U.S. ARMY TANK AUTOMOTIVE RESEARCH, DEVELOPMENT AND ENGINEERING CENTER

TARDEC
Small Business Innovation Research (SBIR) Breakout Session

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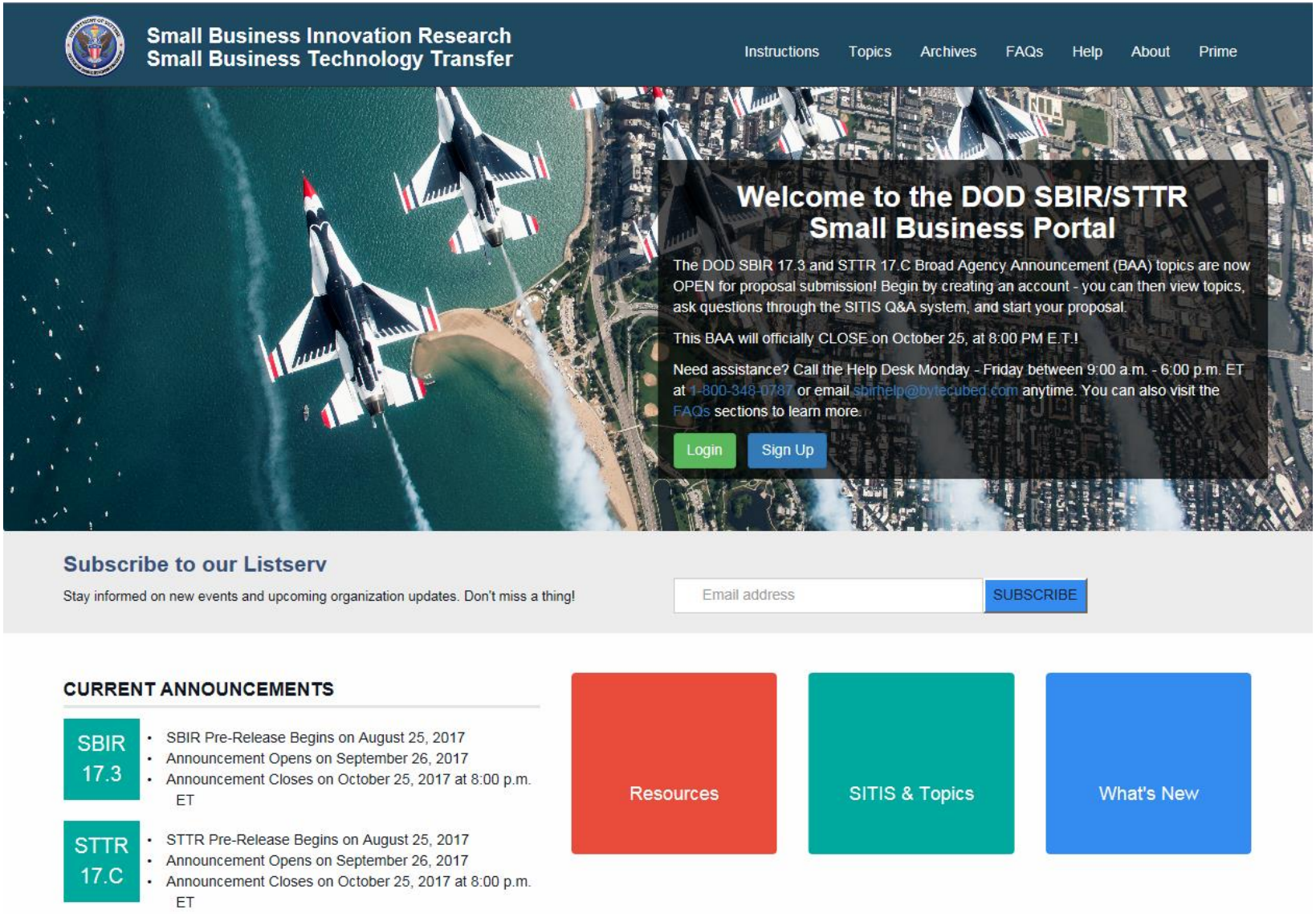
TARDEC External Business office

DoD Web Page (SITIS)

https://sbir.defensebusiness.org/



Current Solicitation

SBIR / STTR Web Portal

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TOPICS

Important Dates

Pre-Release Date
Friday, August 25, 2017

Announcement Open
Tuesday, September 26, 2017

SITIS Closes to New Questions
Wednesday, October 11, 2017

Announcement Close
Wednesday, October 25, 2017 at 8:00 PM ET.

Topic Search

Announcement Component: Select | Topic Number: All | Enter a topic | Technology Area: All Tech Areas | Keyword: Enter a keyworc | Search

Topic #	Program	Component	Technology Area	Title	SITIS
A17-135	SBIR	ARMY		360 degree field of view information in a 120 degree immersive virtual reality (VR) display	Q&A
A17-136	SBIR	ARMY		Improved Coupling Efficiency Optical Pump Combiners for Fiber Laser Systems	Q&A
A17-137	SBIR	ARMY		Robotics and Armaments controller	Q&A
A17-138	SBIR	ARMY		Advanced Materials for Gamma Spectrometry	Q&A
A17-139	SBIR	ARMY		Unmanned Systems Teaming for Semi-Autonomous Casualty Extraction	
A17-140	SBIR	ARMY		Improved biomonitoring of toxicant exposures and health in the deployed environment using preserved blood.	Q&A
A17-141	SBIR	ARMY		Gunner Primary Sight (GPS) Shock Isolator	Q&A
A17-142	SBIR	ARMY		Optical Character Recognition (OCR) Automated Document Pre-processing Software	Q&A
A17-143	SBIR	ARMY		Near Real-time LIDAR Processing and Exploitation Algorithms	Q&A

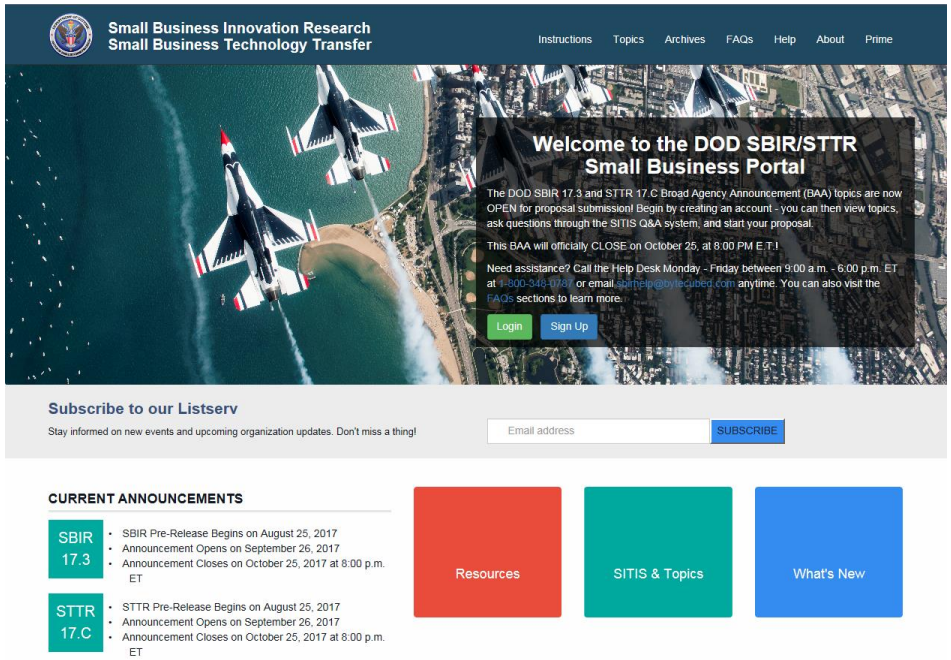
Getting Started

Each year, the Army participates in three Phase 1 and four Phase II DoD SBIR solicitations. The solicitations include topics written by participating Army organizations, which describe their R&D needs that can be addressed by small businesses.

Current and past topics can be found on the DOD SBIR/STTR Small Business Portal website: https://sbir.defensebusiness.org/

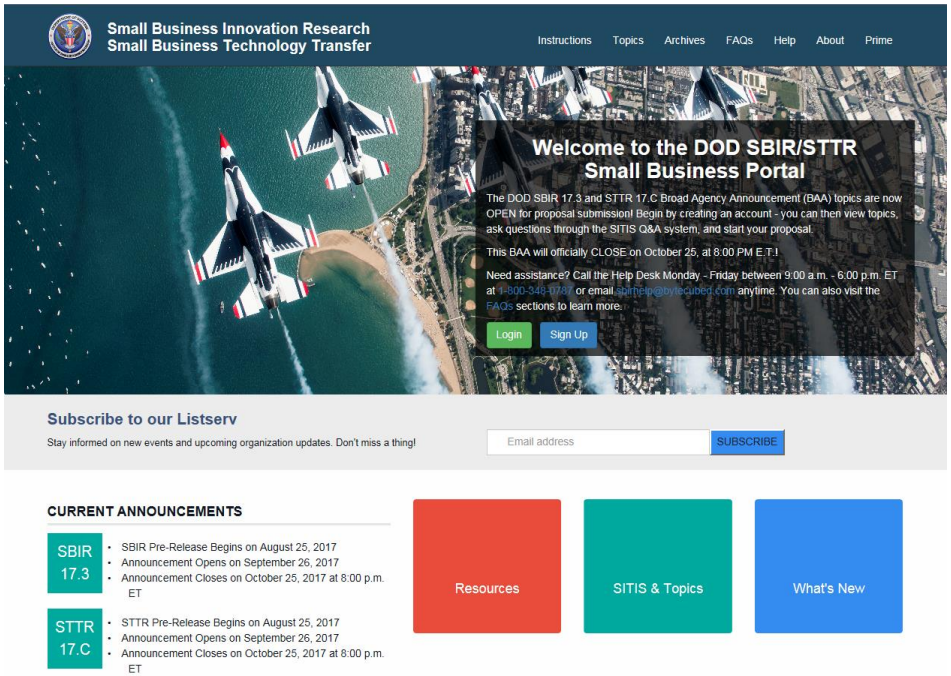
To get started:

1. Determine Eligibility
2. Find a Topic or Suggest a Topic
3. Ask Questions
4. Prepare Proposal
5. Submit Proposal



Proposal Submission

- Army SBIR Phase I or Phase II proposals must be submitted through the DoD submission system
- The proposals are prepared using online forms and file uploads
- All information contained on the submission site is unclassified
- An online tutorial is available on how to prepare and submit your proposal using the DoD submission site



https://sbir.defensebusiness.org/

Preparing a Strong Proposal

- **READ** and **FOLLOW** solicitation instructions
- Focus on the topic and information provided by the author
- Take advantage of the pre-release period
- Emphasize your innovative approach
- If there are technical barriers -address them
- Highlight past successes -Technical & Commercial
- Update Company Commercialization Record

Topic Q&A

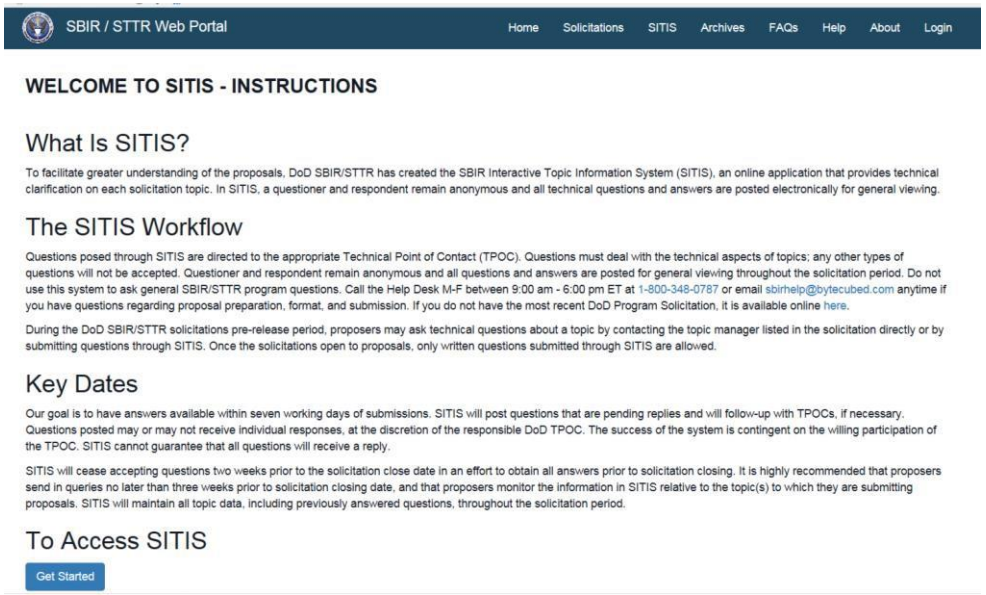
DOD SBIR/STTR Small Business Portal website: (https://sbir.defensebusiness.org/sitis)

During Pre-Release

- Direct contact with topic authors
- Topic author's contact info listed in topic
- Questions are limited to a specific information related to a particular topic's requirements

During Open Period

- Contact with topic author prohibited
- Questioner and respondent remain anonymous



SBIR / STTR Web Portal

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WELCOME TO SITIS - INSTRUCTIONS

What Is SITIS?

To facilitate greater understanding of the proposals, DoD SBIR/STTR has created the SBIR Interactive Topic Information System (SITIS), an online application that provides technical clarification on each solicitation topic. In SITIS, a questioner and respondent remain anonymous and all technical questions and answers are posted electronically for general viewing.

The SITIS Workflow

Questions posed through SITIS are directed to the appropriate Technical Point of Contact (TPOC). Questions must deal with the technical aspects of topics; any other types of questions will not be accepted. Questioner and respondent remain anonymous and all questions and answers are posted for general viewing throughout the solicitation period. Do not use this system to ask general SBIR/STTR program questions. Call the Help Desk M-F between 9:00 am - 6:00 pm ET at 1-800-348-0787 or email sbirhelp@bytecubed.com anytime if you have questions regarding proposal preparation, format, and submission. If you do not have the most recent DoD Program Solicitation, it is available online here.

During the DoD SBIR/STTR solicitations pre-release period, proposers may ask technical questions about a topic by contacting the topic manager listed in the solicitation directly or by submitting questions through SITIS. Once the solicitations open to proposals, only written questions submitted through SITIS are allowed.

Key Dates

Our goal is to have answers available within seven working days of submissions. SITIS will post questions that are pending replies and will follow-up with TPOCs, if necessary. Questions posted may or may not receive individual responses, at the discretion of the responsible DoD TPOC. The success of the system is contingent on the willing participation of the TPOC. SITIS cannot guarantee that all questions will receive a reply.

SITIS will cease accepting questions two weeks prior to the solicitation close date in an effort to obtain all answers prior to solicitation closing. It is highly recommended that proposers send in queries no later than three weeks prior to solicitation closing date, and that proposers monitor the information in SITIS relative to the topic(s) to which they are submitting proposals. SITIS will maintain all topic data, including previously answered questions, throughout the solicitation period.

To Access SITIS

Get Started

***Questions and advice on solution approach and submission of additional material is not allowed**

Proposal Evaluations

- The Army conducts a rigorous two-tier evaluation of proposals received in response to a solicitation topic and selects proposals that best satisfy Army needs

- Proposals are evaluated by subject matter experts using the following criteria, which are published in the Solicitation:
  - Technical Feasibility
  - Strength of the Personnel & Facilities
  - Transition Potential

- Each proposal is evaluated on its own merit and not evaluated against other proposals

- The Army SBIR process is very competitive with 10% of the Phase I proposals submitted being selected and 50% of those being selected for Phase II

Phase II Proposals

- **Commencing with Phase II's originating from 13.1 Phase I's, invitations are no longer required to submit a Phase II proposal.** Submission of Phase II proposals originating from 12.3 and earlier solicitations will remain by invitation only. The Phase II submission process for 13.1 and subsequent solicitations are described below.

- Phase II proposals can be submitted by Phase I awardees only within one of four submission cycles shown and must be submitted between 4 to 17 months after the Phase I contract award date. Any proposals that are not submitted within these four submission cycles and before 5 months or after 17 months from the contract award will not be evaluated.

- **Army Phase II Proposals submitted containing a Technical Volume over 38 pages will be deemed NON-COMPLIANT and will not be evaluated.**

- For additional Phase II Proposal submission guidelines and submission cycles, please refer to the Army SBIR Public website: https://www.armysbir.army.mil/sbir/PhaseII.aspx

https://www.armysbir.army.mil

ARMY SBIR
SMALL BUSINESS INNOVATION RESEARCH

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- CONTACT US
- SUGGEST A RESEARCH TOPIC

OUR MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (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.

17.1 PHASE 1 SCHEDULE

17.1 Phase I Selections Announced
10 May 2017

17.2 PHASE I SCHEDULE

17.2 BAA Opens
23 May 2017

17.2 BAA Closes Phase I Proposals Due
21 Jun, 8:00 pm Eastern Time

17.2 Phase I Selections Announced
19 Sep 2017

2017(B) PHASE II SCHEDULE

2017(b) Phase II Selections Announced
13 Jun 2017

Small Business Page

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SMALL BUSINESS INNOVATION RESEARCH

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SMALL BUSINESS PAGE

This area provides:

- **Firm Profile** - view your firm's information, as it is stored on the DoD Submission Site.
- **Proposal Status/Debriefing** - Army SBIR/STTR proposal debriefing requests (for non-selected proposals).
- **Summary Reports** - Summary reports that you have created and their current status.
- **Impact/Transition Story** - Individual small businesses may complete the SBIR/STTR Impact/Transition Story form highlighting a particular SBIR/STTR project.
- **Phase III Plan** – Army SBIR Technical Assistants will contact Phase II Awardees and assist to develop and deliver Phase III plans in coordination with government project managers, Phase II company and stakeholders. Those small businesses contacted will be able to go into the Portal and find a template to build a Phase III Plan. This Phase III Plan can be used as a precursor to CRP inclusion or other transition opportunities.

SMALL BUSINESS PORTAL LOGIN
GO
Small Business Name (or first letters)

***** NOTICE *****

Although You **MUST** have an account on the DoD SBIR/STTR Submission Site , you will now be required to create a new password in order to log in.

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NOTE - Correspondence between the Army SBIR Program and small businesses is normally done via e-mail. Please update any Spam filters which do not allow our mail into your system. Suffixes on e-mails from this office end with @us.army.mil and @mail.mil. The Principal Investigator (PI) and Company Official (CO) should also ensure that e-mail addresses are accurate on submitted proposals.

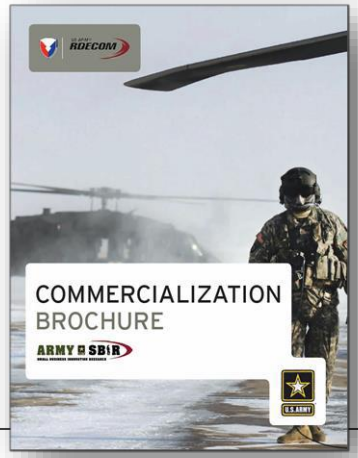
- Firm Profile
- Proposal Status / Debriefing
- Summary Reports
- Impact/Transition Story
- Phase III Plan

Success Stories

Each Year, Army SBIR compiles success stories on participating small businesses that have achieved commercialization and highlights them in the Army SBIR's Commercialization Brochure publication.

1997-2014 Army SBIR Commercialization Brochures (.pdf downloads available) https://www.armysbir.army.mil/Commercialization/PhaseIIIBrochures.aspx

2016 Sample Success Stories



Program Outreach

- National, Regional, and Local Conferences
- Matchmaking Sessions
- Webinars
- Army SBIR Public Website
- Commercialization Brochures