2010 ONR Naval S&T Partnership Conference

Next Generation Technologies for Today’s Warfighter

Doing Business with ONR
Mark Bennington
Executive Director for Acquisition Mgt
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:
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)
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:


- Grant proposals are submitted through Grants.gov and the above template or spreadsheet are not required.
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/](http://www.dcma.mil/)

- Institutions of Higher Education and nonprofit research and development organizations are administered by ONR Regional Offices
Small Business Assistance

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