



SBIR / STTR PROGRAM

Small Business Innovation Research / Small Business Technology Transfer

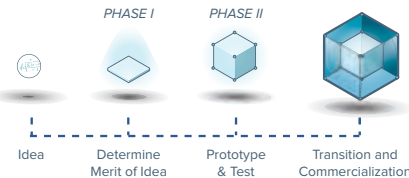
CREATING & PREVENTING TECHNOLOGICAL SURPRISE

DARPA

SBIR/STTR @ DARPA

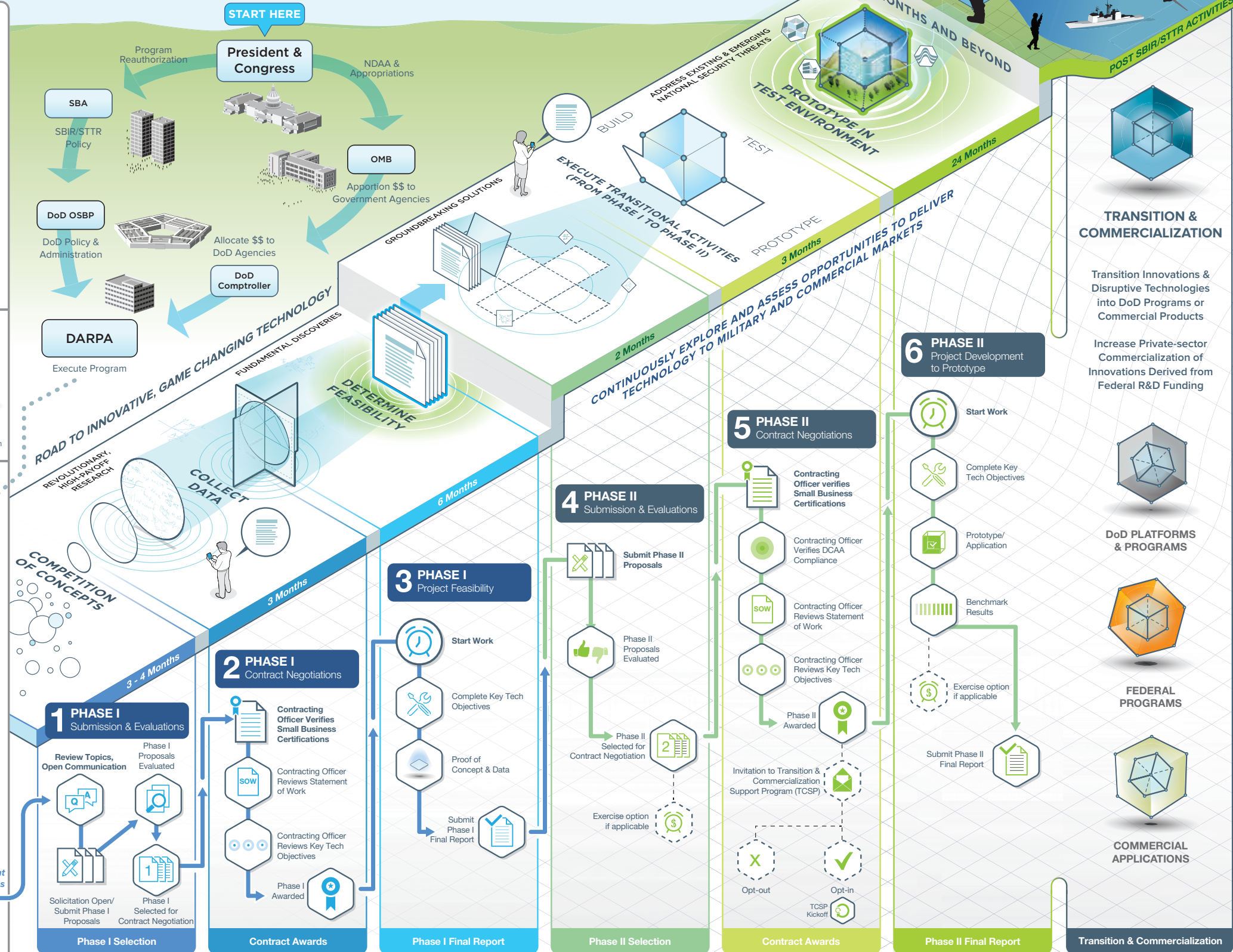
- Identifies & Funds Early Stage R&D Projects with Potential for High Payoff and Breakthrough Capabilities for the Warfighter
- Taps Innovation from US Small Businesses & Research Institutions in the Context of Tomorrow's Environment for National Security and Technology
- Explores Promising Technologies & Solution Alternatives via Low-Cost Investigations
- Supports the Transition of Disruptive Technologies into DoD Programs or Commercial Products

SBIR/STTR PHASES



TOPIC SELECTION @ DARPA

How are topics for SBIR/STTR projects selected? And by whom?



DARPA'S MISSION

DARPA's mission is to make the pivotal early technology investments that create or prevent decisive surprise for U.S. national security.

TECHNOLOGY OFFICES

- BTO - Biological Technology**
Biology, Technology, & Complexity
- DSO - Defense Sciences**
Discovery, Modeling, Design & Assembly
- I2O - Information Innovation**
Information, Innovation & Cyber
- MTO - Microsystems**
Electronics, Photonics & MEMS
- STO - Strategic Technology**
Networks, Cost Leverage & Adaptability
- TTO - Tactical Technology**
Weapons, Platforms, & Space

<http://www.darpa.mil/our-research>

SBIR/STTR Research Supports DARPA's Mission and Programs

- Explore High Risk Concepts & Ideas Without Expense of Larger Programs
- Test & Evaluate Alternatives or Solution Subsets To Reduce Risk
- Provides up to \$1.6M per Project for Promising Technologies
- Leverage Unique Skillsets & Novel Ideas to Address High Priority Military Needs

DARPA Small Business Program Office Supports Small Business

| | |
|---|--|
| Funding to Develop Your Idea & Bring it to Life | Expert Counsel to Guide Technology Development |
| Introductions to Potential Buyers, Partners & Investors | Coaching, Training & Tools to Transition Your Ideas from the Lab to the Market |

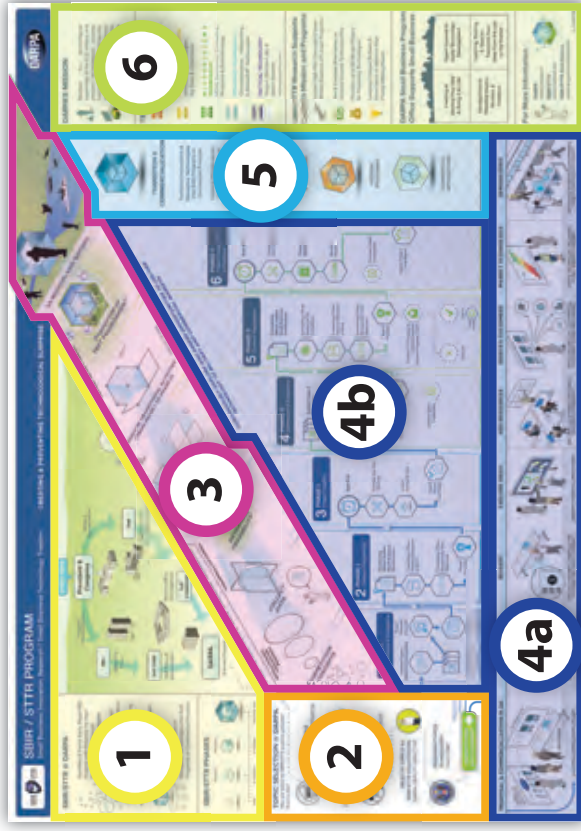
For More Information

DARPA
www.darpa.mil
SBIR/STTR
<https://sbir.defensebusiness.org>
SBIR/STTR Solicitations
www.acq.osd.mil/osbp/sbir

v_20131113



The DARPA SBIR/STTR visual map is a communication aid that highlights the contribution small businesses make to innovative, game changing technology, and underscores the level of effort, commitment, and investment required to competitively bring an idea from the lab, to the marketplace.



1 The story begins at the top left of the map and describes how SBIR and STTR funding and policy directives filter down from the office of the President and Congress to the Federal agencies.

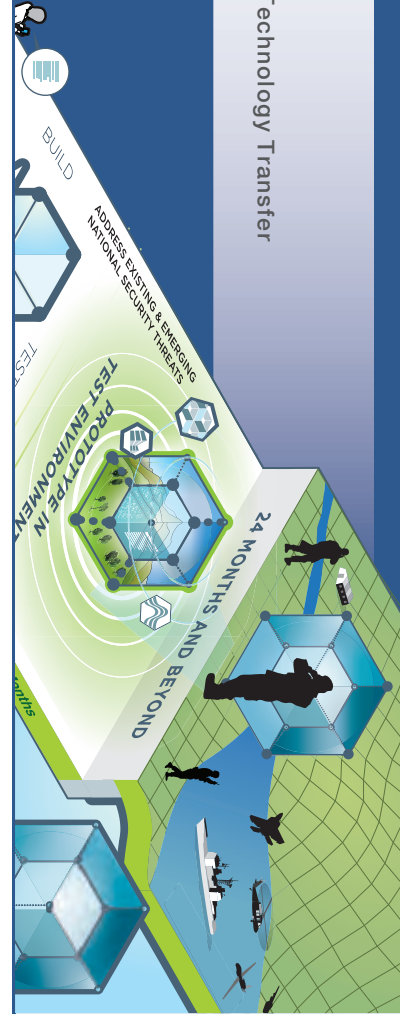
2 The left-hand column describes how topics are developed, prioritized, and selected for release to industry.

3 The “Road to Innovative, Game Changing Technology” is a pathway through the SBIR/STTR life cycle that illustrates how technology matures from radical idea, to proof-of-concept, to prototyping, and eventually, to the marketplace.

4 The “Journey from Lab to Market” illustrates the dual paths small businesses must simultaneously follow: the “Government Process” path shows each step that must be completed in order to move to the next phase. The “Small Businesses Activities” path shows the kinds of activities small businesses must engage in throughout the SBIR/STTR life cycle and beyond in order to be successful.

5 The “Transition and Commercialization” column represents the latter phase of the journey and illustrates three potential pathways for delivery of SBIR/STTR developed technologies - DoD Programs, Federal Programs and Commercial applications.

6 The right-hand column describes DARPA’s mission and how the SBPO supports the exploration of high-risk concepts by providing expert counsel, tools, and training.



SBIR / STTR PROGRAM

Small Business Innovation Research / Small Business Technology Transfer
Small Business Program Office: sbir@darpa.mil

DARPA’s mission is to make the pivotal early technology investments that create or prevent decisive surprise for U.S. national security.

MESSAGE I

Small Businesses must ensure they are ready to accept the level of effort, commitment, and investment required to bring an idea from the lab to the marketplace.

- Understand that the DARPA SBIR/STTR process is not linear, but is a continuous, iterative journey from proof-of-concept to prototype delivery and beyond.

- Understand that some technology areas may require additional feasibility studies related to the Phase I and/or additional testing and development during or after Phase II. Do not expect to go directly from Phase I to Phase II or directly from Phase II to Transition/Commercialization.

MESSAGE II

Small Businesses must align internal management activities with the government process to execute SBIR/STTR projects.

- Communicate with PMs and Contracting about positive and negative events to ensure contract requirements are met.
- Anticipate critical milestones; plan to add resources as required.

- Actively seek alternative funding arrangements. Do not rely solely upon the financial support of the SBIR/STTR award.
- Seek guidance from specialists such as attorneys, accountants, and contract administrators who can help coordinate SBIR/STTR requirements.

MESSAGE III

Small Businesses must plan for Transition and Commercialization throughout the entire process.

- Explore a diverse range of applications early in the process to help identify potential customers and investors.

- Establish relationships with those who are willing and able to provide development or investment funds.

- Seek opportunities to benchmark via concept or product demonstrations, or tests in operational environments.

Participate in the Transition and Commercialization Support Program. The SBPO, in partnership with the T2C Team, can provide support.