

dcode

Strategic Use of the SBIR and STTR Programs

*Small Business Innovation Research Program (SBIRs) &
Small Business Technology Transfer (STTR)*

Small Business Innovation Research Program (SBIRs) & Small Business Technology Transfer (STTR)

- Roughly \$1.8 billion in DoD funds set aside for R&D with small businesses annually for SBIR and STTR programs
- Stimulate technological innovation, address federal R&D needs, and drive commercialization
- SBIR program overseen by Small Business Administration
- Can be awarded as Contracts or Grants
- Limited to US-owned, for-profit companies that qualify as SBA small businesses

Eligibility

1. Each proposer must qualify as a small business concern
2. Must perform work in the US (includes subcontractors)
3. A minimum of **two-thirds** of the research and/or analytical work in Phase I must be conducted by the proposing firm. For Phase II, a minimum of **one-half** (50%) of the research and/or analytical work must be performed by the proposing firm. The percentage of work is measured by both direct and indirect costs.
4. For both Phase I and II, the primary employment of the principal investigator must be with the small business firm at the time of the award and during the conduct of the proposed effort. Primary employment means that more than one-half of the principal investigator's time is spent with the small business. Primary employment with a small business concern precludes full-time employment at another organization.
5. Benchmarks if you have existing SBIR/STTR Awards

But what is a small business concern?

A small business is defined 'either in terms of the average number of employees over the past 12 months, or average annual receipts over the past three years.'

Other general requirements:

- Be a for-profit business of any legal structure
- Be independently owned and operated
- Not be nationally dominant in its field
- Be physically located and operate in the U.S. or its territories

There are typically 3 SBIR/STTR cycles in a year

Jan - Feb

May - June

Sept - Nov



Keep in mind:

- Topics will change per cycle: SOCOM typically has 1-10 topics per round
- You cannot submit or be awarded two SBIR or STTR awards proposing the same scope of work

	SBIR	STTR
Federal Agencies	11 Agencies: DOD, DHS, NASA, USDA, Commerce, Education, DOE, HHS, DOT, EPA, NSF	5 Agencies: DOD, DOE, HHS, NASA, NSF
Partnership	No partnership required	Small business must be teamed with a non-profit, college/university or research institution (RI)
Focus	Small business R&D	Focused on the transfer of technology from the RI to small business to the marketplace
Principal Investigator (PI)	Must be primarily employed at the proposing small business	Could be primarily employed at either the RI or the small business
Subcontracting	33% limit on Phase I SBIR subcontracting, increases to 50% in Phase II	Up to 60% of the research effort can be subcontracted

Why you should consider a SBIR/STTR

Direct access
to the
problem
owners

Easier path to
revenue

Faster time to
contract

Lighter lift

Federal
funding to
invest in R&D
that may
already be on
your roadmap

Specifically
for small
businesses

Retain IP
rights

“Non-
competitive”
status!

SBIR/STTR Phases

Phase
1

Feasibility Study

NTE 6 months

Cap is \$150,000

Phase
2

Prototype Development

Time varies depending
on effort.

Cost varies depending
on effort.

Phase
3

Phase III Commercialization

Not funded by SBIR
dollars

SBIR/STTR Phases Objectives

Phase
1

Feasibility Study

- Establish technical merit and feasibility
- This phase results in a thorough feasibility study

Phase
2

Prototype Development

Develop and implement successful prototypes.

Phase
3

Phase III Commercialization

No further competition required because competition was met in Phase I or Phase II award.

The BEST part...

Agencies can non-competitively contract with Phase I or II awardees for work that derives from, extends, or completes R&D work conducted under SBIR program.

Competition is done!



How is it being used?

1

R&D topic areas sourced by the program offices for SOCOM



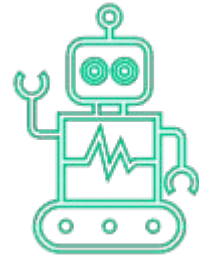
2

Topics posted, proposals sought, and awards granted



3

SBIR awardee conducts work and develops concept or prototype



Evaluation

Selections will be based on best value to the Government considering the following factors which are listed in descending order of importance:

- a.** The soundness, technical merit, and innovation of the proposed approach and its incremental progress toward topic or subtopic solution.
- b.** The qualifications of the proposed principal/key investigators, supporting staff, and consultants. Qualifications include not only the ability to perform the research and development but also the ability to commercialize the results.
- c.** The potential for commercial (Government or private sector) application and the benefits expected to accrue from this commercialization.

What you need to get started...

01	Register for SAM	Make sure your information is up to date on SAM.gov
02	Register on DSIP	DSIP is where all of the topics are posted, and is now integrated with login.gov
03	Check out the topics	To see what you're interested in
04	Get started on a compliance matrix	The more you get done now, the quicker you can respond to future solicitations



thank you.