

NAVWAR SBIR/STTR Update

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Distribution Statement A

Primer (1)

- Small Business Innovation Research (SBIR) and Small Business Technology Transfer (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/STTR is initiated with a published topic in a Broad Agency Announcement (BAA).
 - Navy participates in three BAA cycles a year and an annual cycle where topics can be included throughout the year.
- Any Federal agency can adopt/extend a past award.

Primer (2)

Phase I

- 6 months
- \$140k
- Feasibility study
- Multiple awards to promote variety of solutions



Phase II

- 24-48 months
- \$500k - \$1.5M
- Prototype development
- Only eligible for Phase I awardees



Phase III

- Unlimited duration
- Unlimited funds (non-SBIR/STTR)
- Can be awarded after Phase I

Program Reauthorization

- The SBIR and STTR programs have been reauthorized for three more years starting 01 OCT 2022.
- Reforms have been introduced, namely:
 - Additional disclosures on foreign engagements
 - Increased performance benchmarks for SBIR/STTR awardees.

Outreach

- Through a Partnership Intermediary Agreement (PIA) with Connect (<https://connect.org/sbir>), NAVWAR has bolstered its outreach with:
 - On demand training videos (9 thus far)
 - Workshops (8 thus far)
 - Monthly office hours (31 thus far)

Frequently Asked Questions (FAQs)

- 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?

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.