

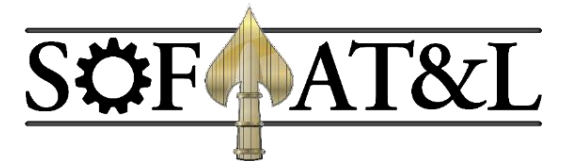


"In the middle of difficulty lies opportunity"

Albert Einstein

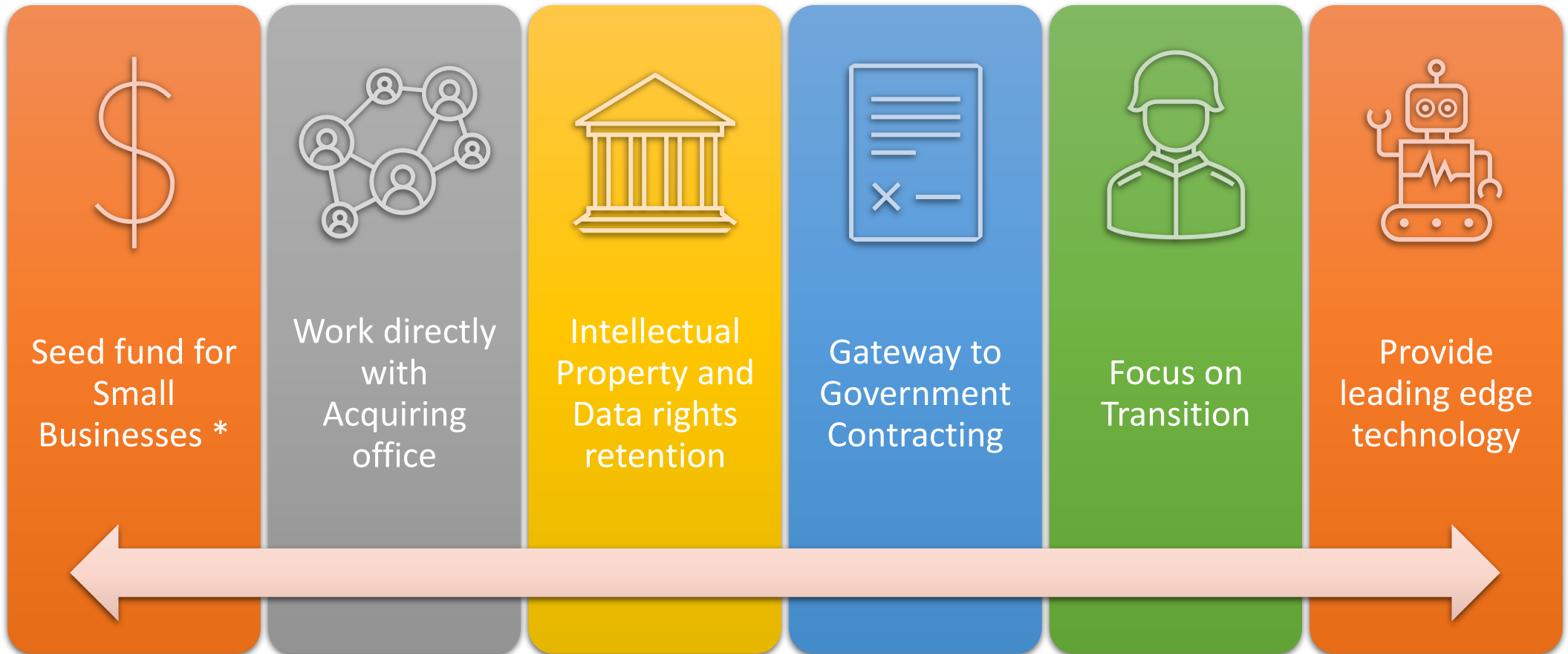
SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS
SOCOM SBIR/STTR

Mina Khalil, PM, USSOCOM



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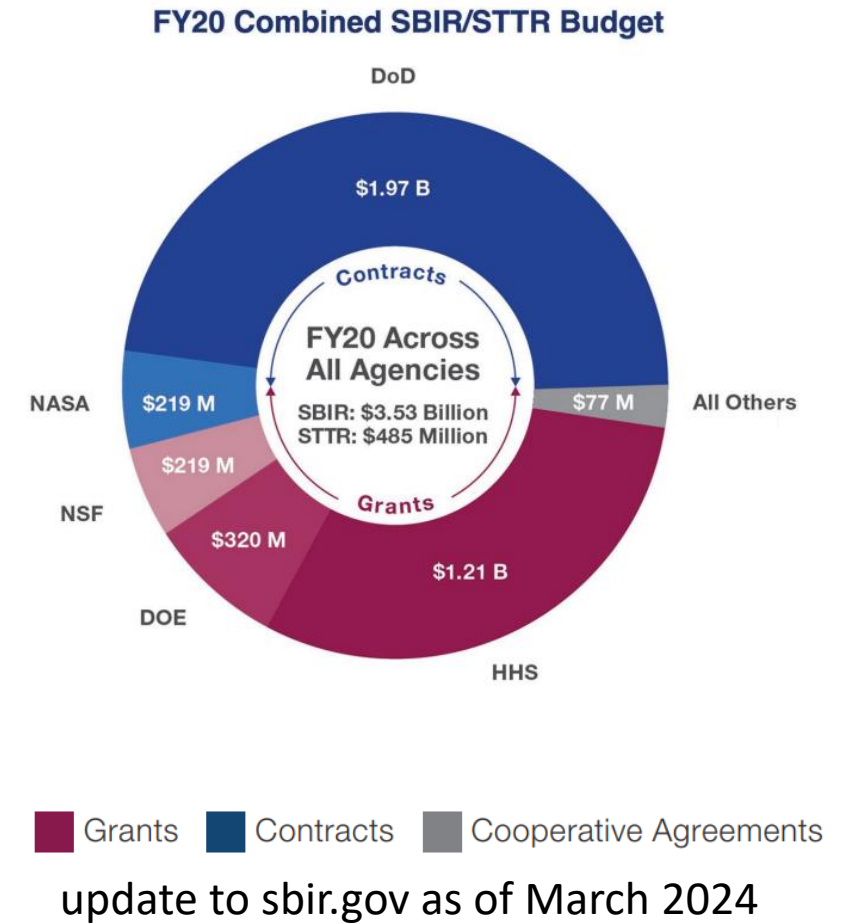
Why SBIR/STTR



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Background

- **SBIR:** Small Business Innovation Research
- **STTR:** Small Business Technology Transfer
- The SBIR program was established under the Small Business Innovation Development Act of 1982 (P.L. 97-219)
- Over 195,000 awards have been made totaling more than \$54.3 billion
- Small Business Administration (SBA) has oversight
- All Federal Agencies with \$100M+ extramural RDT&E budget must have a SBIR Program
- Over \$5B per year
 - FY2020 Breakdown of Grants vs. Contracts across the U.S. Government (USG)



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Mission

- The mission of the SBIR/STTR programs is to support scientific excellence and technological innovation through the investment of Federal research funds in critical American priorities to build a strong national economy
- The program's goals are to:
 - Stimulate technological innovation
 - Meet Federal research and development needs
 - Foster and encourage participation in innovation and entrepreneurship by women and socially or economically disadvantaged persons
 - Increase private-sector commercialization of innovations derived from Federal research and development funding
- In addition, the STTR program aims to:
 - Foster technology transfer through cooperative Research & Development (R&D) between small businesses and research institutions

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SBIR/STTR Phases

Phase I

Feasibility Study

Phase II

Proof of Concept

Phase III

Commercialization
Fielding

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SBIR vs. STTR

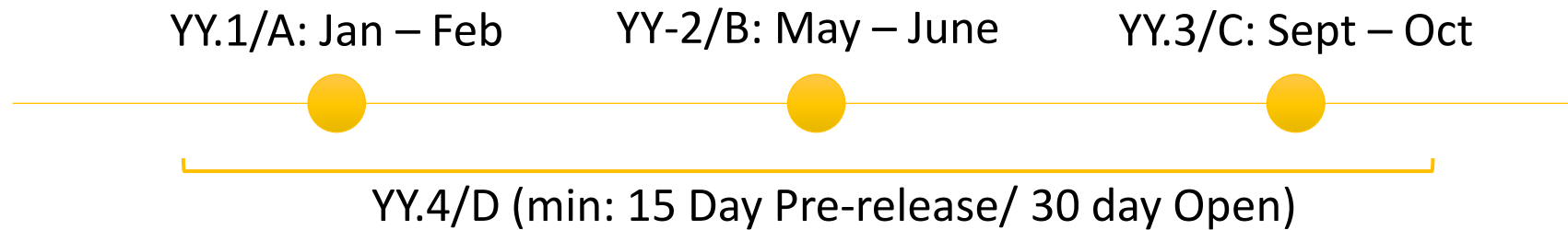
	SBIR	STTR
Federal Agencies	11 Agencies: DoD* (15 Components), DHS, NSA, USDA, Commerce, Education, DoE, HHS, DoT, EPA, NSF	5 Agencies: DoD (15 Components), DoE, HHS, EPA, NSF
Partnership	Not required	Small business required to partner with a non-profit, college/university or research institution (RI)
Focus	Small business Research & Development	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

* DOD = Department of Defense

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DoD BAA Timelines

- Department of Defense: 4 Broad Agency Announcements (BAAs) per year



DSIP website:

- ✓ Access all DoD* SBIR/STTR topics
- ✓ Submit proposals for DoD SBIR/STTR Topics

www.dodsbirsttr.mil

* DOD = Department of Defense

SOCOM
Specifics



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Why USSOCOM SBIR/STTR

Partner with Program Offices

Transition Agreements
Topics aligned with PEO needs
Topic author serves as COR



Pilot Program with SOFWERX

53% reduced time from Phase 1 to prototype
30 Days Proposal to Award
0 Days Between Phase 1 and Phase 2
46% of Phase II transition to Phase III
Average 16 months from SBIR to Phase III

Phase III (Transition/Commercialization)

379% Return on SBIR/STTR Investment in 2023
100% increase in Phase III awards over prior year



Speed

Proposal to award average 84 days
32% decrease in Time to award over 2018
25% increase of Awards over prior year

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SOCOM SBIR/STTR Overview



- SOCOM SBIR/STTR...
 - Traditional Topic (Specific)
 - Open Topic within listed capability focus areas
 - Focuses on SOCOM's Technology Interest Areas
 - Leads in Phase III transitions
 - Leads in Timeliness of award
- SOCOM Participates in all 4 DoD BAAs
 - Phase Is: Nearly every month on the 24.4 cycle
 - Current topics:
 - SOCOM244-005: Closed on March 26, 2024
 - SOCOM244-006: Pre-release opened March 26, 2024
 - SOCOM 244-P007: Coming up soon (Potential)

60 to 75 SBIRs/STTRs per year

SOCOM KO

Other USG KO

SOFWERX (PIA
Legislative Pilot)

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Rapid Transition of SBIR Efforts

PROBLEMS:

- Non-traditional small businesses limitation in proposing to SOCOM's SBIRs
- Administrative lead time decreasing productivity and efficiency

APPROACH:

- **Authority:** FY22 NDAA Sec 852, "Modification of Pilot Program for Development of Technology-Enhanced Capabilities with partnership Intermediaries"
- SBIR awards via SOCOM Partner Intermediary (SOFWERX)
- 30 days or less Phase I to Phase II evaluation and award period
- Expand Small Business outreach through SOFWERX and social media outlets.

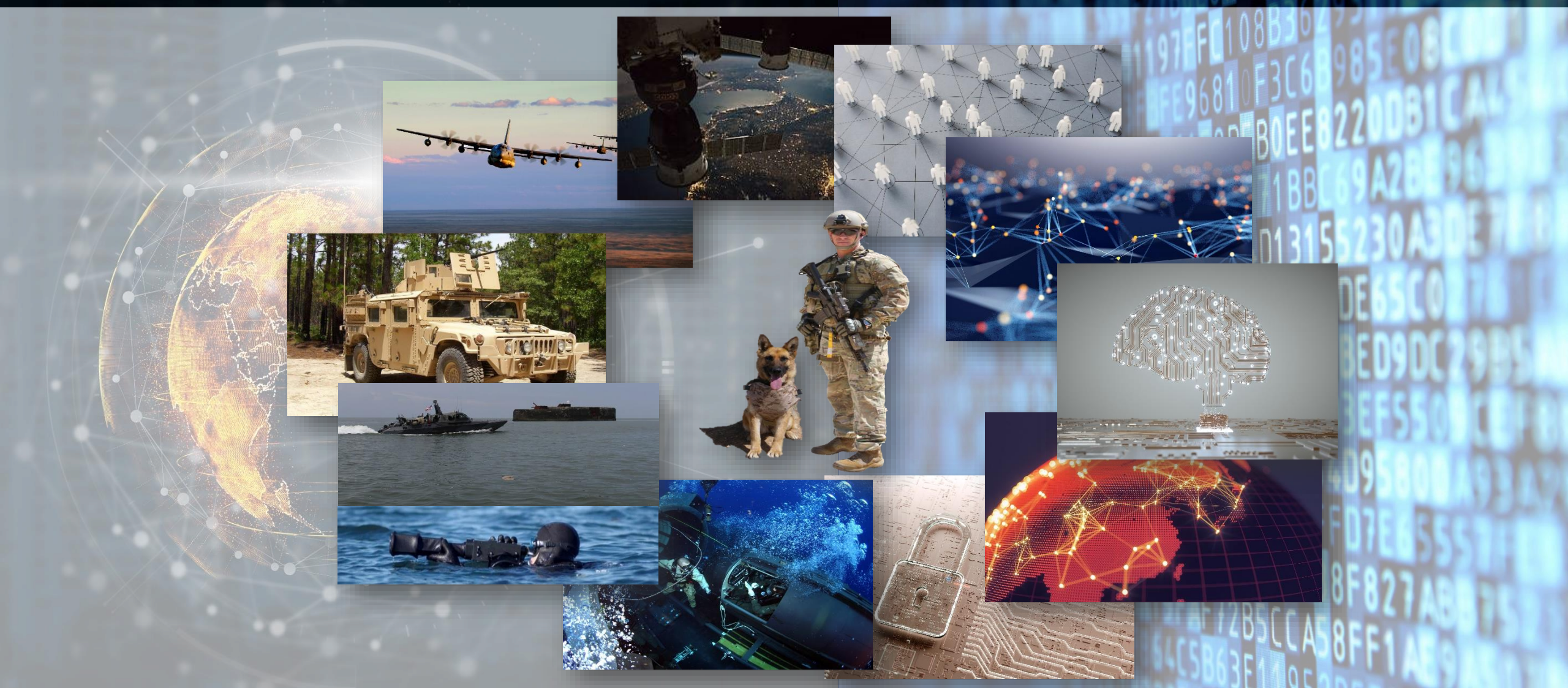
RESULTS:

- Over 200% Increase in proposals in FYs 20 to 23.
- Average of 73% decrease in award time for FYs 20 to 23
- A 54% decrease in time from Phase I award to Prototype
- 46% transition rate from Phase II to Phase III averaging 16 months from initial SBIR award to Phase III award.
- 40% of non-traditional Participation
- As little as 0 days gap between end of Phase I and Phase II award



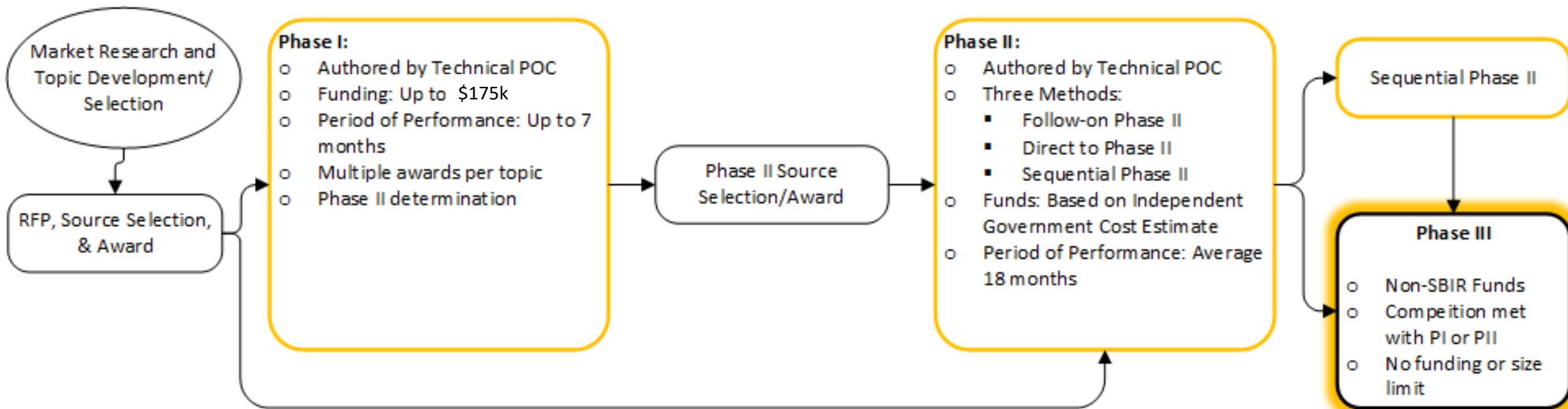
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SOCOM SBIR/STTR Technology Areas Funded



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SOCOM SBIR/STTR Process



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SOCOM SBIR/STTR Participation

Phase I (Feasibility Study):

- SBIR: \$175k | STTR: \$210k
- 5 Page proposal, ~~15 slide presentation~~, cost proposal
- 7 months or less

15 Slide Presentation:
SOCOM244-005 **Required**
SOCOM244-006 and after No
longer required

Phase II (Proof of Concept/Prototyping):

- Follow-on from Phase I (Proposal in Ph I PoP)
- Sequential Phase II (follow RFP instructions)
- Direct to Phase II
 - 10 Page proposal, 15 slide presentation, Feasibility Study, cost proposal
- Cost Depends on effort

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Reaching SOCOM

- For BAAs:
 - Follow DoD's DSIP e-mail announcement
 - SOFWERX Ecosystem: <https://www.sofwerx.org/ecosystem/>
 - SOCOM SBIR webpage
- For Sequential Phase IIs:
 - Engage SOF: <https://www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx>
 - SOF Week: <https://sofweek.org/>
 - SOFWERX Tech Tuesdays: <https://www.sofwerx.org/techtuesday>
 - Technical Experimentation: <https://www.socom.mil/SOF-ATL/Pages/technical-experimentation.aspx>

>50% of SOCOM Phase IIs Began as
Non-SOCOM Efforts

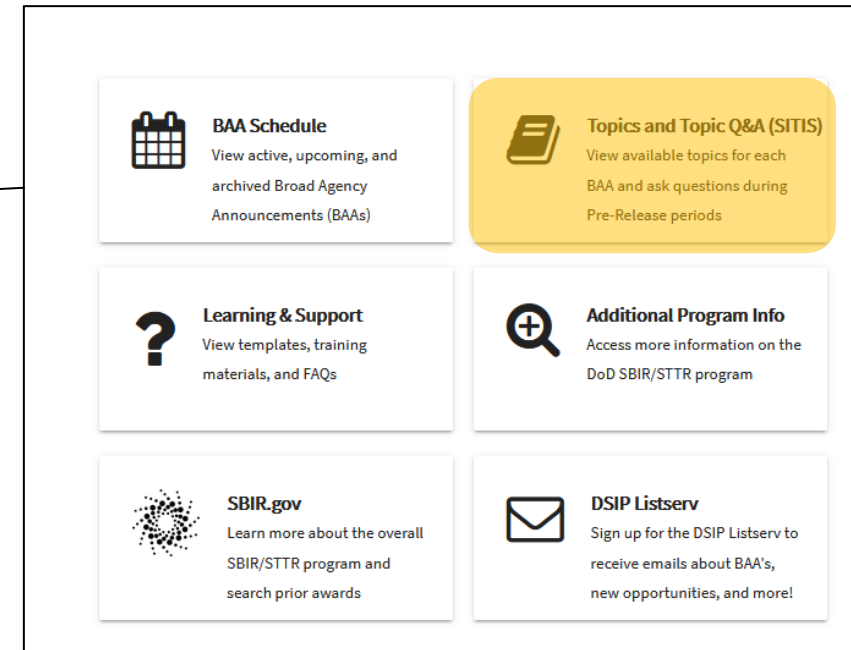


SOF
WEEK
2023

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Achieving a Successful Proposal

- Following the DoD and SOCOM instructions
 - Recommend a Traceability Matrix
 - DSIP 100% doesn't mean you met all requirements
- Ask questions early
 - SOCOM participates in SITIS Q&A
 - SOCOM Virtual Q&A (topic dependent)
- Focus on technology requested



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Contact Information

- USSOCOM SBIR Program: <https://www.socom.mil/SOF-ATL/Pages/sbir.aspx>
- DoD SBIR/STTR DSIP: www.dodsbirsttr.mil
- DoD SBIR program (managed by OSD): www.defensesbirsttr.mil
- Federal SBIR Program (managed by SBA): www.sbir.gov

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<http://lnkd.in/bbzWuR2>