

# SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS

*TRUSTED EXPERTS*

Introduction to SBIR/STTR Programs

Robin Burke – SOCOM SBIR/STTR PM

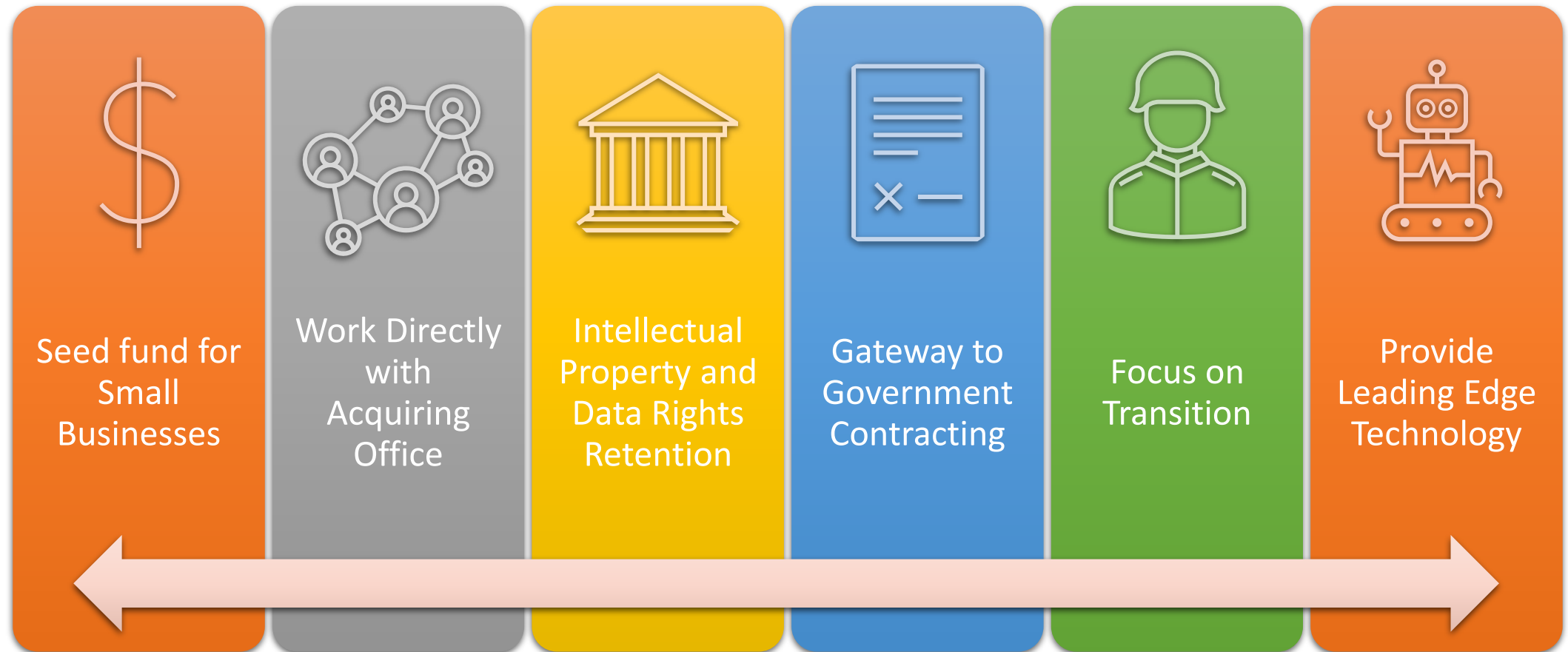


# People | Win | Transform

## Mission

- The mission of the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) program is to support scientific excellence and technological innovation through the investment of Federal research funds in critical U.S. priorities to build a strong national economy
- The program goals are to:
  - Stimulate technological innovation
  - Meet Federal research and development needs
  - Foster and encourage participation in innovation and entrepreneurship in the nontraditional industrial base
  - 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 R&D between small businesses and research institutions

## USSOCOM SBIR/STTR Program Overview



## USSOCOM SBIR/STTR Program Overview

- SOCOM SBIR/STTR
  - Traditional Topic (Specific)
  - Open Topic within listed capability areas
  - Focuses on SOCOM's Technology Interest Areas
  - Leads in commercial transitions
  - Leads in timeliness of award
  - SBIR: Minimum 3.2% of Extramural RDT&E
  - STTR: Minimum 0.45% of Extramural RDT&E
- SOCOM Participates in DoD BAAs
- 60 to 75 SBIR/STTR Awards per year
  - Awarded through SOCOM Contract Office, other U.S. Government Contracting Offices or SOFWERX (PIA Legislative Pilot)



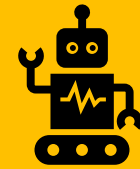
# USSOCOM SBIR/STTR Program Overview

## Phase I Feasibility Study



- Authored by Technical POC
- Specific and Open Topics
- Funding limits: \$175K SBIR/\$210K STTR
- Period of Performance: <7 Months
- Multiple Awards per topic
- Final Deliverables: Final Report & Phase II Proposal
- USSOCOM participates in multiple cycles
- SBC maintains data rights throughout

## Phase II Proof of Concept



- Authored by Technical POC
- Three pathways to Phase II award:
  - Follow-on from a Phase I
  - Direct to Phase II (Specific topics only)
  - Sequential Phase II
- Funding and Period of performance based on effort
- Final Deliverable: Prototype(s)
- SBC maintains data rights throughout

## Phase III Commercialization Fielding



- Commercialization Success!
- USSOCOM SBIR funds not used
- Competition met with Phase I or Phase II award
- No funding or size limits
- Final Deliverable: Commercialization and/or additional development, fielding and sustainment

## Partnership Intermediary Agreement (PIA) Legislative Proposal (LP)



ACCELERATED TIME OF  
AWARD



NEARLY DOUBLE THE  
NUMBER OF SBIR  
AWARDS



INCREASED AWARDS  
TO NON-TRADITIONAL  
SMALL BUSINESSES



DECREASED TIME TO  
PROTOTYPE DELIVERY

## Rapid Transition of SBIR Efforts through the PIA LP

### PROBLEMS:

- Non-traditional small businesses limitation in proposing to SOCOM 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 185% Increase in proposals from FY 19 to 24
- Average of 73% decrease in award time from FY 19 to 24
- As little as 0 days gap between end of Phase I and Phase II award
- 46% transition rate from Phase II to Phase III, averaging 17 months from initial SBIR award to Phase III award.

# People | Win | Transform

## Success Stories

- **SOCOM234-003, Visual Augmentation Systems (VAS) Range Finder /Ranging Aiming Laser**

**Description:** USSOCOM had a need to develop a range finder with display and low-light capabilities that provided opportunities for day and night observation and range measurement in an easy-to-use device with an exceptionally small form factor that can meet the needs of the USSOCOM Operators.

- Four Phase I SBIRs awarded in AUG 2023; **\$174k each**
- Three Phase II SBIRs awarded in APR 2024; **\$1.3M each**
- One Phase III IDIQ awarded in SEP 2024 by PM SOF Lethality; **\$49.9M** where the mounted range finder will be fielded under Miniature Aiming Systems-Lasers' Program of Record.

- **SOCOM221-D003, Miniature Aiming Ranging Laser/ Squad Aiming Laser-Ultra High Power**

**Description:** USSOCOM used the SBIR Program to develop applied research toward an innovative capability that allowed Operators to illuminate, detect, and range human targets from 0/900 meters and beyond when using the PVS/31 or PVS/31A Binocular Night Vision Device (BNVD).

- Three SBIR Direct to Phase IIs awarded in JUN 2022; **\$3M**
- One Phase III awarded in AUG 2024 by PEO SOF Warrior and PM SOF Lethality; **\$22.1M**



# People | Win | Transform

## Success Stories

- **AF203-CSO1 Scalable Data Fabric at the Edge**

**Description:** Aligning with SOF AT&L Science and Technology capability areas, Battle Space Management and Multi-Domain Comms and Computers, USSOCOM, identified a need for a solution for a GOTS, scalable data management system. This system had to be unique in its ability to be a decentralized system of automated and self-orchestrating applications that continuously connects disparate and heterogeneous data sources for integrated discoverability, accessibility, and governance of all mission data.

- One Direct to Phase II awarded in 2022; **\$1.2M**
- Phase III awarded APR 2023; **\$9.5M** through SOFWERX using program funding from PEO SOF Digital Applications (SDA), Mission Command System / Common Operational Picture (MCS/COP)
- Phase III GSA IDIQ production contract in the works - **\$\$\$**

# People | Win | Transform

## Reaching USSOCOM

- For DoD SBIR/STTR Broad Agency Announcements (BAA):

<https://www.dodsbirsttr.mil/submissions/login>

- SOFWERX Ecosystem:

<https://www.sofwerx.org/ecosystem/>

- SOCOM BAA

<https://sam.gov/opp/c62e35344dd7418896737d5d42cc46c1/view>

- For Sequential Phase II:

- Engage SOF:

<https://www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx>

- Vulcan:

<https://vulcan-sof.com/>

- SOF Week:

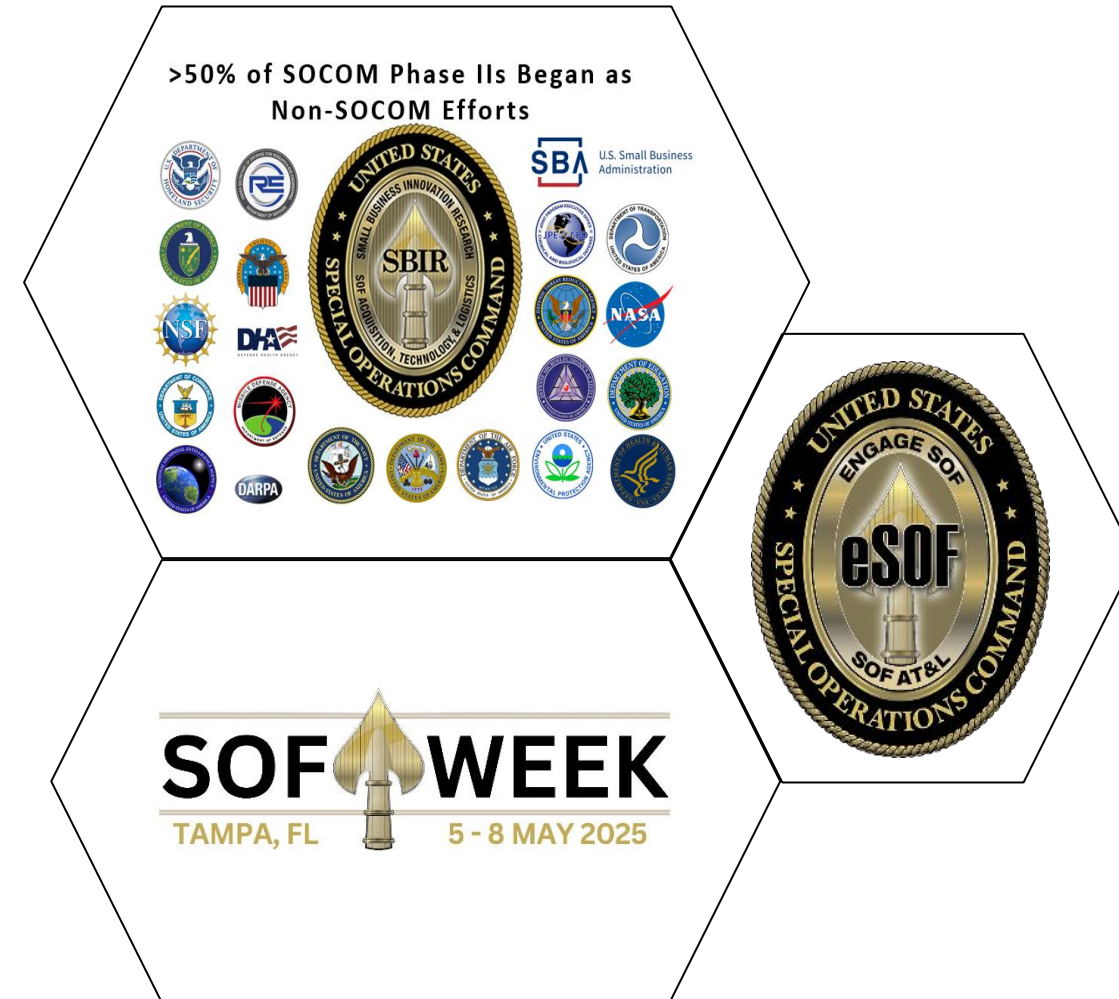
<https://sofweek.org/>

- SOFWERX Tech Tuesdays:

<https://www.sofwerx.org/techtuesday>

- Technical Experimentation:

[https://www.socom.mil/SOF-ATL/Pages/technical\\_experimentation.aspx](https://www.socom.mil/SOF-ATL/Pages/technical_experimentation.aspx)





# QUESTIONS

