



TARDEC Dual Use Technology Programs



Automation Alley

22 April

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**Macomb Procurement Technical
Assistance Center**

6 May



April 2008

**Distribution Statement A. Approved for Public Release.
Distribution is unlimited.**

Small Business Innovation Research Program (SBIR)

- **Government-wide Program established by Congress in 1982 to promote small business participation in Federal Research and Development (R&D)**
- **An Extramural Program Reserved for Small Business**
- **Set-aside program for small business concerns to engage in federal R&D -- with potential for commercialization.**

Why SBIR?

Small Business Innovation Development Act of 1982

Congress designated 4 major goals

- **Stimulate technological innovation.**
- **Increase private sector commercialization of federal R & D.**
- **Increase small business participation in federally funded R&D.**
- **Foster & encourage participation by socially and economically disadvantaged small businesses.**

SBIR – Three Phase Process

Topics

Phase I

Phase II

Phase III



DoD Solicitation
SBIR YY.2
May thru July

Feasibility Study
\$70K, 6 Months

\$50K Option
(Gap Funding)

~10% of
proposals
submitted selected

Prototype
Development
\$730K, 2 Years

Commercialization
Pilot Program
Launch in FY07

~50% invited
proposals selected

Commercialization
Transition to
Federal Gov't
or Private
Program

No SBIR Funds

\$243M in
FY07

Phase I + Phase II =
\$850 Thousand

SBIR - Eligibility and Limitations

Must qualify as small business for research as defined below:

- **At least 51 percent United States-owned by individuals and independently operated.**
- **Organized for profit.**
- **Business located in the United States.**
- **Work performed in the United States.**
- **Not more than 500 employees**
- **Principal Investigator must spend more than 1/2 of time employed by the proposing firm.**
- **During Phase I, a minimum of 2/3 effort must be performed by the proposing firm.**
- **During Phase II, a minimum of 1/2 of the effort must be performed by the proposing firm.**

DoD SBIR/STTR Programs : Department of Defense : Small Business Technology Innovation Research - Microsoft Internet Explorer

File Edit View Favorites Tools » Address <http://www.dodsbir.net/solicitation/default.htm> Go

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 **DEPARTMENT OF DEFENSE** *Resource Center*
Small Business Innovation Research 

DoD SBIR/STTR SOLICITATIONS www.dodsbir.net

DoD SBIR/STTR SOLICITATIONS

Current Solicitation(s)

- [STTR Solicitation 2008.A](#) CLOSED

Since October 2002, all DoD SBIR and STTR solicitations are available in electronic format only from the DoD SBIR/STTR web site, in accordance with the Government Paperwork Elimination Act (GPEA). If you wish to be notified via email of future DoD SBIR/STTR solicitations and events, then [subscribe to our listserve](#).

Topics Search Engine

 Visit the [DoD Topic Search website](#) to quickly and easily find topics by keyword across all DoD components participating in the current solicitation. Once you find a topic of interest to you, remember to read the **Component-specific instructions** for that topic.

Technical Questions

 During the pre-release period, you may talk directly with the Topic Authors to ask technical questions about the topics. Their names, phone numbers, and e-mail addresses are listed within each solicitation topic. For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed when DoD begins accepting proposals for each solicitation. However, proposers may still submit written questions about solicitation topics through the [SBIR/STTR Interactive Topic Information System \(SITIS\)](#), in which the questioner and respondent remain anonymous and all questions and answers are posted electronically for general viewing until the solicitation closes. All proposers are advised to monitor SITIS during the solicitation period for questions and answers, and other significant information, relevant to the SBIR/STTR topic under which they are proposing.

Proposal Preparation and Submission

 All SBIR Proposals must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission Web Site <http://www.dodsbir.net/submission/>, as described in Sections 3.0 and 6.0 of the program solicitation.

Future Solicitation Schedule

- [STTR Solicitation 2008.A](#) -- was posted on this Web Site on January 22, 2008; began accepting proposals on February 19, 2008;

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DoD SBIR / STTR TOPICS - Basic Search

Topic Number Search

Search by Topic Number:

- OR -

Keyword Search

Search by Keyword:

Limit search to within

AND Matches within

Sorted by Topic #
 Agency



DoD SBIR/STTR Topics

Topics for current Department of Defense (DoD) Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Solicitations are easily accessed from this site. Search by topic number or keywords.

Current Solicitation	Pre-release Date	Begin Accepting Proposals	Close Date	Participating Components
				Air Force, Army, DARPA

www.dodsbir.net/sitis

SBIR/STTR Interactive Topic Information System (SITIS) - Microsoft Internet Explorer

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DoD SBIR / STTR

SITIS - SBIR/STTR Interactive Topic Information System



As of midnight March 5, questions for solicitation STTR 08.A will no longer be accepted.

The purpose of *SITIS* is to provide technical clarification on solicitation topics. Any other questions will not receive a response. In *SITIS*, questioner and respondent remain anonymous and all technical questions and answers are posted electronically for general viewing.

Questions that deal with the technical aspect of a specific topic in the DoD STTR FY2008.A Solicitation will be accepted in *SITIS* through **March 5, 2008**. Once DoD begins accepting proposals on **February 19, 2008**, questions may only be submitted through the *SITIS* system because direct contact between proposers and topic authors is no longer allowed.

View [SITIS Quick Scan](#) daily to see which topics currently have Q&As or other information. To submit a technical question, click on the topic number listed in Quick Scan and scroll to the New Question section at the bottom.

If you haven't used this system before, you should first read the [SITIS Instructions](#), which explains how to use the system, as well as what to expect from *SITIS*.



SITIS Topics Quick Scan

Comments or Problems: SBIRHelp@brtrc.com

Updated: January 2008

http://www.dodsbir.net/sits/quick_scan.asp

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http://www.dodsbir.net/submission/

Welcome to the DoD SBIR/STTR Submission - Microsoft Internet Explorer

Address <http://www.dodsbir.net/submission/SignIn.asp>

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DoD SBIR/STTR
SUBMISSION

e-submit

Enter the First Few Letters of your Firm Name:

And Press:

SBIR Program – DoD Internet Resources

- **Resource Center: www.dodsbir.net**
 - ✓ Everything you ever wanted to know about the DoD SBIR program
- **Homepage: www.acq.osd.mil/osbp/sbir/**
 - ✓ Program overview, solicitations, sample proposals, and more
- **Topic Search: www.dodsbir.net/topics/**
 - ✓ Search current solicitation topics by topic number or keyword
- **Proposal Submission: www.dodsbir.net/submission/**
 - ✓ Prepare & submit proposal coversheets, commercialization report, update phase II projects
- **Topic Questions: www.dodsbir.net/sitis/**
 - ✓ Obtain technical clarification regarding current solicitation topics
- **Awards Search: www.dodsbir.net/awards/**
 - ✓ Searchable database of SBIR awards from FY83-FY07

SBIR Program – How to Participate

- Review the Topics in the current solicitation at www.dodsbir.net/solicitation/
- Register and submit proposals at www.dodsbir.net/submission/
- General questions? Call our Help Desk 866-SBIRHLP (724-7457)
- Questions about a solicitation topic? Contact topic author listed with the topic during the pre-release period or www.dodsbir.net/sitis/
- Subscribe to the Listserv at www.dodsbir.net/ to receive program notices and updates

UNITED STATES ARMY

SBIR STTR Programs

SMALL BUSINESS INNOVATION RESEARCH
SMALL BUSINESS TECHNOLOGY TRANSFER

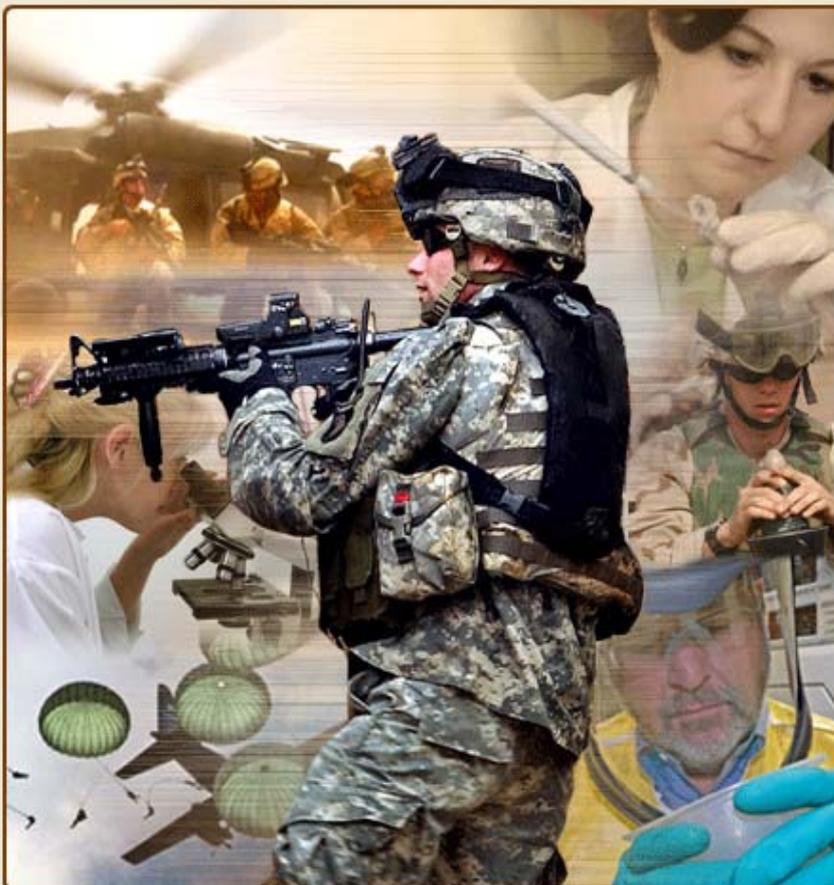
SBIR

STTR

CBD SBIR

**Success
Stories**

**Small
Business
Portal**



MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer Program (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense (DoD), the private sector, and our national economy.

This portal provides all the information necessary to participate in these programs.

**SOLDIER
STORIES**



SEARCH OUR SITE

RELATED LINKS

SUBSCRIBE TO OUR LISTSERV

SBIR – Army Technology Areas

- **Area 1 - Advanced Materials and Manufacturing**
- **Area 2 - Microelectronics and Photonics**
- **Area 3 - Sensors and Information Processing**
- **Area 4 - Simulation and Modeling for Acquisition, Requirements, and Training (SMART)**
- **Area 5 - Advanced Propulsion Technologies**
- **Area 6 - Power and Directed Energy**
- **Area 7 - Chemical, Biological & Nuclear Defense**
- **Area 8 - Environmental and Geosciences**
- **Area 9 - Life, Medical, and Behavioral Sciences**
- **Area 10 - Engineering Sciences**

SBIR Phase I Time Table

Topic Generation(TARDEC)	SEP-NOV 2007
Topic Generation(Army-DoD)	DEC 2007 - APR 2008
Topic Pre-release on Web	21 APR 2008
Solicitation Opens	19 MAY 2008
Solicitation Closes	18 JUN 2008
Proposal Evaluation	20 JUN – 21 AUG 2008
Phase I Selections	22 AUG 2008
Negotiate Contracts	22 AUG – 22 OCT 2008

SBIR Phase II Time Table

EVENT	TIMEFRAME
Phase II Proposal Invitations	During (or after completion of) the Phase I project
Phase II Proposals Due	No later than 30 days after invitation
Phase II Selections Announced	60-75 days after proposal receipt
Phase II Award Goal	No later than 6 months after proposal receipt

SBIR Program - Army Participating Organizations



Armament RD&E Center (ARDEC)

Army Research Institute (ARI)

Army Research Lab (ARL)

Army Test and Evaluation Center (ATEC)

Aviation and Missile RD&E Center (AMRDEC)

Communications-Electronics RD&E Center (CERDEC)

Edgewood Chemical Biological Center (ECBC)

Engineer Research and Development Center (ERDC)

Medical Research and Materiel Command (MRMC)

Natick Soldier Center (NSC)

Simulation and Training Technology Center (STTC)

Tank-Automotive RD&E Center (TARDEC)

Space & Missile Defense Command (SMDC)

Army Program Executive Offices (PEOs)



CRADA/SBIR – TARDEC HOMEPAGE



RDECOM

TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

U.S. Army Research, Development and Engineering Command

TARDEC

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National Automotive Center (NAC)

NAC

Chartered by the Secretary of the Army 21 June 1993

Mission

The Center will serve as the Army focal point for the development of dual-use automotive technologies and their application to military ground vehicles. It will focus on facilitating joint efforts between industry, government and academia in basic research, collaboration, technology, industrial base development and professional development.

Introduction

The NAC, founded in 1993, is the DoD/Army focal point for collaborative ground vehicle research and development (R&D). The NAC, located at the Tank-automotive and Armaments Command (TACOM), is an integral part of the Army's Tank-Automotive Research, Development and Engineering Center (TARDEC). The NAC serves as a catalyst linking industry, academia and government agencies in the development and exchange of automotive technologies. The NAC leverages government, commercial industry and academia R&D investments, and initiates shared automotive technology programs. Its primary focus is to benefit current and future military ground vehicle systems through: performance improvements, service life extensions, and reduction in ground vehicle design/manufacturing/production/operation/support costs.

Key Collaborative Mechanisms Used

The NAC employs several key mechanisms to leverage investments in automotive technology R&D and for initiating shared technology programs. These mechanisms include: Collaborative automotive technology contracts, Small Business Innovative Research (SBIR) contracts, Cooperative Research and Development Agreements (CRADA) and Cooperative Agreements. The NAC also sponsors an academic Center of Excellence for Automotive Research (Automotive Research Center).

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<http://tardec.army.mil/nac.asp>

TARDEC

Points of Contact



Mechanisms & Partnerships Team:

E-Mail: DAMI_TARDEC.NAC.Outreach@conus.army.mil

Unsolicited Proposals

E-Mail: DAMI_Unsolicited.Proposals@conus.army.mil



QUESTIONS?



Back up

Things to remember:

➤ **DoD's SBIR 2008.2 Solicitation,**

➤ **available in HTML, PDF and MS WORD formats on the web at:**

<http://www.acq.osd.mil/sadbu/sbir/solicitations/sbir082/>

➤ **will be posted on this Web Site on April 21, 2008; will begin accepting proposals on May 19, 2008; will close to proposals on June 18, 2008. **6:00 a.m. EST -- plan ahead and submit early.****

➤ **The DoD topics search Web site can be found at:**
<http://www.acq.osd.mil/osbp/sbir>

SBIR – Tips (cont'd)

Things to remember:

- **Pre-Solicitation opened April 21, 2008. Speak directly to topic authors or submit questions on SITIS (SBIR-Interactive Topic Information System).**
- **Once solicitation begins, May 19, 2008, questions may only be submitted through SITIS.**
- **SITIS will cease accepting questions two weeks prior to the solicitation close date on June 18, 2008.**
- **Before you submit a proposal check SITIS even if you don't need to ask a question; you should view your competitor's questions and the DoD's answers at:
*<http://www.dodsbir.net/sitis/>***

SBIR – Tips (cont'd)

Things to remember:

- **ALL SBIR offerors MUST register electronically via the Web at: <http://www.dodsbir.net/submission/>**
- **Via the same Web site you will submit:**
 - a) **DoD Proposal Cover Sheet (cover and summary abstract),**
 - b) **ENTIRE Technical Proposal with any appendices,**
 - c) **Cost Proposal, and the**
 - d) **Company Commercialization Report**

SBIR – Tips (cont'd)

Things to remember:

- **DoD requires proposals submitted in PDF format only.**
- **DoD Help Desk Phone: 866-SBIRHLP (866-724-7457)**
- **A facility to submit e-mail questions can be found at <http://www.dodsbir.net/helpdesk/>**

SBIR – Tips (cont'd)

Things to remember:

- **Prior to receiving a contract award, the offeror must be registered in the Central Contractor Registration (CCR) database. For information regarding registration, call 1-888-227-2423 or visit <http://www.ccr.gov/>**
- **You are required to, “Identify any foreign nationals you expect to be involved on this project, country of origin and level of involvement”**
- **Army Phase I proposals have a 20-page limit (excluding the Cost Proposal and the Company Commercialization Report).**

SBIR – Tips (cont'd)

Things to remember:

- **Must use required marking for proprietary info**
- **Must respond to a published topic**
- **No external proposal info (no links)**
- **No subcontracting with Government agencies**
- **No unsolicited proposals**
- **No classified proposals**
- **No paper/mailed proposals**

Things to remember:

Pricing and Contracts

- **Phase I and Option generally Firm Fixed Price with payment every two months based on reports delivered**
- **Phase II generally Cost Plus Fixed Fee (CPFF)**
 - ✓ Performance based scope
 - ✓ Requires adequate cost accounting system
 - ✓ Payments once or twice a month based on cost
- **SBIR data rights apply**

Things to remember:

Phase I options:

- **Allowed by Army (up to \$50K)**
- **Should be fully costed separately from the Phase I (base) approach**
- **Should have separate work plan from Phase I**
- **Both cost proposal and work plan need to be part of Phase I proposal**

SBIR Program Law

- **P.L. 102-564; Signed 10/28/92. The SBIR R&D Enhancement Act of 1992 extended the SBIR Program until Oct 2000.**
- **P.L. 106-554; Signed 12/21/00. The Act HR 5667 of December 2000 extended the Program until 2008.**
- **DOD SBIR Program administered in accordance with Small Business Administration (SBA) SBIR Policy Directives**

SBIR Program - Fast Track

- **Accelerated Phase II process for Phase I contractors with investors matching Phase II SBIR funding**
- **Provides incentive to build strategic partners for Phase III investment and marketing as early as Phase I**
- **Benefits of the process:**
 - ✓ **Expedited Phase II evaluation, selection and award**
- **Qualifications:**
 - ✓ **Fast Track application 120 days after Phase I award**
 - ✓ **Independent investor commitment for funds in cash**
- **Matching Rates: 4:1 matching-new firms, 1:1 others**