical merit of an idea or technology
  - Phase II – a demonstration phase in which prototypes are built and tested
  - Phase III – a phase in which a company transitions its efforts into products, tools, or services that benefit the Navy acquisition community
- **Additional information can be found at [www.navysbir.com](http://www.navysbir.com)**

# Becoming an ONR Partner

- ❖ **Develop innovative R&D to address current and future warfighter**
- ❖ **Identify your product or service and the applicable Federal Supply Code & North American Industry Classification Systems Code**
- ❖ **Obtain a Data Universal Numbering Systems number**
- ❖ **Register in the Central Contractor Registration (CCR) System**
- ❖ **Obtain a Commercial and Government Entity (CAGE) Code**



# Becoming an ONR Partner, cont'd

- ❖ **Become familiar with Federal, DoD & Navy / Marine Corps regulations and procedures**
- ❖ **Participate in the DoD's Wide Area Workflow program**



# Proposal Submission

- ❖ **Submit proposal in accordance with the Broad Agency Announcement (BAA), SBIR/STTR solicitation, or Request for Proposal (RFP)**
- ❖ ***All non-grant proposals submitted in response to an ONR FY11 BAA and all Phase II SBIR/STTR proposals submitted are required to be submitted using the Technical and Cost Proposal Template and Cost Proposal located at:***  
<https://www.onr.navy.mil/Contracts-Grants/submit-proposal/contracts-proposal/cost-proposal.aspx>
- ❖ **Grant proposals are submitted through Grants.gov and the above template or spreadsheet are not required.**

# Technical and Cost Proposal Template

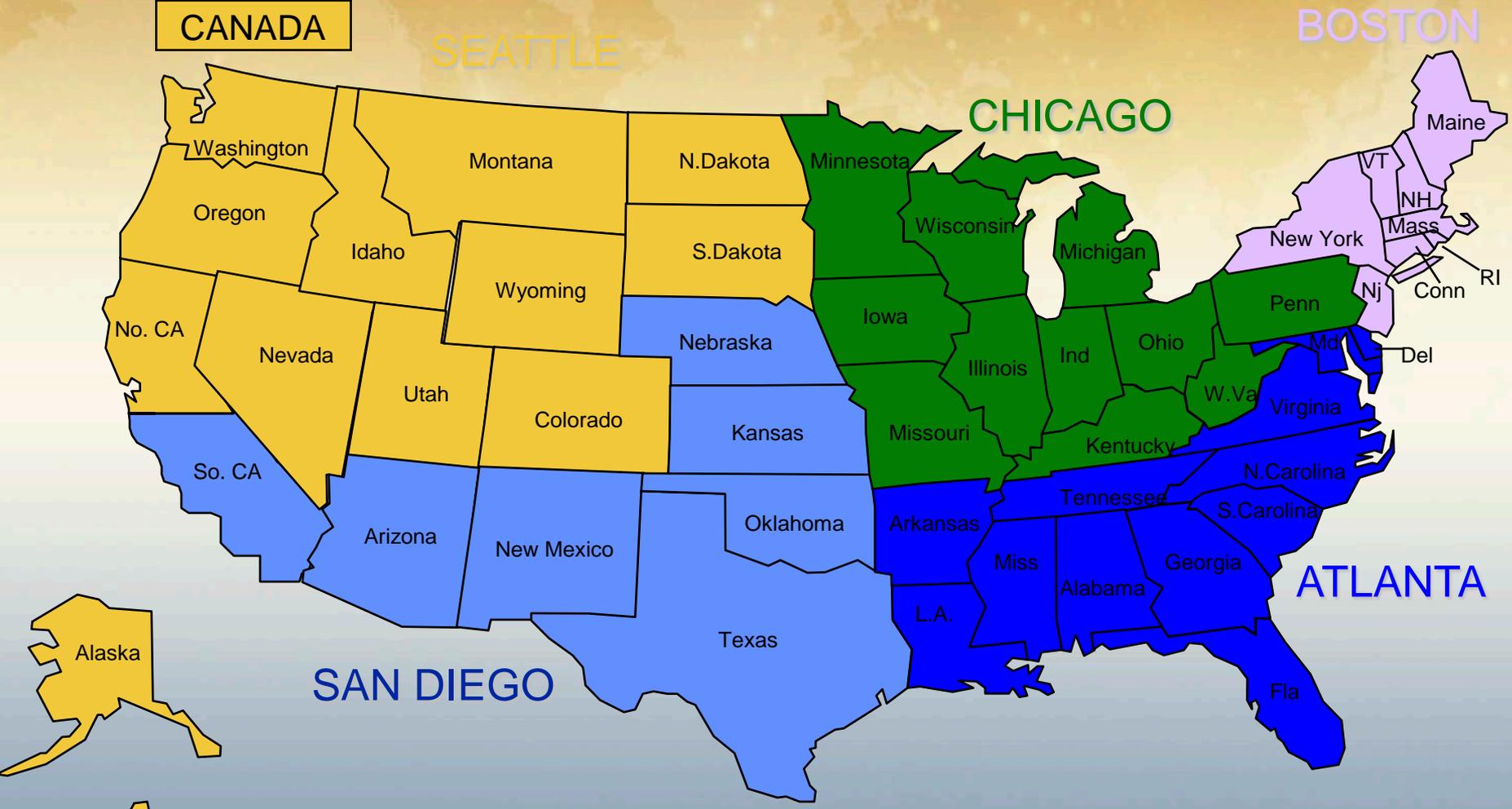
## ❖ **Benefits of New Technical and Cost Proposal Template**

- **Eliminates extraneous time and manpower previously spent on free-form proposals**
- **Reduces the time to process contract proposals and leads to faster awards**
- **Strengthens the relationships between industry/academia, Program Officers and Contract Specialists**

- ❖ **DoD policy is to have each recipient deal with a single office (to the maximum extent practicable) for post award administration of its:**
  - **Grants**
  - **Cooperative agreements**
  - **Other transactions**
  - **Contracts**
  
- ❖ **Administrative Contract / Grant Officer primary responsibility is to:**
  - **Advise and assist grants officers and recipients prior to and after award**
  - **Help ensure that recipients fulfill all requirements in law, regulation and award terms and conditions**

- ❖ **ONR grants, cooperative agreements, other transactions and contracts with:**
  - **For profit organizations are administered by the Defense Contract Management Agency**
    - <http://www.dcma.mil/>
  - **Institutions of Higher Education and nonprofit research and development organizations are administered by ONR Regional Offices**
    - <http://www.onr.navy.mil/en/Contracts-Grants/Regional-Contacts.aspx>

# Office of Naval Research Contract and Grant Administration Regions



Puerto Rico  
 Foreign Countries

## Small Business Resources:

- ❖ **There are several resources that offers assistance to the small business community at little to no cost**
- ❖ **The types of services offered include:**
  - **certification and registration assistance;**
  - **counseling;**
  - **financial assistance;**
  - **marketing;**
  - **proposal development assistance;**
  - **networking;**
  - **training;**
  - **assisting with contract performance issues, etc...**



# ONR – The Home of Innovation

**Concepts that can deliver  
“The Next Big Thing”  
are out there right now...**

**We want to hear from you!**

**[www.onr.navy.mil](http://www.onr.navy.mil)**