



# ARMY AND **SMALL BUSINESS** COLLABORATION OPPORTUNITIES

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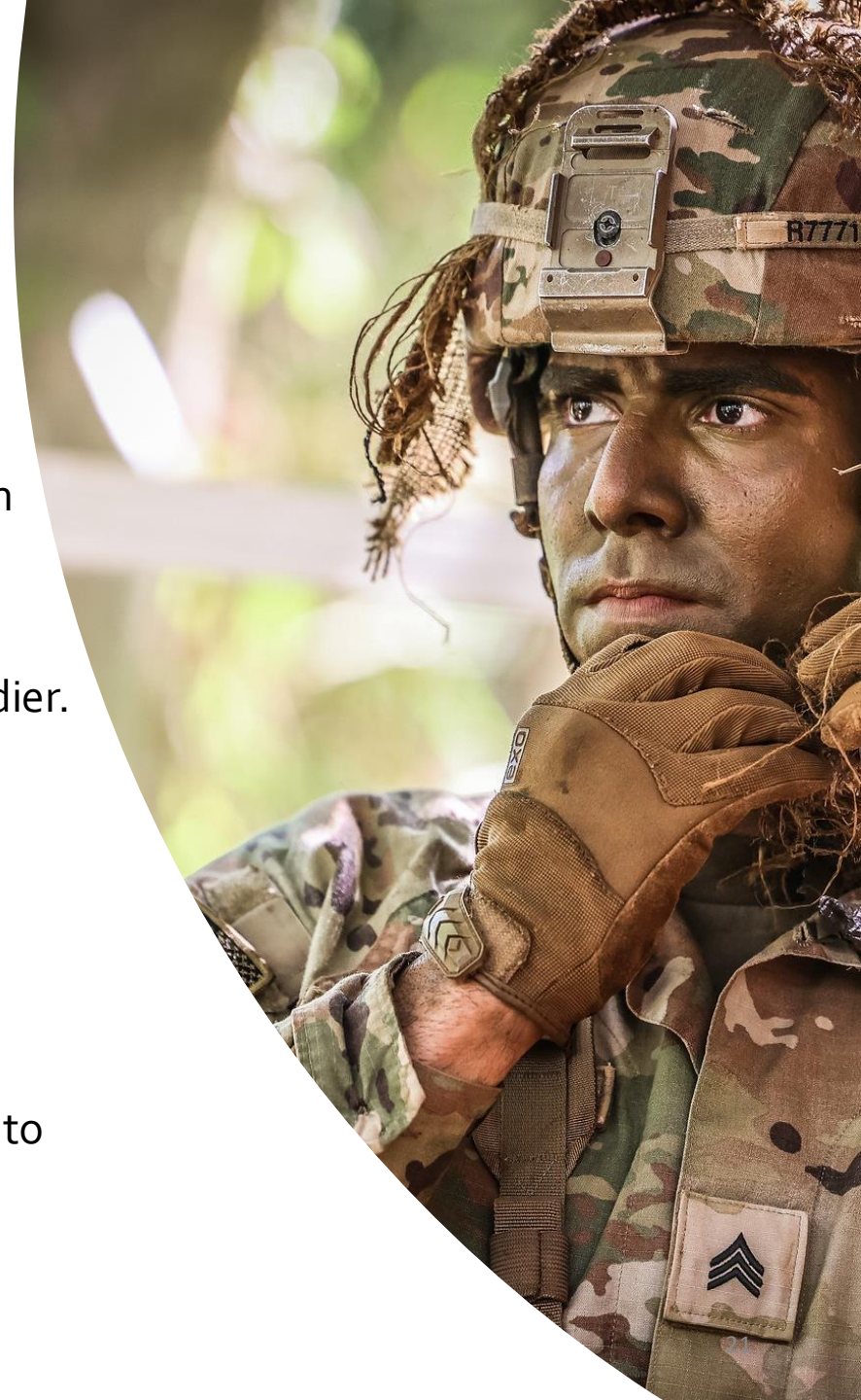


# SMALL BUSINESS **IGNITING** BIG INNOVATION

The U.S. Army Small Business Innovation Research and the Small Business Technology Transfer Programs align innovative small businesses with critical Army priorities to deliver game-changing solutions for our most critical customer — the Soldier.

## *Innovation Through Collaboration*

- Break down barriers to working with the Army
- Stimulate technological innovation
- Partner with small businesses to meet Army research and development needs
- Connect awardees with subject-matter experts to guide technology maturation



Unclassified

# ARMY SBIR PROGRAM OVERVIEW



The Army SBIR Program, led the **Assistant Secretary of the Army for Acquisition, Logistics and Technology**, is a win-win because it is uniquely positioned to identify and bridge the gap between innovation and military needs.

## Provides:

- Non-dilutive funding
- Comprehensive feedback from Army experts
- Flexible and increased funding to meet program and Soldier needs
- Expedient contracting through Army SBIR Contracting Center of Excellence
- Networking, education and mentorship opportunities

## Aims To:

- Break down barriers to working with the Army
- Stimulate technological innovation
- Partner with small businesses to meet Army research and development needs
- Connect awardees with subject-matter experts to guide technology maturation

# ONE PROGRAM, THREE PORTFOLIOS — MULTIPLE PATHWAYS FOR INNOVATION

## STTR Portfolio

- Focused on **research partnerships**.
- Small business partners with a university, federally funded research and development center or a qualified non-profit research institution.
- Small business must be the prime contractor and perform at least 40% of the work; the research partner will perform at least 30%.

RESEARCH  
PARTNERSHIPS

TRANSITION

MODERNIZATION

U.S. ARMY  
SBIR|STTR

## Modernization-Focused SBIR Portfolio

- Focused on Army **modernization** priorities.
- Works with Army labs and S&T base.
- Awards up to \$250,000 for Phase I and up to \$2 million for Phase II.

## Transition-Focused SBIR Portfolio

- Focused on **transition** to Army Programs of Record, technology maturation and sustainment innovation.
- Brokers relationships and transition opportunities aligned with Army acquisition priorities.
- Contracts include Phase I (feasibility) awards up to \$250,000; and Phase II (demonstration), Direct to Phase II and Phase II Sequential awards for up to \$2 million.
- Provides centralized contracting and program administration.



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# ARMY SBIR | STTR APPROACH



The Army's **transition-centric** SBIR program issues solicitation opportunities on an **ad hoc, rolling basis** to drive the program's agility and impact on the Army.

## Open to U.S.-Based Small Businesses

- Responds to the most critical Army capability needs.
- Increases flexibility beyond the three pre-determined announcements at the DoD level.
- Contract awards in approximately 30 days.

### RDT&E Set-Aside

3.65%  
FY24:  
\$395 M

### Phase II Demonstration

Up to 24 mo.  
&  
\$2 million

Up to 6 mo.  
&  
\$250,000

### Phase I Feasibility

#### Contracts include:

- **Phase I (feasibility)** awards are valued at up to \$250,000 over a six-month development period.
- **Phase II (demonstration), Direct to Phase II and Phase II Sequential** awards last for up to 24 months in development time and up to \$2 million.
- **Phase III (commercialization)** awards extend prior Phase I and/or Phase II awards and derive from non-Army SBIR|STTR Program sources, such as the government or private sector; there is no duration or dollar value of the award.

**Phase III Follow-on Awards**  
RDTE, Prototype, Procurement  
**No competition Required**

Up to \$15 million;  
6 to 36 months

## Army SBIR CATALYST

Up to \$15 million in matching funds from the Army SBIR Program, Army transition partners and integrators.

Unclassified

# TRANSITION-CENTRIC VALUE STREAM

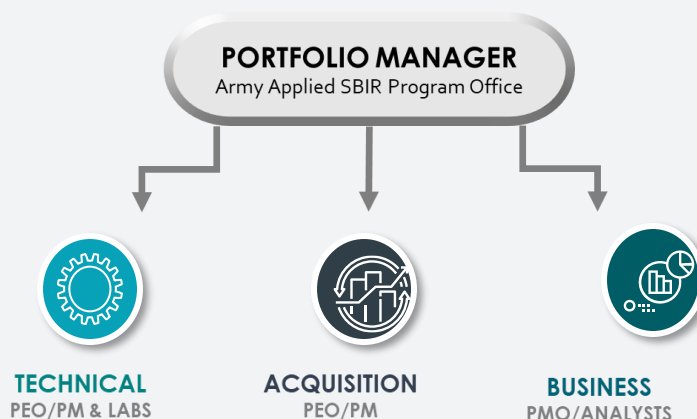


## VALUE STREAM

- **Balanced risk portfolio** linking Army needs to U.S. firm agility and innovation.
- **Maximize effectiveness and impact** of SBIR funds to reduce technical and execution risk in Army acquisition programs.
- Multidisciplinary team (acquisition, technology, American innovation economy representation) yields **rapid and effective technology transition** to enhance enterprise-wide SBIR funding allocation decisions.

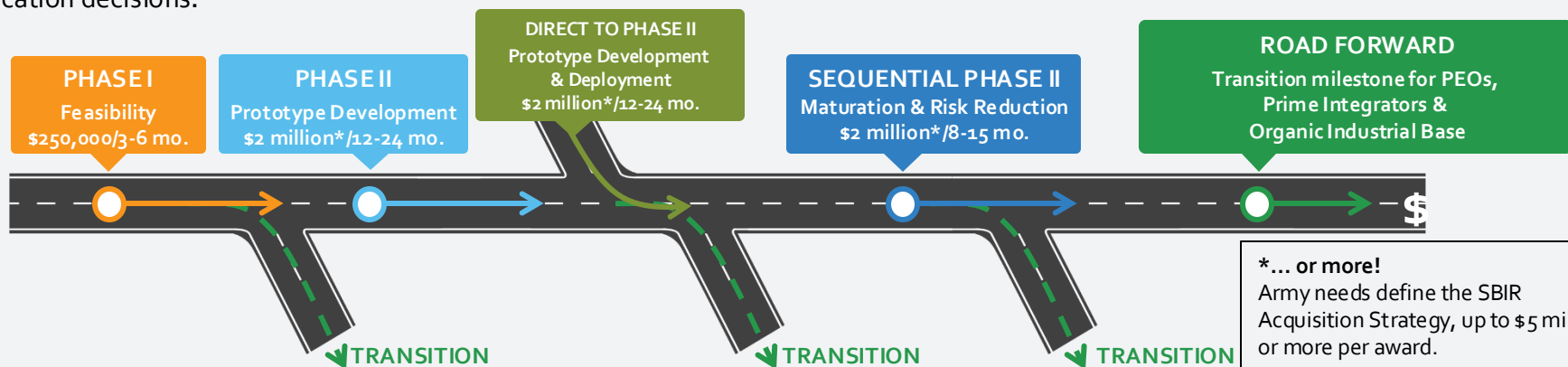


## TRANSITION BROKER TEAMS



## BENEFITS

- Flexible awards coalesce talents of the Transition Broker Team to solve problems, mitigate risks, and **exploit co-investment opportunities**.
- Capitalize on small business technology innovations to **drive agility** into Army acquisition.
- Buy down risk in the Army acquisition portfolio by permitting **nimble execution of numerous R&D investments** across technology landscape.



# PRIORITY TECHNOLOGY ECOSYSTEMS



We work with **independent technology scouts** to focus on **six technology ecosystems** with rapid innovation and market growth in the private sector. Honing our expertise in these key areas will maximize the likelihood of successful transition and integration with Army programs.

## AI/ML



Automated Detection  
Biometrics  
Synthetic Data  
Training Algorithm

## Autonomy



Robotic Platforms  
Unmanned Vehicles  
Resiliency &  
Survivability  
Autonomous  
Software

## Clean Tech



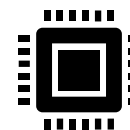
Energy Resilience  
Electric  
Transportation  
Clean Energy  
Generation  
Clean Micro-Grid

## Immersive & Wearables



AR/VR/MR Solutions  
Physiological  
Monitoring  
Energy Harvesting  
C5ISR

## Sensors



Targeting  
Detection  
Real-Time Data Fusion  
Data Distillation

## Contested Logistics & Sustainment



Supply Chain  
Demand Reduction  
Predictive Maintenance  
Communications

# INNOVATING HOW WE DO BUSINESS



*Army innovation requires not only novel technologies, but also a transformation of how we do business.*

**The Army SBIR Program established the Army SBIR Contracting Center of Excellence in FY22 to innovate how we award contracts to industry faster, easier and more agile than ever.**

## APPROACH



The Army established the centralized Army SBIR CCOE at Army Headquarters to **focus solely on small-business** needs, while fully **leveraging acquisition reform** initiatives.

## BENEFITS



- **Maximizes** flexibility and agility for a streamlined award process.
- **Specializes** in small-business contracting needs.
- **Consolidates** SBIR awards, synchronizing procurement, obligations and metrics.



**Reduces R&D contract execution times** by an **order of magnitude** compared to the previous timeline.



**Reduces operational complexity and deployment barriers with transition-focused** Phase I and Phase II contracts.



The Army is a **better business partner** by optimizing processes to **innovate at the speed of technology**, improve responsiveness and create a **positive user experience**.

# ARMY xTECH PROGRAM



The xTech Program, also led by ASA(ALT), manages the Army's prize competitions to award and accelerate transformative technology solutions that can solve Army problems.

## Provides:

- Non-dilutive seed prizes
- Comprehensive feedback from Army experts
- Direct exposure to Army and commercial stakeholders
- Networking, education and mentorship opportunities
- Alignment with Army priorities and customers

## Aims To:

- Connect with nontraditional businesses and entities to spur innovation
- Break down barriers to working with the Army and Department of Defense
- Accelerate technology development for the Army and DoD
- Propel American business toward enduring commercial viability and success

# xTECH PROGRAM VALUES



## xTech Strives to Provide:

**Timeliness.** Maximize initial cash-flow for non-traditional businesses and entities; Provide valuable feedback for continuous improvement.

**Transparency.** Clear alignment with Army needs; Build confidence in system.

**Partnership.** Directed technology alignment with ASA(ALT) and Program Executive Office priorities; Integration of all stakeholders, from the user to the research and development and acquisition communities, into the feedback loop.

**Engagement.** Connect non-traditional entities with Army and DoD experts in their fields. Engage with research labs and engineering centers, concept developers and requirements community, Soldier reservists, Army leadership, specialized SMEs.



# WHERE WE ARE TODAY SINCE xTECH'S 2018 LAUNCH



# BECOMING A **BETTER PARTNER** TO SMALL BUSINESSES




By understanding and addressing its pain points, the Army has developed itself into a more attractive business partner. Strategies to do so include:

**Understand how a startup's "funding runway" constrains its ability to navigate a long award process.**

**Advertise the program effectively** to small businesses and **have a positive and attractive offer ready** to raise the odds that the best companies choose the Army to be among their business partners.

**Deliver quickly** on the Army xTech and SBIR Program's strengths so that partners are postured for transition, aligned with integrators, increasing the potential for Army program acquisition contracts.

**Reduce operational complexity and barriers to entry** to craft a good experience for commercial partners.



Change processes and language and improve responsiveness to create a positive user experience.



Partner with companies who can succeed in commercial industry as well as with the government.



Improve access to Army people, problems and data, while reducing restrictive requirements.



Release topics on a rolling basis to better reflect how technology challenges manifest within the Army and create multiple entry points for companies.



Create a SBIR Contracting Center of Excellence dedicated to ever-improving and expediting the contracting experience for small businesses.



Ensure partnerships are a stepping-stone to transition to Army programs of record and/or further non-SBIR R&D funding.

# WORK WITH US



## EMAIL US!

Army SBIR: [usarmy.sbirsttr@army.mil](mailto:usarmy.sbirsttr@army.mil)

Army xTech: [usarmy.xtech@army.mil](mailto:usarmy.xtech@army.mil)

Visit [www.xtech.army.mil](http://www.xtech.army.mil) to learn more about the Army xTech Program

### Open Competitions:

- **xTechHBCU Student:** Submissions close Oct 30

### Upcoming Competitions:

- **xTechSearch 9:** Open-topic competition launching FY25

Visit [www.armysbir.army.mil](http://www.armysbir.army.mil) to learn more about the Army SBIR|STTR Programs

### Current Army SBIR|STTR Opportunities:

- 9 Solicitations
- Check DSIP for all solicitation opportunities

Follow xTech and Army SBIR on social media to learn more:



xTechPrograms



xTechProgram



xTech



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