

GLOBAL SOF: *THE ASYMMETRIC STRATEGIC OPTION FOR A VOLATILE WORLD*

Ms. Lisa Sanders

DIRECTOR, SCIENCE & TECHNOLOGY

SBIR OVERVIEW AND Q&A

SPECIAL OPERATIONS FORCES ACQUISITION, TECHNOLOGY, & LOGISTICS



DoD SBIR/STTR OVERVIEW

Hosted by:

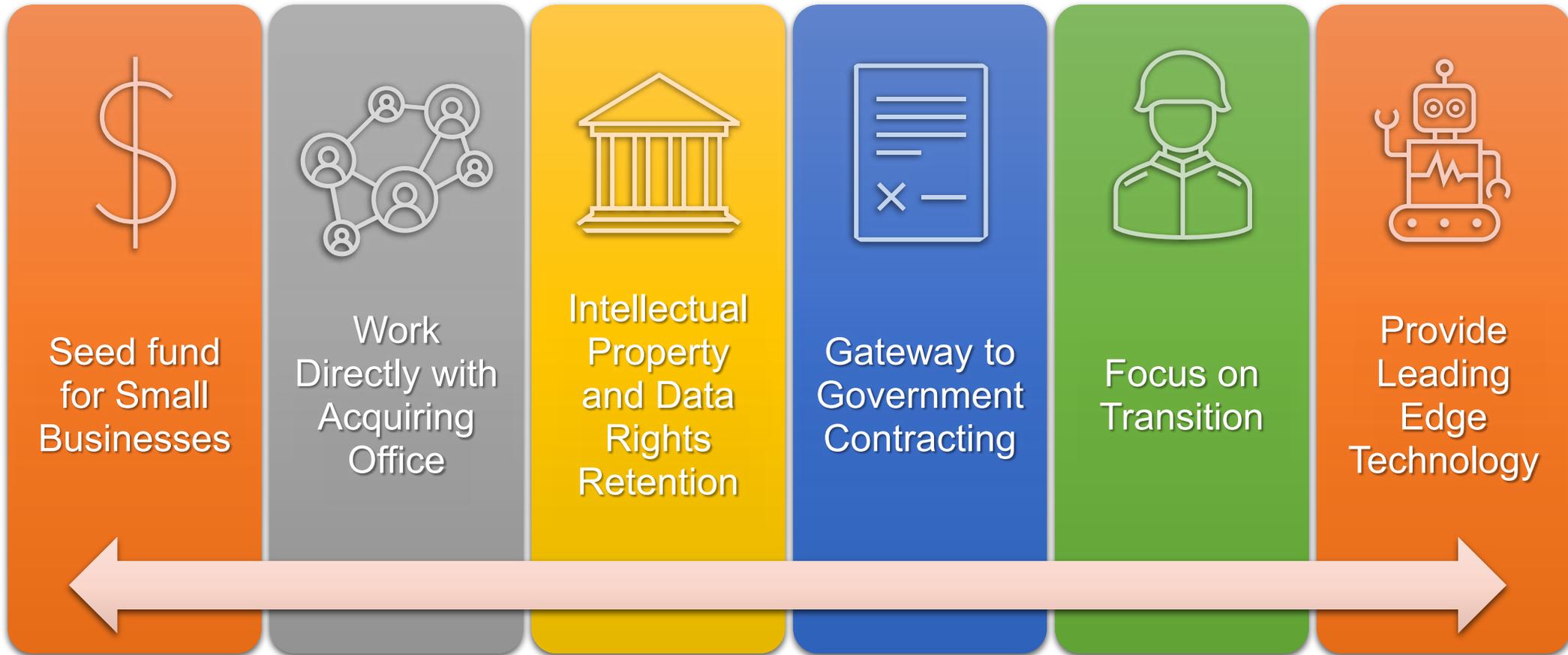
- **Ms. Lisa Sanders, USSOCOM, SOF AT&L-S&T Director**

Participants:

- **Ms. Robin Burke, USSOCOM SBIR/STTR Program Manager**
- **Mr. Brian Shipley, Director, DON SBIR/STTR Programs**
- **Mr. Zeke Topolosky, Army SBIR/STTR Program Manager**

PEOPLE | WIN | TRANSFORM
SBIR/STTR OVERVIEW

UNCLASSIFIED



USSOCOM SBIR/STTR OVERVIEW

Mission

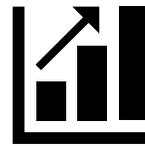
USSOCOM SBIR/STTR program supports the full spectrum of the Special Operations Forces Acquisition Technology & Logistics Science & Technology commodity areas by stimulating technology innovation in small businesses through contract awards aimed at discovering, developing, and rapidly inserting new capabilities to solve Special Operation Forces' needs

USSOCOM SBIR/STTR Website

<https://www.socom.mil/sof-atl/pages/sbir.aspx>

How to Participate

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



Budget and Awards Issued

- Total SBIR/STTR Award Budget FY25: \$45M
- Total of USSOCOM SBIR/STTR Ongoing/New Awards in FY25 (57):
 - 10 Phase I SBIRs
 - 46 Phase II and Sequential Phase II Awards
 - 1 Direct to Phase II Award

Transition Rate & Timelines

- 40% Phase II to Phase III Transition Rate for USSOCOM SBIR/STTR Topics – **Highest in DoD**
- Fastest SBIR/STTR Award to Contract Award Timeline Across USG
- 16% of SBIR/STTR Topics Transferred to USSOCOM from Army/Navy/Air Force in FY25

DEPARTMENT OF THE NAVY SBIR/STTR OVERVIEW

Who We Are

NAVAIR

Aircraft, weapons, and systems

NAVSEA

Ships, submarines and combat systems

ONR

Scientific research with academia and industry

NAVWAR

Capable and secure communications and networks

MCSC

Capable and cost-effective systems for expeditionary and crisis-response operations

SSP

Lifecycle support for submarine-launched fleet ballistic missiles and strategic weapon system

NAVFAC

Facilities engineering and acquisition

NAVSUP

Supply chain, acquisition, operational logistics

How We Do It

- **Topics Aligned to Mission Requirements** (Focused, Open, Direct to Phase II)
- **Transition Programs** (STP, NAVY Launch, DoN-SEC, Private Capital)
- **Catapult - Priority Investment**
 - Leverages prior SBIR/STTR investment
 - Meets high priority Naval needs
 - Customer driven and Notice of Opportunity
 - Transition end point to sponsoring organization
 - FY24 – \$248M active portfolio/188 contracts
 - 21% cross-Agency awards
 - Awards from \$1.7M - \$13M

Our Impact

207% ROI



\$521M INVESTMENTS IN PHASE I AND PHASE II

- **151** Topics
- **3,139** Proposals
- **472** Phase I Awards
- **286** Phase II Awards



\$1.6B PHASE III

- **450** Technologies to operational use
- **250** Unique businesses receiving funds
- **39** States and Territories

For more information stop by our table at TCC, Room 112, or go to www.navysbir.com

US Army SBIR|STTR OVERVIEW

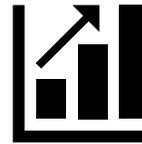
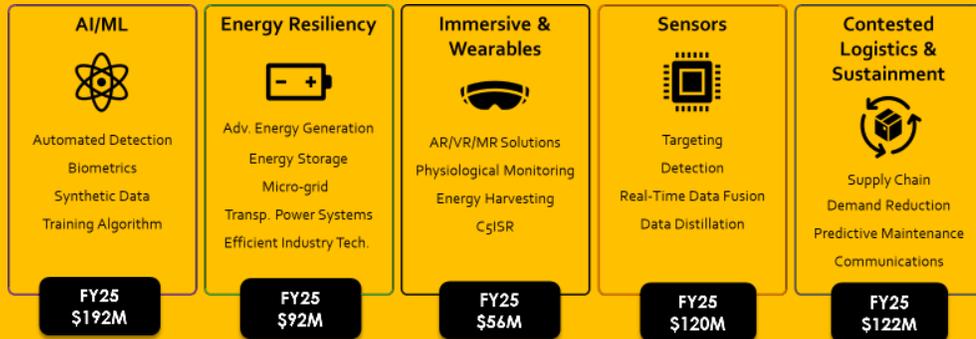
SBIR|STTR Mission & Program Features

Fosters collaboration between small businesses and the U.S. Army, accelerating the development of innovative technologies that address defense challenges. Key features include **monthly releases** of topics, **flexible award** structures, **centralized contracting**, active **portfolio management** and **transition focus**.

Army xTech Prize Competition Partnership

Prize-to-Contract Model (Title 10 U.S. Code § 4025 prize authority) promotes engagement with non-traditional by lowering initial entry barriers for select SBIR|STTR funding opportunities.

Portfolio Management



FY24 Army SBIR|STTR Contracts

Contract	Total Obligated	# of Contracts Awarded	# of Firms Receiving Awards
Phase I	\$42 M	200	178
<i>Direct to Phase II</i>	<i>\$121.5 M</i>	<i>66</i>	<i>62</i>
Phase II	\$224.2 M	139	128
Total	\$387.7 M	405	309

FY24 Army SBIR|STTR by the Numbers



*29 days - Average Actual Contract Execution Time (SBIR Phase I & II)



www.xtech.army.mil
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QUESTIONS



PEOPLE | WIN | TRANSFORM
DOING BUSINESS WITH SOCOM

SMALL BUSINESS HELP

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**SUBMITTING IDEAS
AND CAPABILITIES****Engage SOF (eSOF) on Vulcan**

Pathway to present SOF relevant
capabilities to USSOCOM
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eSOF@socom.mil
www.engageSOF.com
<https://www.Vulcan-SOF.com>

SOFWERX (Unclass, open forum partnering
with industry to solve Warfighter problems)
<https://www.sofwerx.org>

TECHNICAL EXPERIMENTATION

<https://www.socom.mil/SOF-ATL/Pages/technical-experimentation.aspx>

