

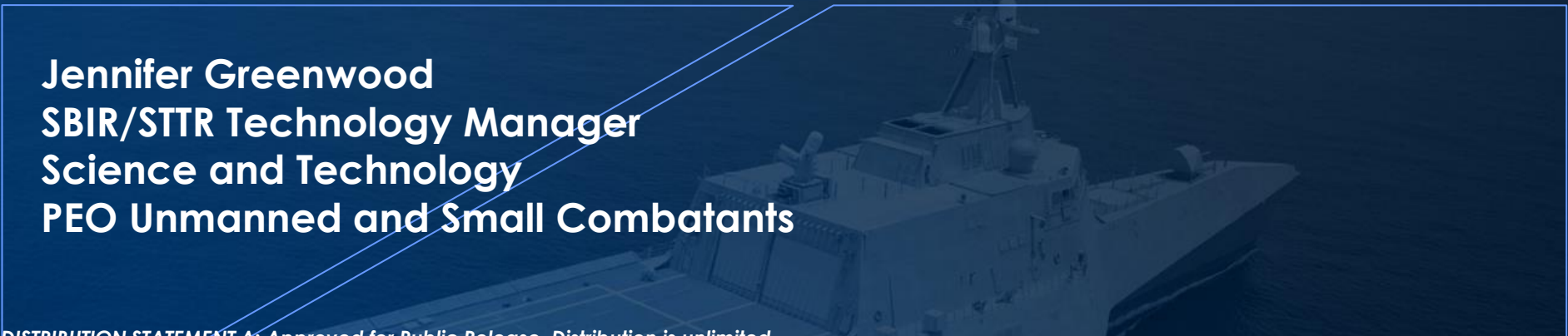


PEO USC

SBIR Overview for Small Businesses

03 December 2021

Jennifer Greenwood
SBIR/STTR Technology Manager
Science and Technology
PEO Unmanned and Small Combatants





PEO USC Portfolio

Littoral Combat Ship (LCS)



LCS 2 Variant

LCS 1 Variant



In-Service Support (Ships & Mission Packages)



LCS Training

Frigate



FFG 62

Foreign Military Sales



MMSC

Unmanned Maritime Systems



LUSV



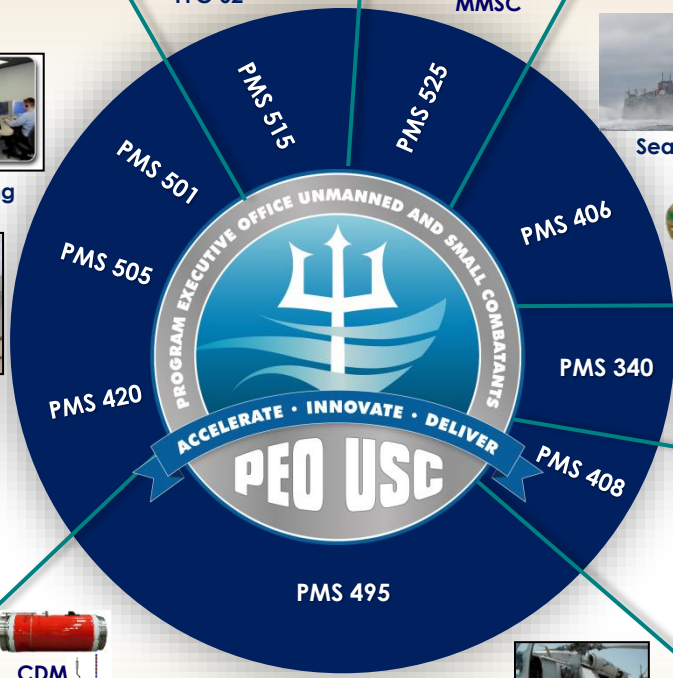
MUSV



Sea Hunter



GHOST FLEET



LDUUV



RAZORBACK



XLUUV/AUP



MCM USV



MHUs



MH-60



SUW Mission Pkg



UISS



MQ-8 Fire Scout



MCM Mission Pkg



Knifefish



ASW Mission Pkg



Quickstrike



CDM



MH-53 AMCM



AMNS



ALMDS



Barracuda



AQS-24

Mine Warfare



High Speed Assault Craft

Naval Special Warfare



MK11 SDV



VAS and Small Arms

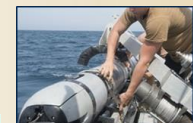


CREW & CUAS

Expeditionary Missions



Joint EOD



Underwater EOD



Anti-Terrorism Afloat



MMUBA



MCM 1 SMCM



MIW C2



COBRA



What is SBIR/STTR?

- The Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) program is a highly competitive program that encourages small businesses to engage in Federal Research and Development (R&D) with the potential for commercialization to stimulate innovation.
- Funds technology development through a gated process with three (3) phases executed through BAA contracts, grants, or agreements:
 - Phase I Concept Development
 - Phase I is the entry point to the program; it cannot be bypassed. Phase I proposals must respond to a specific topic in the BAA.
 - Phase II Prototype Development
 - Continues R&D efforts initiated in Phase I and evaluate commercialization potential.
 - Phase III Commercialization
 - Work that derives from, extends, or completes R&D efforts under prior SBIR/STTR Phase I/II



What We Fund

What are we looking to fund?

- R&D to close technology gaps or overcome significant technical hurdles:
- Investigate applications of novel technical solutions/approached
- Demonstrate feasibility/viability of new capabilities
- Incremental improvements to existing capabilities
- Solve and mitigate obsolescence issues
- Moderate technical risk, early-stage development
- Potentially game-changing technologies

What We Are Not Looking to Fund

- Basic research (i.e., research with the primary goal of knowledge creation)
- Analytical or “market” studies of existing technologies or products/services
- Engineering solutions without innovation
- Projects where there is no strong chance of transition success



How to Participate

- **Step 1: Determine your firm's eligibility**
 - Review complete eligibility requirements in the SBIR Policy Directive – Chapter 6: Eligibility and Application (Proposal) Requirements
 - For SBA's Guide to SBIR/STTR Program Eligibility, please search for SBIR Eligibility at <https://www.sbir.gov/> (You must use the search function on the top right had side of the page.)
- **Step 2: Find a Topic**
 - Review the current announcements at <https://www.dodsbirsttr.mil/submissions/login> to identify topics of interest. Be sure to review both the DoD Announcement Instructions and the agency-specific Instructions.
- **Step 3: Participate in the BAA Pre-release**
 - During the BAA pre-release period, communication between small businesses and topic authors is highly encouraged.
- **Step 4: Prepare Your Proposal**
 - All proposals are screened to determine responsiveness with submission requirements published in the DoD SBIR/STTR Program Announcement and instructions. Proposals that do not comply with the requirements are considered non-responsive and are not evaluated. Proposals that do comply with the requirements are evaluated by engineers and/or scientists to determine the most promising technical and scientific approaches.
- **Step 5: Submit Proposal**
 - All SBIR/STTR proposals must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission website at <https://www.dodsbirsttr.mil/submissions/> and in accordance with the program announcement.



DoD SBIR BAA Schedule

- The SBIR or STTR program does not accept "unsolicited proposals", but instead requires that companies respond to current SBIR topics advertised in the SBIR/STTR Broad Agency Announcement (BAA)
- Topic is an description of the Navy's need or requirement. It should provide sufficient details and specifications to allow companies to submit an actionable proposal.
- DoN / NAVSEA participates in 3 DoD BAAs per year
 - Navy primarily participates in the FY.1 BAA
 - SBIR BAAs – FY.1, FY.2, FY.3
 - STTR BAAs - FYA, FYB, FYC
- BAA Pre-release - is a time period where the BAA is issued but not open to accepting proposals. During this time a small business may contact the topic authors to ask questions relevant to the topic material. The release period generally is about 30 days in length.
- BAA Open - Proposals are accepted during this period only. All proposals must be submitted electronically via the DoD's submission system. Also during this period, direct contact with the TPOC is not allowed.
- BAA Closed - Immediately following the submission deadline, the DoD will stop accepting submissions.

DoD FY2022 BAA Schedule			
<i>Dates subject to change</i>			
Program	Pre-Release	Opens	Closes
DoD SBIR 22.1 DoD STTR 22.A	23-Nov-21	5-Jan-22	10-Feb-22
DoD SBIR 22.2 DoD STTR 22.B	19-Apr-22	17-May-22	15-Jun-22
DoD SBIR 22.3 DoD STTR 22.C	23-Aug-22	21-Sep-22	20-Oct-22

- [Official DoD SBIR Website](#)
- [Past Navy SBIR BAAs](#)



Proposal Tips

- Participate in pre-release discussions
- Respond to the ask
 - Ensure the solution meets the requirements (example: Size, Weight and Power constraints)
- Carefully read and follow the proposal instructions (BAA section 5.4)
 - Be mindful of page counts and font sizes
- Make sure you're using the correct proposal template
 - Proposals not in compliance with the templates are rejected
- Propose to the structure and amounts listed (see chart below)
 - SBIRs are not best value contracts
- Pay attention to ITAR restrictions or projections of classification in Phase II



Attention Small Businesses

The Program Executive Office Unmanned and Small Combatant is building its advantage through small business technologies!

Be the next great high-tech company to partner with the U.S. Navy. The 22.1/22A Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR) Broad Agency Announcement is open with PEO USC topics in unmanned systems, autonomy, and communications.

Pre-Release
December 1*

BAA OPEN
January 12

BAA CLOSE
February 10

PEO USC SBIR/STTR Opportunities

N221-028	Unmanned Harbor Piloting
N221-031	Distributed Mission Effectiveness and Readiness Management System
N221-032	3D Operator Decision Aides for Ship Control Systems
N221-033	Perception System for Situational Awareness and Contact Detection for Unmanned Underwater Vessels
N221-059	Directional Acoustic Communications Transmitters
N22A-T012	Survivable Minefield Mission Data Module

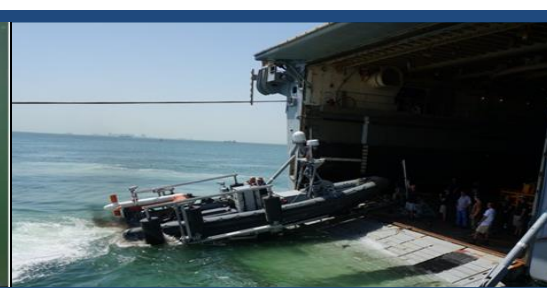
*Topic experts available for discussion until January 12

For more information: <https://www.navysbir.com>
Submit your proposal at: <https://www.dodsbirsttr.mil/>



Resources

- The Small Business Administration has several local partners to train and support potential SBIR/STTR applicants.
 - <https://www.sbir.gov/local-assistance>
- SBIR/STTR solicitations and helpful resources.
 - <https://sbir.defensebusiness.org>
- DoD SBIR/STTR Innovation Portal (DSIP)
 - <https://www.dodsbirsttr.mil>
- Where to find information about DoN SBIR?
 - <https://www.navysbir.com>



Accelerate



Innovate



Deliver