



NAVWAR

Small Business Innovation Research (SBIR) Update

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Presented to: NDIA Fall Forum

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Agenda

- ▼ Primer
- ▼ Re-Engineering Efforts and Results
- ▼ Outreach
- ▼ FAQs
- ▼ Helpful Tips
- ▼ Links



Primer (1)

▼ SBIR/STTR:

- Is a **competitive** three-phase program
- Funds **small businesses** to develop **innovative** products that address government needs and can be **commercialized** outside the targeted, acquisition program.

▼ SBIR is a three-phased program:

- Phase I – Feasibility Study (up to \$140k in SBIR funding)
- Phase II – Prototype Development (up to \$1.5M in SBIR funding)
- Phase III – Transition (uses non-SBIR funding)



Primer (2)

- ▼ Each SBIR/STTR award traces back to a topic, posted publicly in a Broad Agency Announcement (BAA).
 - <https://www.dodsbirsttr.mil/submissions/login>
 - BAAs have defined deadlines.
 - BAAs are released three times a year.
- ▼ NAVWAR can adopt/extend a past SBIR/STTR Phase I/II award.



SBIR Re-Engineering Efforts

- ▼ Navy SBIR introduced new pilot programs that allowed the program to rapidly discover, develop, and deliver technology to the Fleet/Force
 - Technology Acceleration Pilot
 - Broad topics and faster proposal evaluation and award processes
 - NAVWAR contributed two topics to this pilot (N193-A01 and N204-A04).
 - Accelerated Delivery & Acquisition of Prototype Technologies (ADAPT)
 - Accelerated delivery of existing feasibility studies and early prototypes
 - NAVWAR contributed one topic to this pilot (N193-D03)



Results of Re-Engineering Efforts

- ▼ Both pilots allowed the Navy SBIR team to explore acceleration strategies:
 - Different types of contracts
 - Other Transactions
 - Basic Ordering Agreements
 - Firm Fixed Price
 - Reduced proposal requirements
 - Accelerated evaluation period
 - Faster payment options (i.e. credit card)
 - Accelerated first invoice



Outreach

- ▼ Through a Partnership Intermediary Agreement (PIA) with Connect (<https://connect.org/sbir>), NAVWAR has bolstered its outreach with:
 - On-demand training videos
 - Monthly workshops
 - Monthly office hours



Frequently Asked Questions

- ▼ Can a small business recommend a SBIR/STTR topic?
- ▼ How are proposals submitted to SBIR/STTR topics evaluated?
- ▼ Are unsolicited proposals accepted for the SBIR/STTR program?
- ▼ What is the best way to follow-up on a submitted SBIR/STTR proposal?
- ▼ Is there a limit to the number of SBIR/STTR awards a small business can receive?



Helpful Tips

▼ Before Proposal Submission

- Take advantage of the BAA pre-release period to ask pertinent questions.
- Research the target Navy transition program to provide context and proposal relevance.

▼ After Award

- Keep your designated technical point-of-contact apprised of invoice submissions and transition planning.
- Present past SBIR/STTR awards as part of your marketing strategy for potential follow-on Phase II/III opportunities.



Links

- ▼ Where to find SBIR/STTR solicitations?
 - <https://www.dodsbirsttr.mil/submissions/login>
- ▼ What is the contact info for the NAVWAR SBIR PMO?
 - W_SPSC_SSC_PAC_sbir_US@navy.mil



Thank You!
