

**DEFENSE LOGISTICS AGENCY (DLA)
SMALL BUSINESS INNOVATION RESEARCH (SBIR) PROGRAM
SBIR FY12.3 Proposal Submission Instructions**

Information about DLA can be found at <http://www.dla.mil/>. The DLA SBIR program is implemented, administered and managed by DLA HQ J335 Research and Development. Questions should be directed to:

Natalie Seiling, DLA SBIR Program Manager and Topic Author
E-mail: natalie.seiling@dla.mil
Phone: 804-279-5120

Use of e-mail is encouraged.

During the pre-release period (July 26 – August 26, 2012) contact the topic authors listed for each topic in the solicitation. To obtain answers to technical questions during the formal Solicitation period (August 27 – September 12, 2012), visit <http://www.dodsbir.net/sitis>. For general inquiries or problems with the electronic submission, contact the DoD Help Desk at 1-866-724-7457 (8:00 am to 5:00 pm ET).

DLA is very interested in this research topic, although projected funding levels are extremely limited. Therefore, to be selected a project must offer exceptional benefits to DLA and/or partnership opportunity with another military service or private entity. DLA reserves the right to limit awards under any topic.

DLA SBIR PROGRAM PRINCIPLES

DLA seeks to solicit innovative, high risk research and development proposals from the small business community. All selections shall demonstrate and involve a degree of technical risk where the technical feasibility of the proposed work has not yet been fully established. DLA prefers market-driven companies which can move technology into the commercial high volume market. Phase I proposals should demonstrate the feasibility of the proposed technology and the merit of a Phase II for a prototype or at least a proof-of- concept demonstration. Phase II selections will be strongly influenced on future market possibilities and commercialization potential demonstrated. The demonstration of commercialization potential is best evidenced by Phase II funding commitments, public or private, submitted as part of the Phase II proposal.

SUBMISSION OF DLA SBIR PROPOSALS

The DLA SBIR program, in its decision process for Phase I award selections, uses the 12.3 BAA Evaluation Criteria – Phase I from Section 4.2 and 4.4, however with a differing prioritization and additional emphasis on both innovation and commercialization potential. The DLA evaluation criteria are listed in descending order of importance:

- a. technical sufficiency
- b. innovation will be evaluated independently from technical sufficiency. The DLA SBIR program employs the following concepts and definitions of innovation when making project selection decisions. An invention improves some product, process or service. And further, an invention transforms into innovation when introduced to the public, or commercialized. DLA seeks technologies and processes that offer the potential for a breakthrough in the cost, quality or lead

time of the relevant topic population of items and that DLA procures that population for the military services

- c. commercialization potential. In addition to the requirements of BAA paragraph 4.2c and 4.4, DLA recommends that offeror's provide a plan to seek private and/or public funding commitments along with possible commercialization partnerships that have the relevant potential to invest in the technology. This plan would be accomplished during the Phase I research and optimally result in potential co-investors at the time of Phase II proposal submission
- d. qualifications of the proposed principal/key investigators, supporting staff and consultants

The entire proposal (which includes Cover Sheets, Technical Proposal, Cost Proposal, and Company Commercialization Report) must be submitted electronically via the DoD SBIR/STTR Proposal Submission Site (<http://www.dodsbir.net/submission>); DLA WILL NOT accept any proposals which are not submitted via this site. Do not send a hardcopy of the proposal. Hand or electronic signature on the proposal is also NOT required. If you experience problems uploading a proposal, call the DoD Help Desk 1-866-724-7457 (8:00 am to 5:00 pm EST). Selection and non-selection letters will be sent electronically via e-mail.

Proposals not conforming to the terms of this solicitation will not be considered.

FOREIGN NATIONALS

If the offeror proposes to use a foreign national(s) [any person who is NOT a citizen or national of the United States, a lawful permanent resident, or a protected individual as defined by 8 U.S.C. 1324b(a)(3) – refer to section 2.15 of the DoD SBIR Program Solicitation 12.2 for definitions of “lawful permanent resident” and “protected individual”] as key personnel, the following information should be provided: country of origin, the type of visa or work permit under which they are performing and an explanation of their anticipated level of involvement on this project. You may be asked to provide additional information during negotiations in order to verify the foreign citizen's eligibility to participate on a contract issued as a result of this solicitation.

PHASE I PROPOSAL PAGE LIMIT

DLA Phase I proposals have a 20-page limit (excluding the Cost Proposal and the Company Commercialization Report). Pages in excess of the 20-page limitation will not be considered in the evaluation of the proposal (including attachments, appendices, or references, but excluding the Cost Proposal and Company Commercialization Report).

OPTION MUST BE INCLUDED AS PART OF PHASE I PROPOSAL

Phase I contracts are expected to have a period of performance of roughly nine to twelve months and a maximum cost of \$100,000. The Phase I Option, which must be included as part of the Phase I proposal, covers activities over a period of up to six months and should describe appropriate initial Phase II activities that may lead to the successful demonstration of a product or technology. The Phase I Option proposal must be included within the 20-page limit for the Phase I proposal. Only Phase I companies invited to submit a Phase II proposal will be eligible to exercise the Phase I Option. DLA may or may not exercise the Phase I Option but the decision will be made prior to the end of the period of performance stated in the Phase I contract.

A firm-fixed-price-level-of-effort-term Phase I cost proposal (\$150,000 maximum) must be submitted in detail online. Proposers that participate in this solicitation must complete the Phase I Cost Proposal not to exceed the maximum dollar amount of \$100,000 and a Phase I Option Cost Proposal not to exceed the

maximum dollar amount of \$50,000. Phase I and Phase I Option costs must be shown separately but may be presented side by side on a single Cost Proposal. It is recommended that the Phase I Cost Proposal include a cost estimate for travel for a final program review. Travel locations for planning purposes are as follows:

Topic: _____ Location:
DLA123-001 Defense Supply Center Richmond, VA

PHASE I KEY DATES

12.3 Solicitation Pre-release	July 26 – August 26, 2012
12.3 Solicitation Open	August 27 – September 26, 2012
Phase I evaluations	October 2012
Phase I awards	January 2013

PHASE II PROPOSAL SUBMISSION

Phase II proposals may be submitted at any time after the effective date of the Phase I award. DLA may invite Phase I performers to submit a Phase II proposal, not to exceed \$1,000,000, based upon the success of the Phase I contract to meet the technical goals of the topic. This Phase II proposal invitation process shall not limit a company from submitting a Phase II proposal. Phase II proposals will be evaluated in accordance with the evaluation criteria provided below. Due to limited funding, DLA reserves the right to limit awards under any topic and only proposals considered to be of superior quality will be funded. The preferred contract types for DLA Phase II are firm-fixed-price-level-of-effort-term or cost plus fixed fee.

The DLA SBIR program, in its decision process for Phase II award selections, uses the three 12.3 BAA Evaluation Criteria – Phase II from Section 4.3 and 4.4, however with a differing prioritization and additional emphasis on commercialization potential. The DLA evaluation criteria are listed in descending order of importance:

- a. technical sufficiency
- b. commercialization potential. In addition to the requirements of BAA paragraph 4.3c and 4.4, DLA recommends that companies demonstrate the commercialization potential of their technology by attracting private-sector co-investment and support during the performance of the Phase II. The value that DLA assesses for this factor depends on the type of co-investment or support (cash or support-in-kind), the amount of matching support, and the timing of the matching support.
- c. qualifications of the proposed principal/key investigators, supporting staff and consultants

The entire Phase II proposal (which includes Cover Sheets, Technical Proposal, Cost Proposal, and Company Commercialization Report) must be submitted electronically via the DoD SBIR/STTR Proposal Submission Site (<http://www.dodsbir.net/submission>); DLA WILL NOT accept any proposals which are not submitted via this site. Do not send a hardcopy of the proposal. Hand or electronic signature on the proposal is also NOT required. If you experience problems uploading a proposal, call the DoD Help Desk 1-866-724-7457 (8:00 am to 5:00 pm EST). Selection and non-selection letters will be sent electronically via e-mail.

PHASE II PROPOSAL PAGE LIMIT

DLA Phase II proposals have a 40-page limit (excluding the Cost Proposal and the Company Commercialization Report). Pages in excess of the 40-page limitation will not be considered in the evaluation of the proposal (including attachments, appendices, or references, but excluding the Cost Proposal and Company Commercialization Report).

FAST TRACK

DLA does not utilize Fast Track.

PHASE II ENHANCEMENT POLICY

DLA does not utilize a Phase II enhancement process.

PHASE I SUMMARY REPORTS

All Phase I award winners must submit a Phase I Final Summary Report at the end of their Phase I project. The Phase I summary report is an unclassified, non-sensitive, and non-proprietary summation of Phase I results that is intended for public viewing on the DLA web site. A summary report should not exceed 700 words, and should include the technology description and anticipated applications / benefits for government and or private sector use. It should require minimal work from the contractor because most of this information is required in the final technical report. This requirement for both a summary report and a final report will also apply to any subsequent Phase II contract.

DLA SUBMISSION OF FINAL REPORTS

All final reports will be submitted in accordance with the Contract Data Requirements List (CDRL) as specified in the contract.

DLA SBIR 12.3 Topic Index

~~DLA123-001 — Advanced Technologies for Discrete Parts Manufacturing~~

DLA SBIR 12.3 Topic Descriptions

DLA123-001 TITLE: Advanced Technologies for Discrete-Parts Manufacturing

This topic has been removed from the solicitation.