



## Department of the Navy SBIR/STTR Programs

### SBIR Soundings Newsletter – Summer 2021

#### A Message from the Program Director



Welcome to our Summer 2021 SBIR Soundings quarterly web-based newsletter.

The 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.

In this issue of our quarterly newsletter, I invite you to learn more about the new Department of the Navy SBIR Experimentation Cell (DON-SEC), an effort connecting SBIR innovators with the Naval experimentation community. DON-SEC targets SBIR innovators that have surpassed the concept maturity phase and are looking to showcase their initiatives' capabilities.

Often, I ask small business entrepreneurs and technology innovators "What happens if you succeed?" The rationale behind that question is that it's not just good enough to get that Phase II award. We want to get all participating small businesses to commercialization. Before you reflect on the answer to that question, you may want to visit the *Navy SBIR/STTR Success Stories* webpage featured below. It includes samples of inspiring Navy Phase III projects and their impact to the DON and the associated small businesses.

We have improved the ways we manage our Navy SBIR/STTR proposals, contracts, and payments. Our proposal requirements are now 50% less than DoD standard, we deliver faster awards via a dedicated SBIR Contracting Command, and our first Phase I payments are larger and 75% faster. To illustrate our improved processes, read the *21.2/B Proposals Selection Update*, as well as our *Near-term Funding Opportunities* in this issue.

As a priority, we want to create new opportunities for connections with small businesses, but also want to strengthen our outreach efforts throughout virtual or hybrid events, such as the successful *National SBIR Week*, held July 19-23, 2021. Despite the limitations for in-person activities caused by the pandemic, our program representatives successfully conducted virtual one-on-one meetings with small businesses and shared insights into how the Navy makes funding decisions for over 300 non-dilutive awards each year.

Virtual connection with technology innovators and entrepreneurs allows us to have a stronger connection with the small business community, especially with minority-owned and underrepresented companies. Our participation in the upcoming virtual *2021 Navy Gold Coast* (Sep 1-2, 2021) will create opportunities for connection through panels, matchmaking sessions, and our virtual exhibit booth. We hope to “see” you there!

Thank you for reading this newsletter to learn relevant information and updates about the DON SBIR/STTR programs.

Sincerely,

Robert L. Smith, Director DON SBIR/STTR Programs

### DON SBIR/STTR Experimentation Cell (DON-SEC)



The Department of the Navy SBIR/STTR Experimentation Cell ([DON-SEC](#)) is led by a group of experts who understand the naval experimentation process in an effort to help DON SBIR/STTR program managers and small businesses demonstrate innovative technologies. DON-SEC connects SBIR/STTR innovators with the Navy experimentation community to deliver innovative solutions for the warfighter. It provides the full spectrum of end-to-end facilitation, mentoring, and training in all aspects of experimentation including:

- Data collection and reporting to inform decision-makers
- Subject matter expertise to ensure solutions are examined in a tactically relevant environment
- Engineering planning to navigate operational and engineering processes
- Operational planning from idea to experiment execution

DON-SEC targets SBIR innovators that have surpassed the concept maturity phase and are looking to showcase their initiatives' capabilities. There are numerous venues available for testing, all with differing

degrees of entrance criteria, cost factors, timelines, and other associated challenges. DON-SEC can help guide initiatives into the appropriate venue, and moreover into a pathway of events as the technology matures.

The [DON-SEC website](#) includes guidance documents for small business innovators, naval subject matter experts, and program managers on using the SBIR vehicle to realize experimentation objectives. It also includes the latest experimentation news, useful links and more. Visit [www.navysbir.com/sec](http://www.navysbir.com/sec) for additional information.

## Phase III Success Stories



Success in SBIR/STTR is measured in a number of ways including impact to the Federal Government and the Nation, cost savings to the Federal Government, and benefit to small business, but it is best measured by the value of “Phase III” or “commercialization”. Phase III includes products, services, Research/Research and Development (R/R&D) or any combination thereof, including testing and evaluation of products, services, or technologies.

No Federal Government SBIR/STTR set-aside funds are involved in Phase III; Phase III funding can come from the Government in the form of mission dollars and/or the private sector. To date, the Department of the Navy (DON) has funded over \$6.8 billion to commercialize SBIR/STTR technologies.

The [Navy SBIR/STTR Success Stories](#) webpage includes samples of Navy Phase III projects and their impact to the DON and the associated small businesses. The webpage is formatted in a way to easily locate success stories by year, firm name, state, Navy Systems Command (SYSCOM), and keywords. For more information, visit <https://www.navysbir.com/success/>.

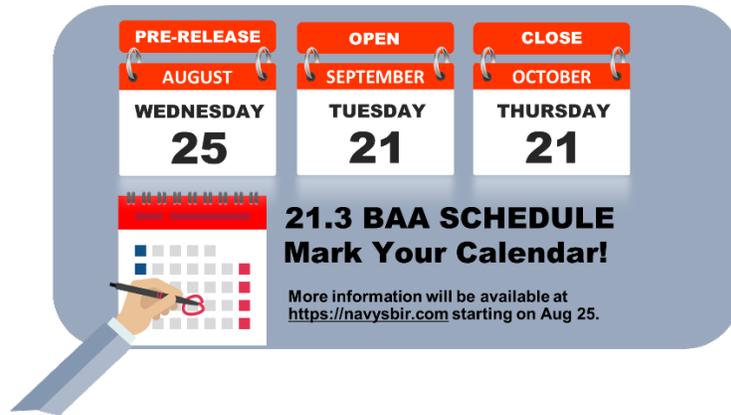
## 21.2/B Proposals Selection Update

The list of DON 21.2/B SBIR proposals selected for further consideration is now available at the [DON SBIR/STTR Programs](#) website. Current selection means that the proposal is of interest, but the final decisions and contract negotiations are incomplete. Proposal selection is an ongoing process that may take a few months to complete. Congratulations to all companies selected for further consideration!

[Click HERE for Navy 21.2 SBIR Proposal Selections](#)

[Click HERE for Navy 21.B STTR Proposal Selections](#)

## Near-Term DON SBIR/STTR Funding Opportunities



The [Department of the Navy](#) (DON) SBIR 21.3 topics will be pre-released on August 25, 2021. The pre-release period allows direct public communication between small businesses and topic technical points of contact (TPOCs) to answer technical questions about the topics. The DoD and DON SBIR 21.3 BAA will officially open for proposal submissions on September 21 and close on October 21 at 12:00 PM EDT. More information related to the DON SBIR 21.3 topics, including specific areas of DON need and complete instructions on developing and submitting proposals, will be available at <https://navysbir.com> starting August 25.

## Outreach Opportunities

### Navy Gold Coast – September 1-2, 2021



The 33rd Annual Department of the Navy Gold Coast – a Small Business Procurement event – will be held in an interactive, immersive, and entirely virtual platform with built-in features for live presentations, interactive Q&A, matchmaking, exhibit booths, and direct attendee networking with modified hours to accommodate participants across the country.

Representatives from the [Department of the Navy SBIR/STTR Programs](#) will participate in live sessions, panels, and virtual one-on-one meetings. Opportunities for networking will be facilitated through our virtual booth. For details about the event, including registration and program schedule, visit <https://www.navygoldcoast.org/>. The event is organized by The San Diego Chapter of the National Defense Industrial Association (NDIA).

## Stay in touch with DON SBIR/STTR!

Stay connected with the DON SBIR/STTR Programs! Join the conversation! Follow us on [LinkedIn](#) and [Twitter](#) to learn about funding opportunities for innovative start-ups and small businesses!



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