

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

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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**

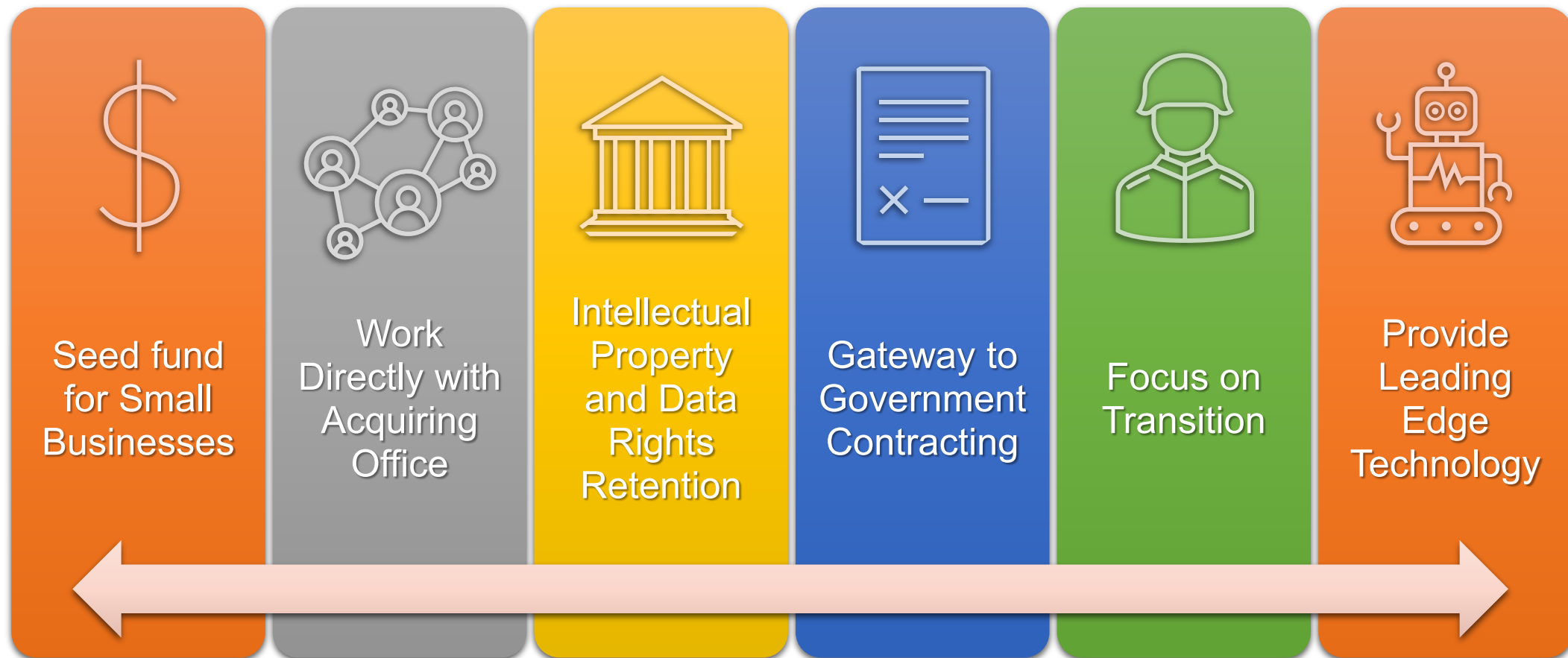
## Participants:

- **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

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# USSOCOM SBIR/STTR OVERVIEW

## Mission

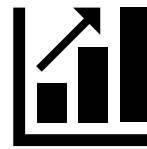
*USSOCOM SBIR/STTR program supports the full spectrum of the Special Operations Forces Acquisition Technology & Logistics Science & Technology commodity areas by stimulating technology innovation in small businesses through contract awards aimed at discovering, developing, and rapidly inserting new capabilities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

### ONR

Scientific research with academia and industry

### MCSC

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

### NAVFAC

Facilities engineering and acquisition

### NAVSEA

Ships, submarines and combat systems

### NAVWAR

Capable and secure communications and networks

### SSP

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

### 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](http://www.navysbir.com)

# US Army SBIR|STTR OVERVIEW

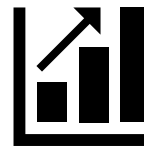
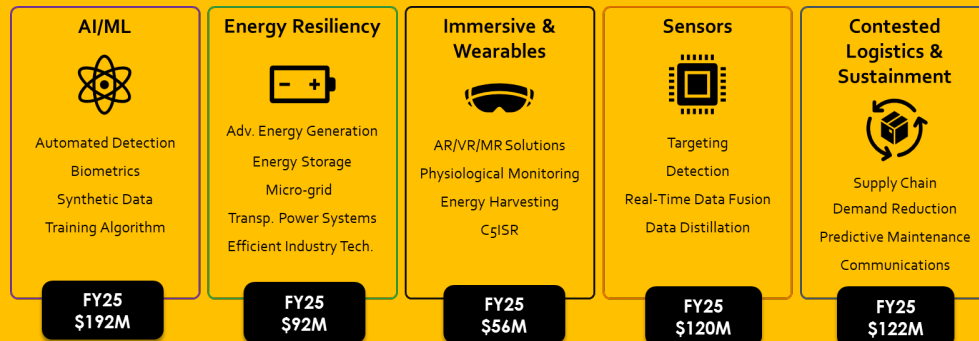
## SBIR|STTR Mission & Program Features

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.

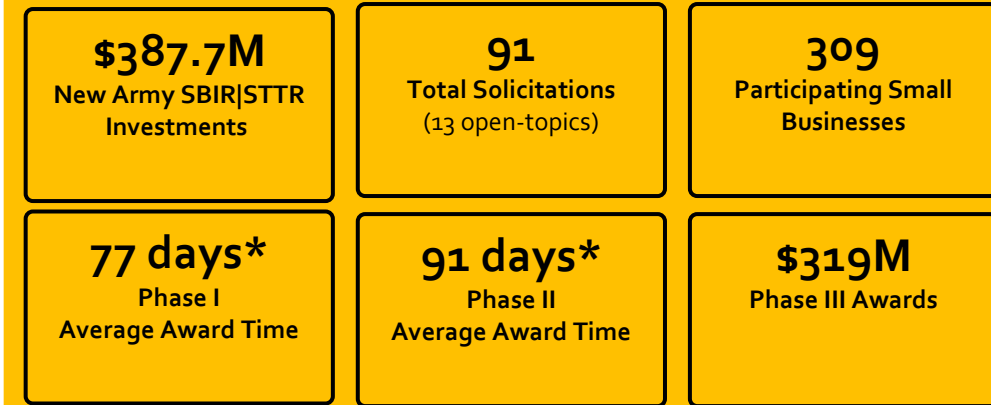
## Portfolio Management



## 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
<b>Total</b>	<b>\$387.7 M</b>	<b>405</b>	<b>309</b>

## FY24 Army SBIR|STTR by the Numbers



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



[www.xtech.army.mil](http://www.xtech.army.mil)



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



xTechPrograms



xTechProgram



xTech



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**SBIR|STTR**



[www.armysbir.army.mil](http://www.armysbir.army.mil)



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



Army SBIR|STTR



Army\_SBIRSTTR



Army SBIR|STTR Program



# QUESTIONS





# PEOPLE | WIN | TRANSFORM

## DOING BUSINESS WITH SOCOM

### SMALL BUSINESS HELP

POC: Ashley Farrier  
ashley.farrier@socom.mil  
osbp@socom.mil  
813.826.9475

### SUBMITTING IDEAS AND CAPABILITIES

#### Engage SOF (eSOF) on Vulcan

Pathway to present SOF relevant  
capabilities to USSOCOM  
POC: Kimberly Carberry  
kimberly.r.carberry.civ@socom.mil  
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>

