



DEPARTMENT OF THE NAVY
Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

***DoN SBIR Open Topic
Ask Me Anything Session | June 26, 2024***

DoN SBIR/STTR programs provide opportunities for domestic small businesses and start-ups to deliver solutions to meet naval needs through Federal Research/Research and Development (R/R&D). These competitive, three phase, awards-based programs advance innovations with an aim toward transitioning the resulting technologies to the Force/Fleet and commercialization in private markets.

Welcome



Brian Shipley

Acting Director, DoN SBIR/STTR Programs

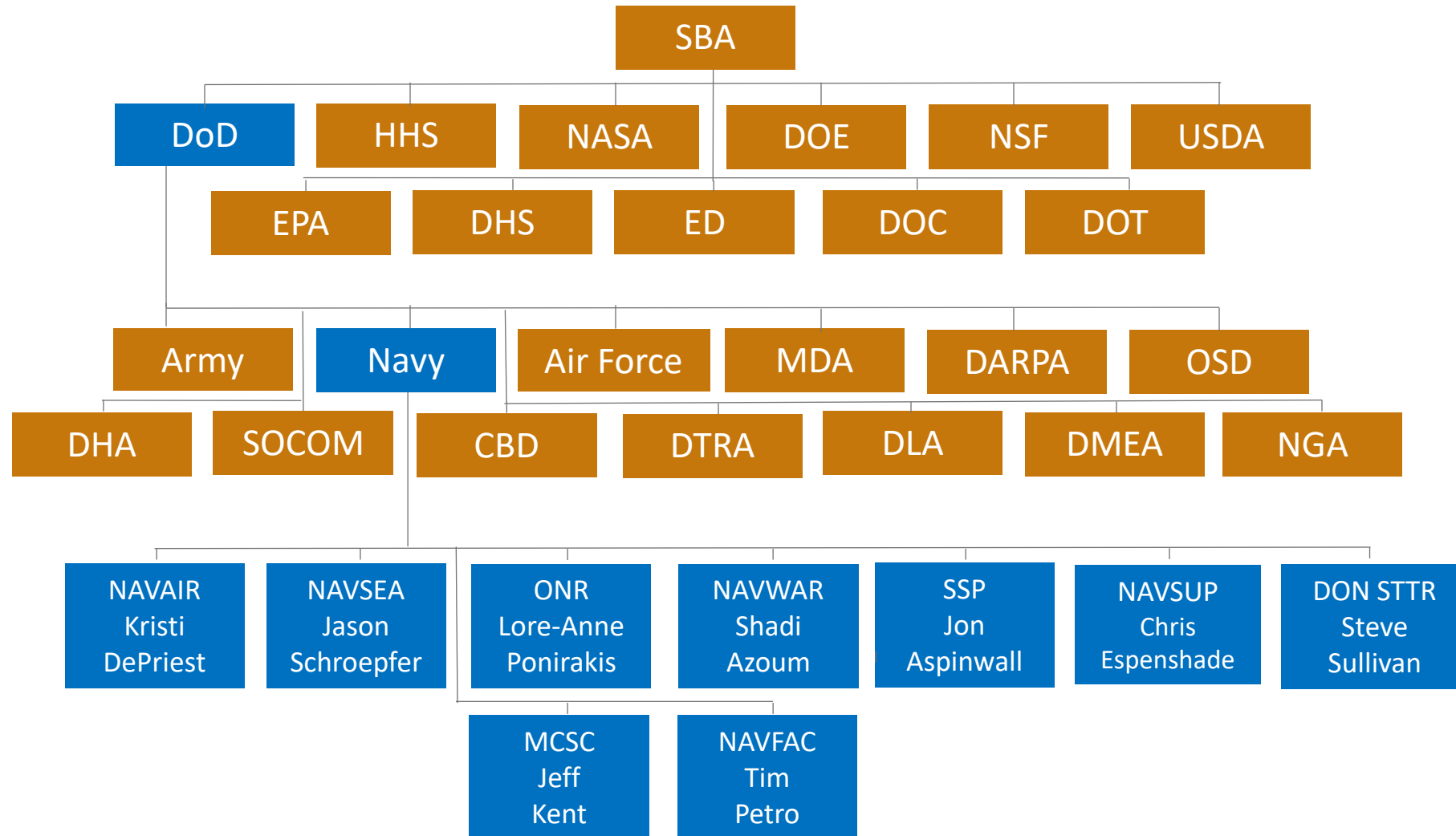
The DoD Preface and DoN Instructions take precedence over ANYTHING in this brief or that is stated today!



Goals of SBIR/STTR

- Stimulate technological innovation
- Use small business to meet Federal R&D needs
- Increase private sector commercialization of Federally funded research and development
- Foster and encourage minority and disadvantaged participation in technological innovation
- Foster technology transfer through cooperative research and development between small businesses and research institutions (STTR)

Federal SBIR/STTR Org Chart



Delivering Innovation to Our Warfighters



Naval Research Enterprise Needs

National Defense Strategy;
Acquisition, Sustainment, and
Modernization Programs



Innovative Proposals

Start-ups and
Small Businesses

Feasibility Study (Phase I)

Scientific or technical
merit of an idea

Technology Development (Phase II)

Build and test prototypes

Commercialization (Phase III)

Sales to defense and
private sector
markets

Eligibility



- Must qualify as a small business concern as defined by 13 CFR 121.702:
 - Organized for profit, with a place of business located in the United States
 - More than 50% owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States, or by other small business concerns that are each more than 50% owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States; and
 - No more than 500 employees, including affiliates
- Must meet the commercialization and transition rate benchmark requirements as determined by the SBA.
- For DoN, firms that are more than 50% owned and controlled by more than one venture capital operating company, hedge fund, or private equity firm (13 C.F.R. § 121.702), **are eligible** to submit a proposal.

Get Started



- Read the DoD Preface and Navy Instructions!

DoD Preface:

- Program Description
- Definitions
- Proposal Fundamentals
- Phase I Proposal
- Phase I Evaluation Criteria
- Phase II Proposal Information
- Contractual Requirements

Navy Instructions:

- Phase I Submission Instructions
- Phase I Evaluation and Selection
- Additional Submission Considerations
- Selection, Award, and Post-Award Information
- Phase II Guidelines
- Phase III Guidelines
- Topics



Get Started

- Required Registrations:
 - Create a Company Registration at <https://www.sbir.gov/registrationSBIR.gov>
 - Register in the Defense SBIR/STTR Innovation Portal (DSIP) <https://www.dodsbirsttr.mil/submissions/login>
 - System for Award Management (SAM) <https://sam.gov>
- Complete Submission Requirements

DSIP Training Materials

<https://www.dodsbirsttr.mil/submissions/learning-support/training-materials>



DoN-Specific Phase I Requirements

- Open Topic Proposal Template: https://navysbir.com/links_forms.htm
- May submit only one (1) proposal per open topic
- Phase I feasibility
 - Base: 4-month, \$75K
 - Option: 6-month, \$100K
- May not propose Technical and Business Assistance (TABAs)
- Should not propose Government Furnished Equipment (GFE)
- Do not recommend proposing use of Human Subjects, Animal Testing, or Recombinant DNA

Key Dates



DoN Open Topics (N244-P01 through N244-P03)

Pre-Release	13 June 2024 to 31 July 2024
Open	1 August 2024 to 3 September 2024
Close	4 September 2024, 12:00 PM ET
Topic Q&A closes to new questions	21 August 2024

Stay in Touch



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