



**SBPO**

**Small Business Programs Office**

Jason Preisser, Program Director

Small Business Support Team 703-526-4170 | [sbir@darpa.mil](mailto:sbir@darpa.mil)

<http://www.darpa.mil/work-with-us/for-small-businesses>



# DARPA's Mission

## Breakthrough Technologies and Capabilities for National Security

*Military Application*

**Communications/  
Networking**



**Stealth**

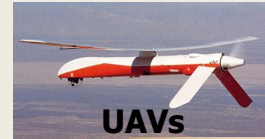


**Precision Guidance & Navigation**

**Radar Arrays**

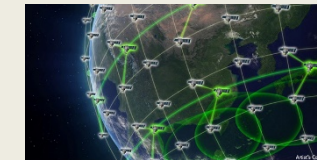


**UAVs**



**IR Night Vision**

**Hypersonics & LEO  
Satellites**



1960s

1970s

1980s

1990s

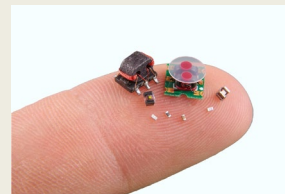
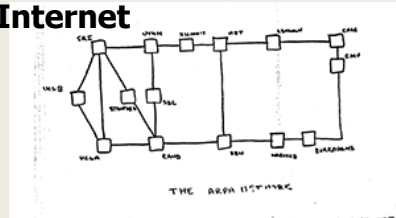
2000s

2010s

2020s

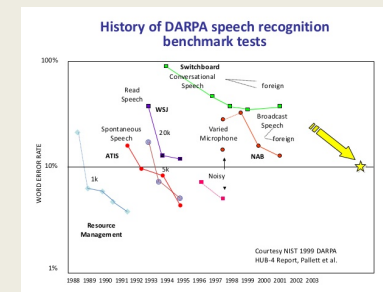
*Commercial  
Transition*

**ARPAnet/Internet**



**Microelectronics:** VLSI, CAD, manufacturing, IR, RF, MEMS

**Information Technology:** timesharing, client/server, graphics, GUI, RISC, speech recognition



**Revolutionizing  
Prosthetics**



**Materials Science:** semiconductors, superalloys, carbon fibers, composites, thermoelectrics, ceramics

**DARPA's role: Pivotal early investments that change what's possible**



# Characteristics of DARPA

- \$3B funding Agency – all research is performed extramural (no in-house DARPA labs)
- Interested in compelling outcomes that provide new capability
  - Revolutionary change (not evolutionary extensions or incremental gains)
  - High risk tolerance – If the outcome of a project is certain, with only dollars and time needed to complete the work, it may not be a program for DARPA.
- Agency is Program Manager centric – Bottom up and active management
  - **Program Managers are transitory (2 – 5 year tours) – Sets rapid pace**

## SBIR

**3.2% of all  
extramural  
RDT&E**

**FY19 - \$100M**

## STTR

**.45% of all  
extramural  
RDT&E**

**FY19 – \$12M**



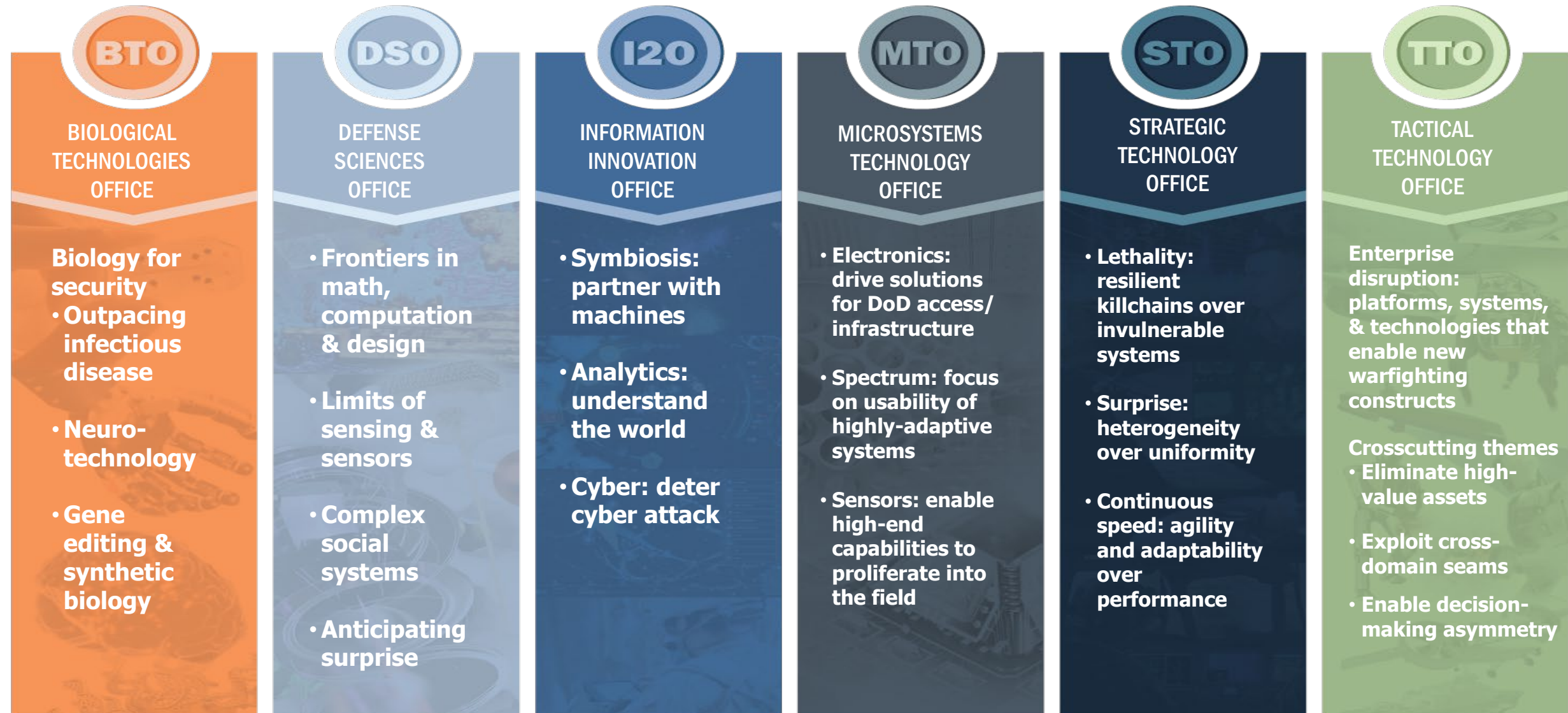
# DARPA Structure





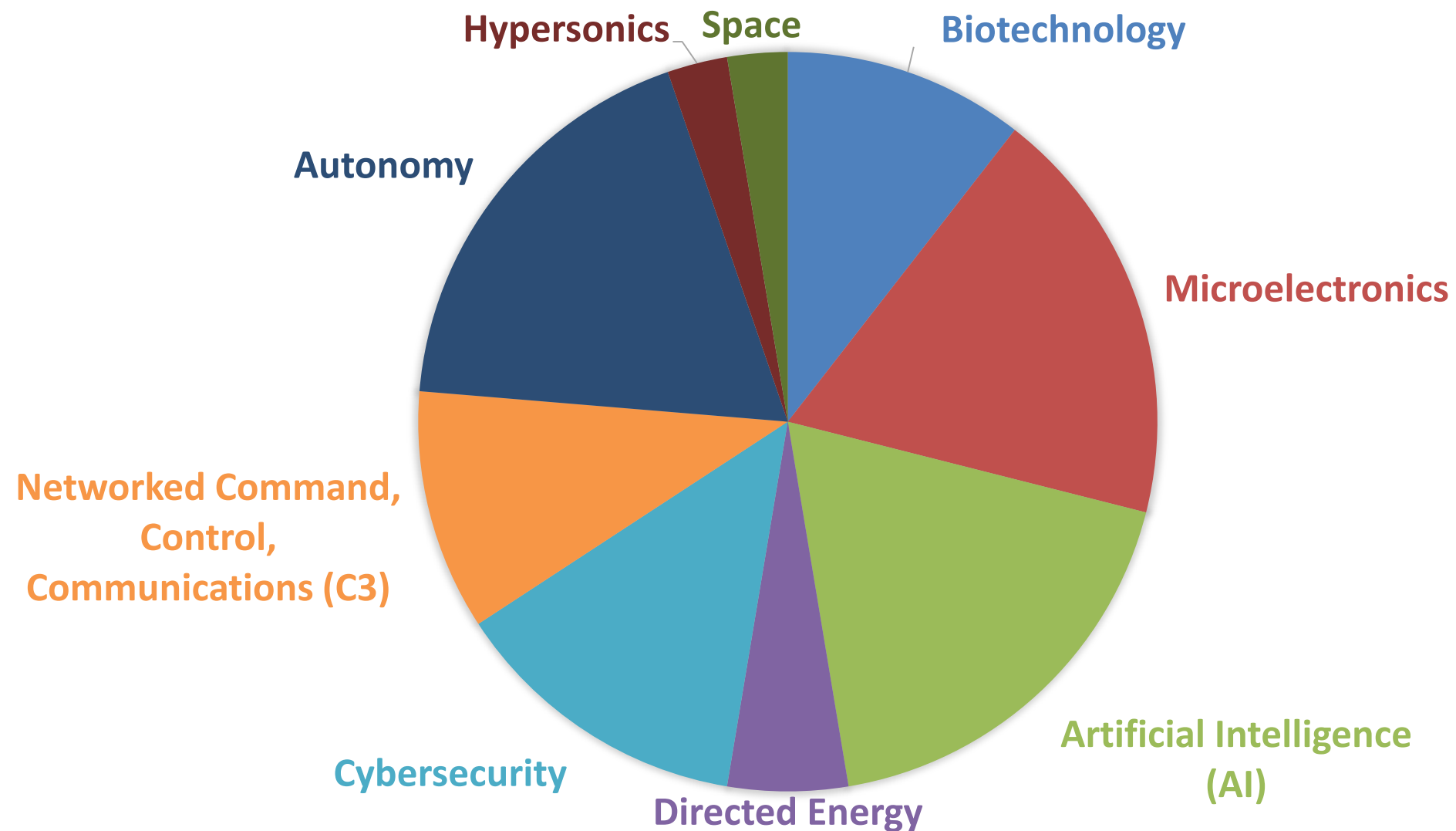


# DARPA Technical Offices





# FY19 SBIR/STTR Topic Areas



Distribution Statement "A"  
(Approved for Public Release, Distribution Unlimited)



# Seedlings vs. Programs vs. SBIR/STTR

---

## Seedlings

### (Office Wide/Open Office BBAs)

- Open to all capable sources
- Usually submitted through Office-Wide BAA
- Small short duration (6-9 months) projects
- Move concepts from “disbelief” to “mere doubt”
- May lead to the next generation of program ideas

## Programs

- Open to all capable sources
- Proposals solicited through specific program BAAs
- Often multi-year, multi-disciplinary efforts
- Technology development to move from “possibility” to “capability”

## SBIR/STTR

- Open to eligible small business concerns
- Usually submitted through DoD SBIR/STTR BAA
- Phase I feasibility up to \$225K
- Phase II prototype development up to \$1.5M
- May lead to the next generation of program ideas



# Streamlined and Competitive Process

## BAA Characteristics

- No common Statement of Work
- Varying technical approaches/solutions are anticipated
- Proposals are evaluated with technical quality and approach as the main factor
- Communication with proposers allowed during the open period of the BAA
- White papers or proposal abstracts may be solicited
- Industry Days where PMs brief interested communities on the program solicitation

## BAA Types

- Tech Offices will issue program-specific BAAs throughout the year
- 1-year Office-Wide BAAs with a more general scope (rolling submission process)





# How To Participate in the Program?

---

- **Step 1 – Determine Eligibility**
  - Review complete eligibility requirements at [SBIR Policy Directive](#)
- **Step 2 – Find a Topic**
  - Review announcements at <https://sbir.defensebusiness.org> to identify topics of interest.
- **Step 3 – Ask Questions**
  - During the announcement period, communication between small businesses and topic authors is highly encouraged.
- **Step 4 – Prepare your Proposal**
  - All proposals are initially screened to determine responsiveness with submission requirements published in the DoD SBIR/STTR Program Announcement and supplemental DARPA instructions. FOLLOW INSTRUCTIONS!
- **Step 5 – Submit Proposal**
  - All SBIR/STTR proposals must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission website at <https://sbir.defensebusiness.org> and in accordance with the program announcement.

For More Info Visit:

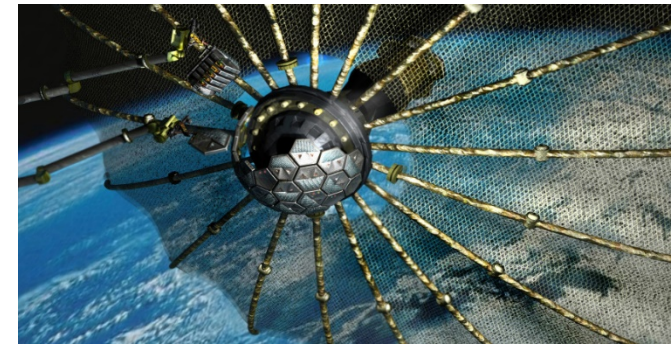
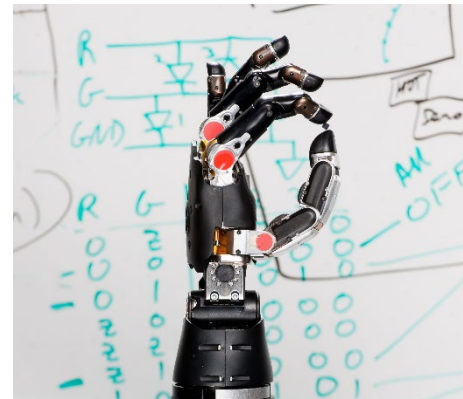
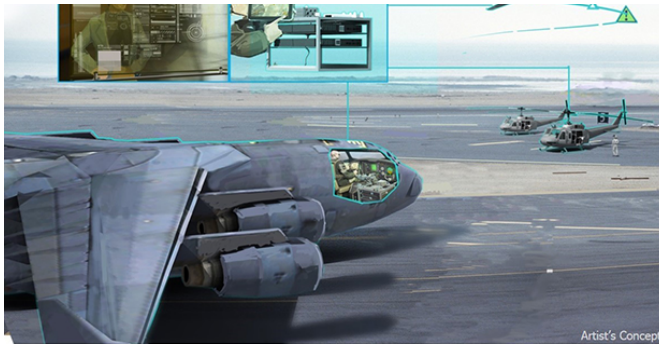
<http://www.darpa.mil/work-with-us/for-small-businesses/participate-sbir-sttr-program>



# DARPA Investments

**DARPA makes pivotal investments in ideas that lead to breakthrough technologies for national security.**

*To maximize the pool of innovative proposal concepts it receives, DARPA strongly encourages participation by all capable sources: industry, academia, and individuals.*



<http://www.darpa.mil/about-us/about-darpa>



# Technology Transition Support

**Goal - to maximize SBIR/STTR companies' potential to move their technology beyond Phase II, and into other research and development programs for further maturity**

- **No cost to participants - Costs covered by DARPA SBPO**
- Automatic participation upon Phase II award
- SBPO assists performers by providing business planning advice, identifying funding and collaboration opportunities, and maintaining access to an extensive network
- Feedback on Commercialization Plans and marketing materials
- Assist in Phase II Enhancement application processes
- Weekly opportunity alert sent to all current and past performers
  - Daily FedBizOps posting reviews for new solicitations
  - Agency level SBIR/STTR solicitations
- Topical conferences and training events
- Alumni list maintained for targeted technology requests



# Doing Business With DARPA

---

- Do Your Research - Become familiar with the challenges and opportunities of National Security.
- Visit [www.grants.gov](http://www.grants.gov) or [www.fedbizopps.gov](http://www.fedbizopps.gov) to view DARPA Broad Agency Announcements (BAAs), Research Announcement (RAs), and Requests for Proposals (RFPs).
- Visit <https://sbir.defensebusiness.org/> to view DoD SBIR and STTR Program Announcements.
- Contact a DARPA Program Manager (PM) about your idea prior to submitting a white paper or proposal to gain insight into the general need for the type of effort. PMs are the key to working with DARPA.

<http://www.darpa.mil/about-us/about-darpa>

# Small Business Programs Office (SBPO)

<http://www.darpa.mil/work-with-us/for-small-businesses>

Jason Preisser  
Program Director



Small Business Support Team  
(703) 526-4170  
[sbir@darpa.mil](mailto:sbir@darpa.mil)

[www.darpa.mil](http://www.darpa.mil)

Distribution Statement "A"  
(Approved for Public Release, Distribution Unlimited)