



DELIVERING INNOVATION
TO THE WARFIGHTER

Department of the

NAVY

SBIR/STTR
PROGRAMS

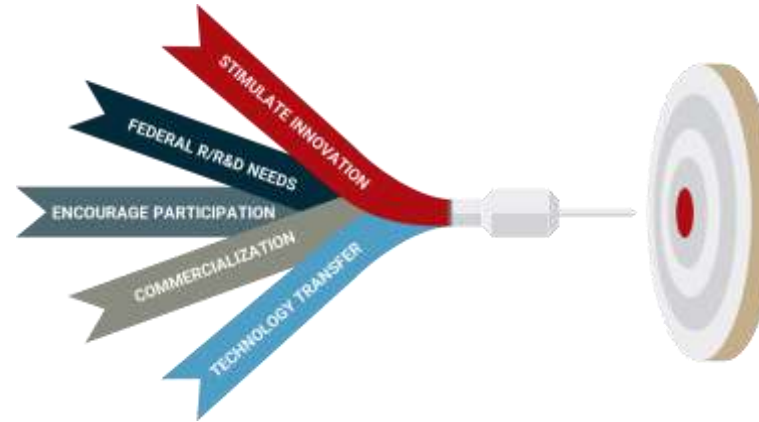
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Get Ready!

- ▶ Pre-release with 60+ topics
- ▶ Open topics announced via CSO quarterly
- ▶ Other Transactions exclusively for open topics
- ▶ Firm Fixed Price and Cost Plus Fixed Fee contracts offered in Phase II

Our Purpose

SBIR/STTR Programs



Four Programs Goals

Authorities



United States Code

15 U.S. Code § 638.
Research and development



SBIR/STTR Policy Directive

Provides guidance from SBA to the participating Federal agencies for the general operation of the SBIR and STTR programs.

- 1 Stimulate technological innovation.
- 2 Use small business to meet Federal R/R&D needs.
- 3 Increase private sector commercialization of innovations derived from Federal R&D funding.
- 4 Foster technology transfer through cooperative R&D between small businesses and research institutions.

Meet Federal Needs through Innovative R/R&D

Federal SBIR/STTR Programs

Small Business Administration (SBA)

USDA*	ED	EPA
DOC	HHS*	NASA
DoW	DHS	NSF*
DOE*	DOT	

Department of War (DoW)

Army	DARPA	DTRA
DON	DHA	USSOCOM
Air Force	DMEA	OSD
CBD	MDA	NGA

Know the Customer

Grants*

Accomplish a public purpose, advance a national objective, address a public problem, or stimulate a particular activity desired by the awarding Agency

Contracts

Procure goods and services that will be of direct benefit to the government

Our Organization

Eight Systems Commands

NAVAIR

Aircraft, weapons,
and systems

NAVSEA

Ships, submarines
and combat systems

ONR

Scientific research
with academia
and industry

NAVWAR

Capable and secure
communications and
networks

MCSC

Capable and cost-
effective systems for
expeditionary and crisis-
response operations

SSP

Lifecycle support for
submarine-launched fleet
ballistic missiles and
strategic weapon system

NAVFAC

Facilities engineering
and acquisition

NAVSUP

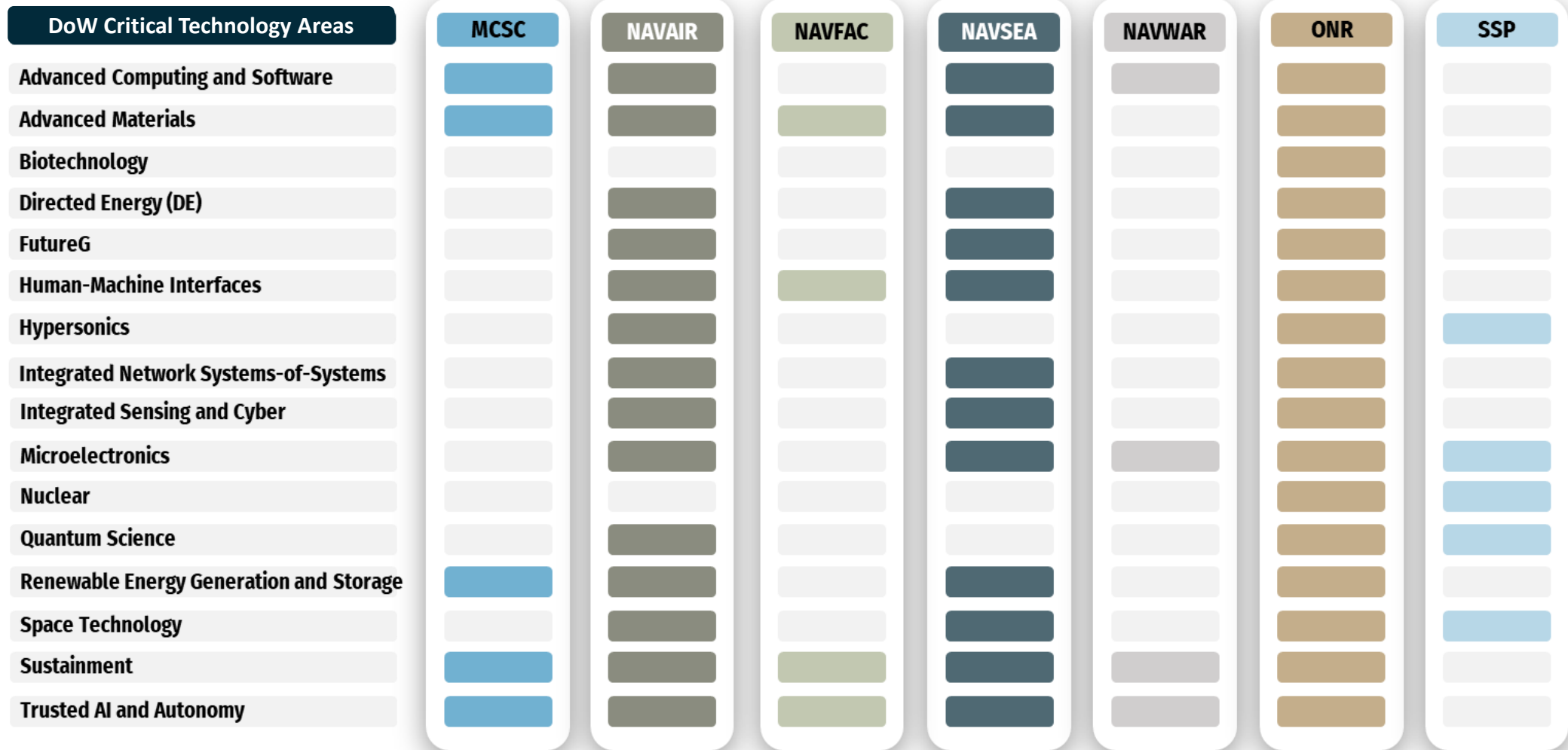
Supply chain, acquisition,
operational logistics

How We Work

Mission-Driven Processes

- **Alignment to mission requirements**
- **Sponsoring organizations, resources to transition**
- **Transition-driven topics**
 - Conventional – specific Naval problems sets
 - Direct to Phase II – specific problems seeking higher TRL solutions
 - Open – broad technical priorities

DoW Critical Technology Areas



How to Participate America's Seed Fund

1

About SBIR and STTR: Learn How the Programs Work

<https://www.sbir.gov/>

2

Get Started: How to Apply, Determine Eligibility

<https://www.sbir.gov/apply>

All Participating Federal Agencies

Find topics and funding opportunities for all participating federal agencies

<https://www.sbir.gov/topics>

Learn and follow proposal development guidelines and instructions for all participating Federal Agencies

<https://www.sbir.gov/participating-agencies>

3

Department of War (DoW)

Research DoW focused Topics Consistent with your Business Strategy

<https://www.dodsbirstr.mil/topics-app/>

Use DoW Templates and Submit Proposal that Meets Topic Need

<https://www.dodsbirstr.mil/submissions/login>

4

Use Navy-specific templates and forms available at:

https://www.navysbir.com/links_forms.htm

DoW Solicitation Schedule

- DoW releases topics the first Wednesday of every month

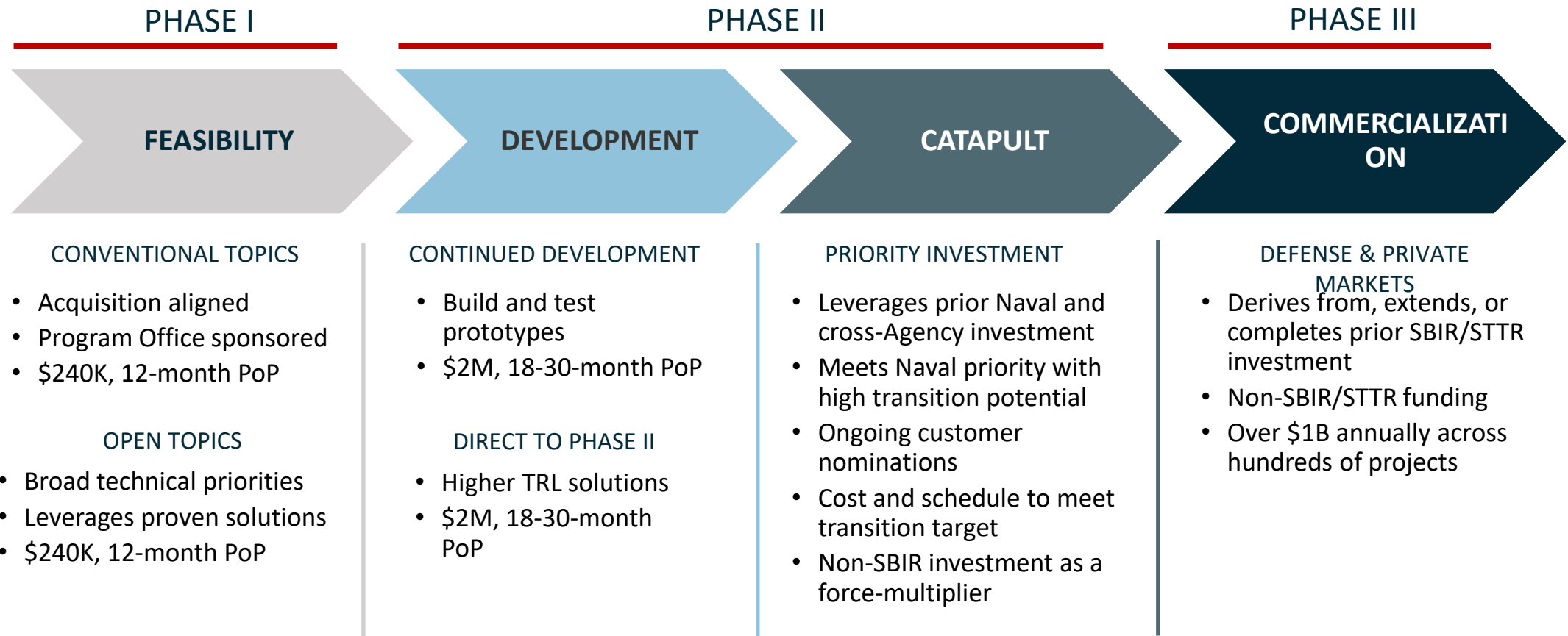
Key Points

- Opportunity for SBIR and STTR in each release
- BAA and CSO in each release
- **Pre-Release** allows for direct Q&A between industry and the topic technical point of contact (TPOC)
- **Open** is the period when proposals are submitted; all Q&A is now public
- Use templates and submit proposal that meets the stated topic need
- **Close** occurs at 12 PM ET; proposals must be submitted/certified in full by the proposer before this time

DoW BAA and CSO Details:

<https://www.dodsbirsttr.mil/submissions/login>

Execution Aligned to Mission Requirements



How We Work

Navy Catapult

Navy Catapult

Leverages prior SBIR investment to accelerate technology development to meet Naval priorities with a 2nd Phase II award.

Process

Nomination

Naval customer submits project nomination

Approval

Systems Command SBIR Program Office and SBA (if funding waiver required) make funding decision

Request for Proposal

Government issues request for proposal

Proposal

Firms develops and submits Phase II proposal via DSIP

Evaluation and Negotiations

Naval customer evaluates proposal in accordance with RFP; Contracting Officer negotiates with firm

Award

Contracting Officer awards contract

Advantages

- Schedule flexibility to support transition target
- Contracting mechanisms tailored to meet technical requirements
- Potential of additional non-SBIR funding to amplify impact
- Transition end-point with support from Sponsoring organization

FY24 Portfolio

- 188 active agreements (21% leverage cross-Agency investment)
- \$248M SBIR/STTR, \$63M matching funds
- 69 new FY24 awards (valued from \$1.7M to \$13M)

Eligibility

- Meet eligibility requirements for the SBIR and STTR programs
- Are eligible to receive an initial or second Phase II on a prior award

Cross-Agency Collaboration

Naval sponsors may nominate Catapult projects from the entire DoW and Federal SBIR/STTR portfolio.

How We Work

Navy Catapult

Key Message

Navy Catapult follows a common framework, but each SYSCOM applies its own tailored process to nomination, evaluation, and transition based on mission needs and funding models.

SYSCOM Examples

- At **ONR** and **NAVFAC**, nominations are submitted by Program Managers (PMs) where discussion also includes a spend plan on SBIR and non-SBIR funding and a transition plan.
- At **NAVSEA**, nominations are submitted by PEO representatives and reviewed on a case-by-case basis based on their interest.
- At **NAVWAR**, nominations are officially submitted by acquisition program offices linked to a PEO with identification of matching non-SBIR funding and identification of Phase III pathways.

Key Takeaway

Engage early with the SYSCOM best aligned to your technology and brief them on your prior SBIR work and how it fits their mission.

Navy Funded Transition Support Programs for Our Awardees

Making Transition Our Priority

	Navy STP*	DON-SEC	NAVY Launch*	Private Capital Forum
What it is	Commercialization, transition, and professional assistance.	Connections to the DoW experimentation community to test innovative solutions.	Education, acceleration, and scaling services to succeed beyond traditional defense markets.	Education, connection, and engagement with private capital sources.
How it helps	Supports transition of technology through business mentoring, education, and networking.	Full spectrum of end-to-end facilitation, mentoring, and training in all aspects of experimentation.	Prioritize markets, explore private funding, customer discovery, and engage for new growth.	Clearer understanding of fundability, actionable strategies, and direct connections to capital partners.
	www.navystp.com	www.navysbir.com/sec	www.navysbir.com/programs/navylaunch	www.navysbir.com/programs/navylaunch

*annual cohort models

Why the SBIR/STTR Programs?

Federal government investment in your solution – giving you the freedom to run your business according to your vision, develop your technology, and chart a path toward commercialization.

- Source of non-dilutive funding
- Retention of intellectual property rights
- Cooperative R&D partnership with a nonprofit research institution (STTR)
- Phase III sole source authority
- Validation of technology
- Technical and business assistance

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Stay in Touch!



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x.com/donsbir

Don't miss our next
Office Hours!
Virtual Event

Last Wednesday
Every Month

Register Today!

www.NavySBIR.com