



# 2010 ONR Naval S&T Partnership Conference

Next Generation Technologies for Today's Warfighter

Small Business Innovation Research  
(SBIR) Program

Tracy Frost, ONR SBIR Program Manager



O F F I C E O F N A V A L R E S E A R C H

# SBIR Program Description

## Small Business Innovation Research (SBIR)

**Tracy Frost,  
ONR SBIR PM**

**2.5% extramural  
RDT&E lines**

**Small Business  
Concerns**

**2010 SBIR budget**

- DoD \$1.2B
- Navy \$342M
- ONR \$45M

## Small Business Technology Transfer (STTR)

**Steve Sullivan,  
NAVY STTR PM**

**0.3% extramural  
RDT&E lines**

**R&D between  
small business  
concerns and U.S.  
research  
institutions**

**2010 STTR budget**

- DoD \$138M
- Navy \$41M

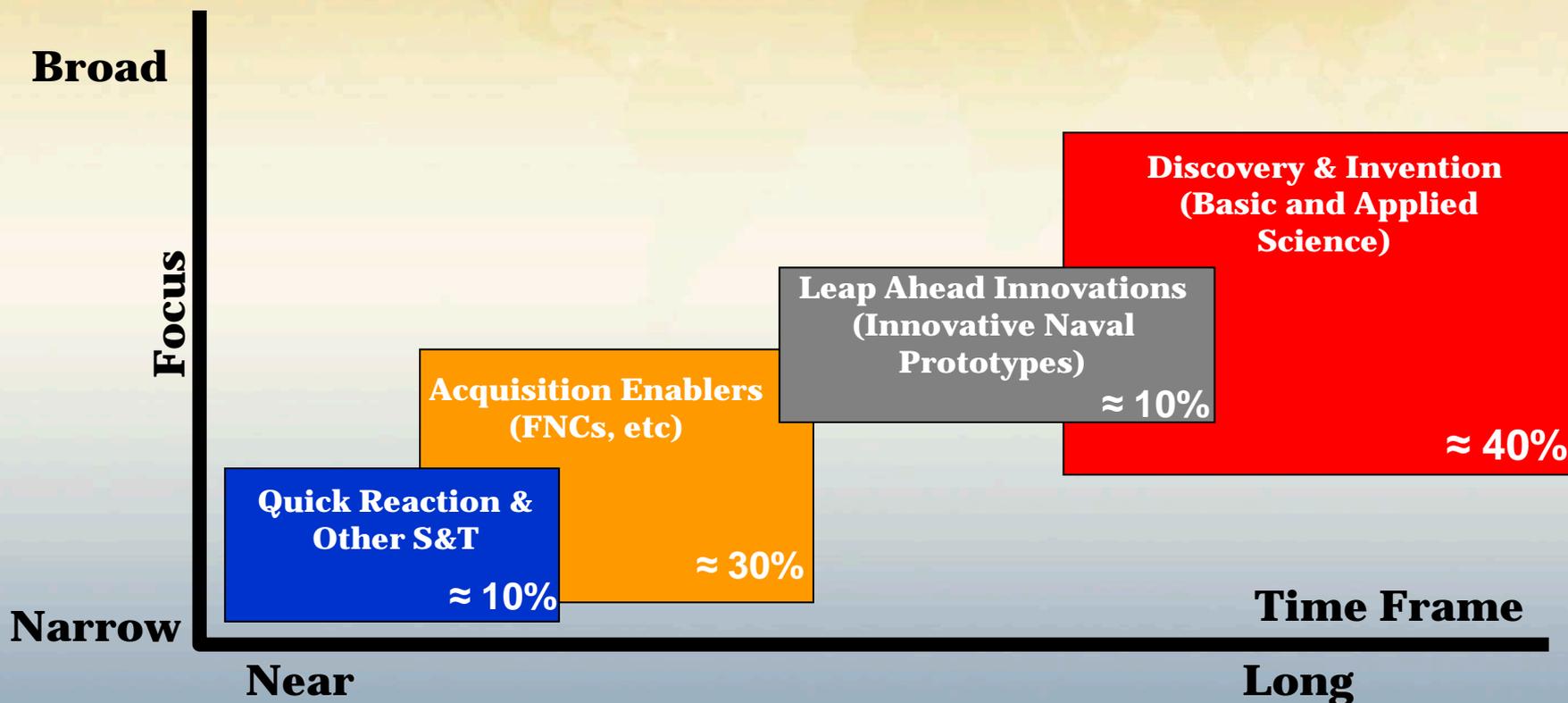


# Major Navy SBIR Program Participants

- Naval Air Systems Command (NAVAIR)
- Naval Sea Systems Command (NAVSEA)
- Office of Naval Research (ONR)
- Space & Warfare Systems Command (SPAWAR)
- Marine Corps Systems Command (MARCORSYSCOM)

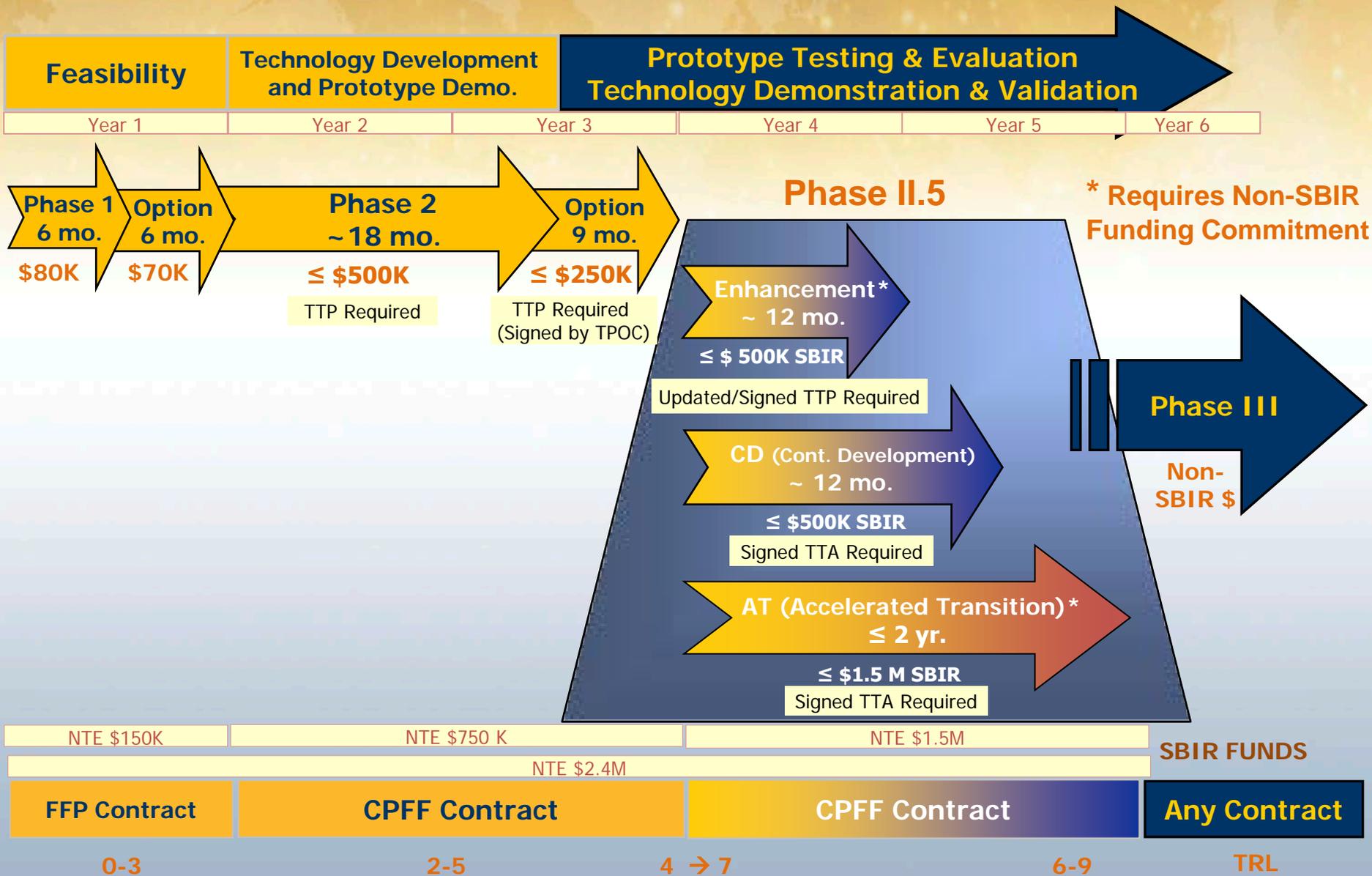
**Navy SBIR program is administered by the Office of Naval Research**

# Naval S&T Strategic Plan





# ONR SBIR Award Structure





# Beyond Phase II Award Requirements

Phase II.5 Strategy	Phase II.5 Duration	Phase II.5 SBIR Funding Maximum	DoD Non-SBIR Funding Requirements	Total Phase II + II.5 SBIR Maximum	TTA Requirements	Expected TRL (Start : End)	Approval By
Phase II Option	~ 9 months	\$250K	None	\$750K	TTP (Updated and Signed by TPOC)	Any	ONR SBIR PM must approve signed TTP
All Phase II.5 SBIR funding goes on a 2 <sup>nd</sup> Phase II award. Matching funds may go on Phase II.5 or Phase III award and must be awarded concurrently with SBIR Phase II.5 funding.							
Enhancement	~ 12 months	\$500K	1 SBIR \$ :1 Non-SBIR \$* 1 SBIR \$: 2 Non-SBIR \$**	\$1.5M	TTP (Updated and Signed by TPOC)	Any : 4	ONR SBIR PM must verify non-SBIR DoD funding source and approve TTP
CD (Continuing Development)	~ 12 months	\$500K	None Required	\$1.25M	TTA (Signed by transition sponsor and ONR TPOC; must include a future funding line)	Any : 4	ONR SBIR PM must approve signed TTA
AT (Accelerated Transition)	≤ 24 months	\$1.5M	1 SBIR \$: 1 Non-SBIR \$ *	\$2.25M	TTA (Signed by transition sponsor and ONR TPOC)	Any : 6	ONR SBIR PM must verify non-SBIR DoD funding source and approve TTA

\* Matching Funds Accepted for 1 SBIR \$ : 1 Non-SBIR \$: Navy Program Dollars (excluding D&I or Congressional)

\*\* Matching Funds Accepted (1 SBIR \$ : 2 Non-SBIR \$): All other funds outside Navy Program Dollars (including D&I and Congressional)

# Annual ONR SBIR Solicitations

## PRE-SOLICITATION

FY.1  
mid NOV –  
mid DEC

FY.2  
MAY

## OPEN SOLICITATION

FY.1  
mid DEC –  
mid JAN

FY.2  
JUN

## PHASE I AWARD START DATE

FY.1  
mid-MAY

FY.2  
mid-OCT



# SBIR-Sponsored Support

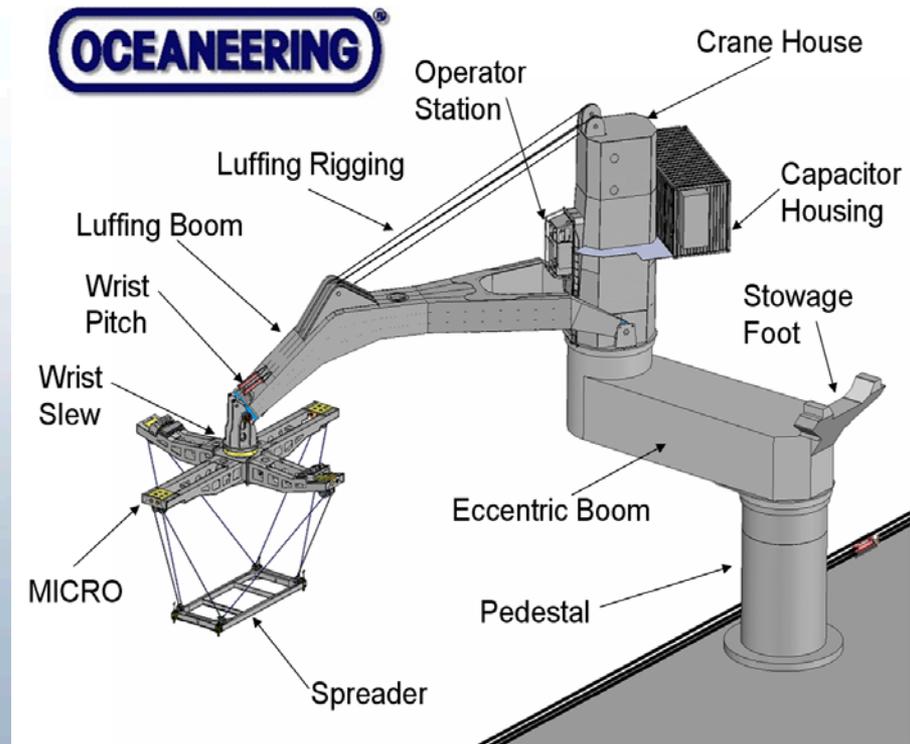
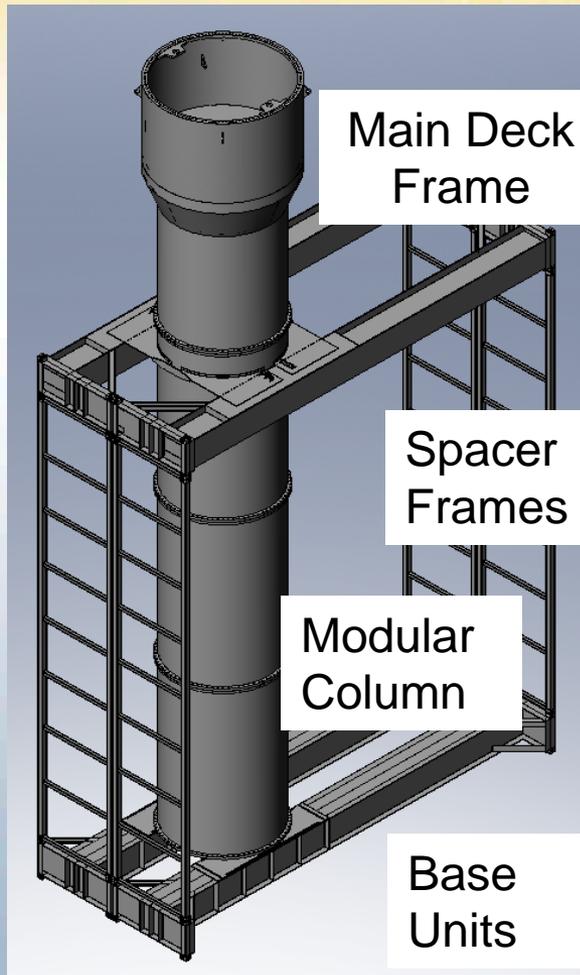
- Navy Funded Transition Assistance Program (TAP)
  - SBIR and STTR Phase II award recipients
  - 10-month program
  - Provides firms a free business consultant
  - Assistance to develop marketing tools (abstract, narrative briefing, quads)
- Annual Navy Opportunity Forum **\*Free Event\***
  - Venue to display technologies to key decision makers (Prime Contractors, PEO's, Private Industry)
  - Next Forum 6-8 June 2011, Crystal City, VA

NO COST TO YOU

# Large Vessel Interface Lift-on/Lift-off (LVI LoLo) Pedestal and Crane

## CRAFT ENGINEERING ASSOCIATES, INC

### PHASE II SBIR: LVI LoLo Pedestal



# Why participate as a Small Business?

- Largest source of early stage R&D funds for Small Business
- Company retains data rights for 5 years (DoD)
- Builds credibility of company's research
- Follow on awards are non-competitive

# Government Benefits

## SUBMIT NEW TOPICS

- Test drive small business
- Proactive risk reduction
- Early/High-risk S&T with SBIR funding
- Competing approaches open up additional technology alternatives
- Non-Competitive follow-on awards
- High Level of Matching Funds

## ABILITY TO SEARCH EXISTING SBIR AWARDS

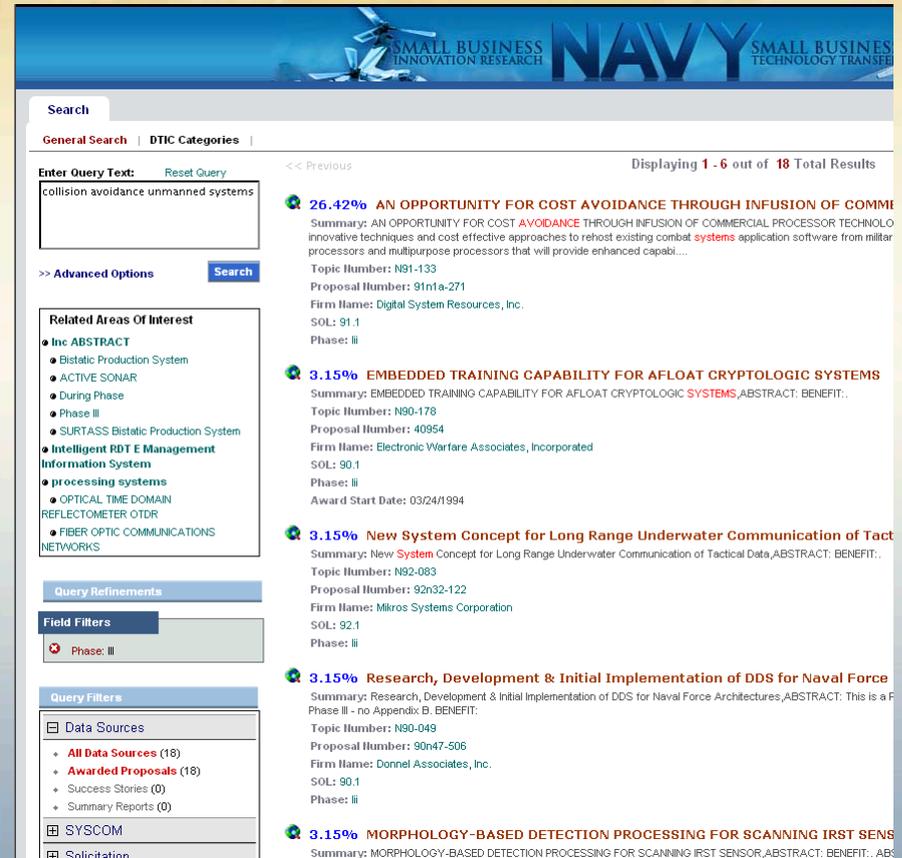
- Current and previous ONR SBIR awards can be supplemented or revived
- Navy or DoD awards may be transferred or continued at ONR

**Small Business are often more cost effective, agile, and innovative than large firms**

# Search Existing SBIR Awards

## Navy SBIR Project Database

- Navy SBIR/STTR awards
- DoD SBIR/STTR awards (3 yrs)
- Publically Accessible
- No account required
- Ability to create a briefcase
  - Save query results
  - Automate query updates



Search

General Search | DTIC Categories |

Enter Query Text: [Reset Query](#)  
collision avoidance unmanned systems

>> Advanced Options [Search](#)

Related Areas Of Interest

- Inc ABSTRACT
  - Bistatic Production System
  - ACTIVE SONAR
  - During Phase
  - Phase II
  - SURTASS Bistatic Production System
- Intelligent RDT E Management Information System
  - processing systems
    - OPTICAL TIME DOMAIN REFLECTOMETER OTRD
    - FIBER OPTIC COMMUNICATIONS NETWORKS

Query Refinements

Field Filters

Phase: II

Query Filters

- Data Sources
  - + All Data Sources (18)
  - + Awarded Proposals (18)
  - + Success Stories (0)
  - + Summary Reports (0)
- SYSCOM
- Solicitation

Displaying 1 - 6 out of 18 Total Results

<< Previous

**26.42% AN OPPORTUNITY FOR COST AVOIDANCE THROUGH INFUSION OF COMMERCIAL PROCESSOR TECHNOLOGY**  
Summary: AN OPPORTUNITY FOR COST AVOIDANCE THROUGH INFUSION OF COMMERCIAL PROCESSOR TECHNOLOGY innovative techniques and cost effective approaches to rehost existing combat systems application software from military processors and multipurpose processors that will provide enhanced capabilities...  
Topic Number: N91-133  
Proposal Number: 91n1a-271  
Firm Name: Digital System Resources, Inc.  
SOL: 91.1  
Phase: II

**3.15% EMBEDDED TRAINING CAPABILITY FOR AFLOAT CRYPTOLOGIC SYSTEMS**  
Summary: EMBEDDED TRAINING CAPABILITY FOR AFLOAT CRYPTOLOGIC SYSTEMS, ABSTRACT: BENEFIT:...  
Topic Number: N90-178  
Proposal Number: 40954  
Firm Name: Electronic Warfare Associates, Incorporated  
SOL: 90.1  
Phase: II  
Award Start Date: 03/24/1994

**3.15% New System Concept for Long Range Underwater Communication of Tactical Data**  
Summary: New System Concept for Long Range Underwater Communication of Tactical Data, ABSTRACT: BENEFIT:...  
Topic Number: N92-083  
Proposal Number: 92n32-122  
Firm Name: Mikros Systems Corporation  
SOL: 92.1  
Phase: II

**3.15% Research, Development & Initial Implementation of DDS for Naval Force Architectures**  
Summary: Research, Development & Initial Implementation of DDS for Naval Force Architectures, ABSTRACT: BENEFIT: This is a Phase III - no Appendix B. BENEFIT:  
Topic Number: N90-049  
Proposal Number: 90n47-506  
Firm Name: Donnel Associates, Inc.  
SOL: 90.1  
Phase: II

**3.15% MORPHOLOGY-BASED DETECTION PROCESSING FOR SCANNING IRST SENSORS**  
Summary: MORPHOLOGY-BASED DETECTION PROCESSING FOR SCANNING IRST SENSOR, ABSTRACT: BENEFIT:...

[www.navysbirsearch.com](http://www.navysbirsearch.com)

# Tips for Succeeding

## Just getting started?

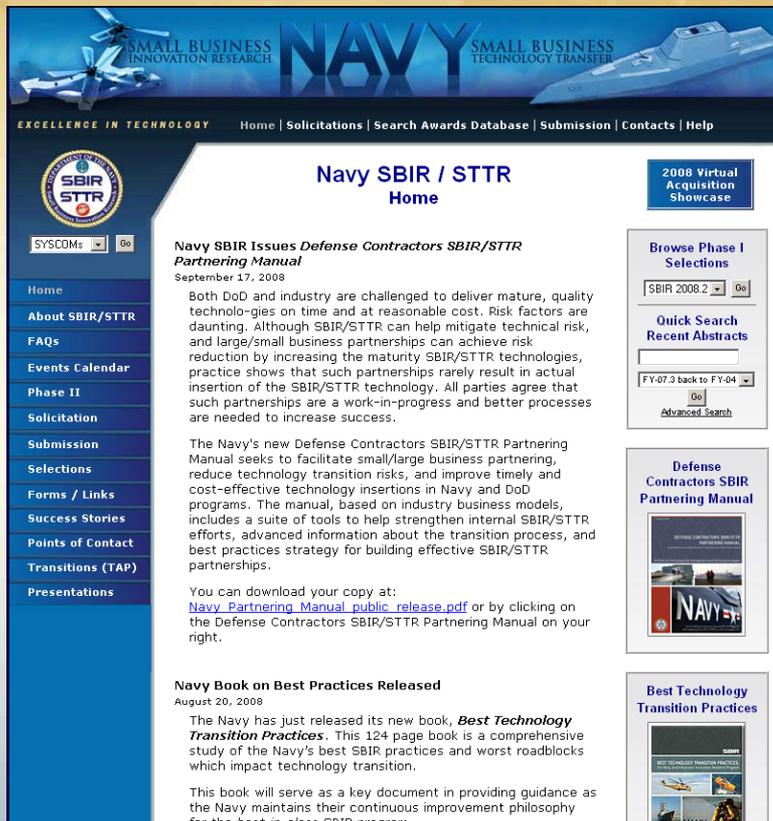
- Research topics ([www.navysbirsearch.com](http://www.navysbirsearch.com))
- Submit proposals to solicitations ([www.dodsbir.net](http://www.dodsbir.net))

## Already have a Phase I?

- Listen to your TPOC
- Build strategic partnerships
- Plan commercialization path early

## Phase II Awardees

- Understand new Phase II.5 follow-on funding opportunities
- Prepare for transition hard and early
  - Know who wants your technology in Phase III
  - Address risk, funding ,partnering, licensing, etc...
  - Consider participation in TAP
  - Start completing TTP/TTA template [www.navysbir.com/phaseii.htm](http://www.navysbir.com/phaseii.htm)



**Navy SBIR / STTR Home**

2008 Virtual Acquisition Showcase

Browse Phase I Selections  
SBIR 2008.2

Quick Search Recent Abstracts  
FY-07.3 back to FY-04

Defense Contractors SBIR Partnering Manual

Best Technology Transition Practices

Tracy Frost – SBIR PM  
[tracy.frost1@navy.mil](mailto:tracy.frost1@navy.mil)  
 703-696-3196

Steve Sullivan – STTR PM  
[steven.sullivan@navy.mil](mailto:steven.sullivan@navy.mil)  
 703-696-7830

[www.navysbir.com](http://www.navysbir.com)