



DoD SBIR/STTR Program Commercialization

Phase I	Phase II	Subsequent Phase II, Phase II Enhancement and CRP	Phase III
<i>Feasibility Study</i>	<i>Technology Development and prototype demonstration</i>	<i>Prototype Testing & Evolution Technology Demo & Validation</i>	<i>Transition</i>
6 Months, \$150K	24 Months, \$1M	24 Months, \$3M	
TRL: 0-3	2-6	6-9	

Phase III Definition	Features of Phase III
“for work that derives from, extends, or completes efforts made under prior funding agreements under the SBIR or STTR program”	<ul style="list-style-type: none"> • Non SBIR/STTR Funding • No funding limits • Government or Commercial Market • Data Rights apply • Awarded with no further competition

RESOURCES FOR ACQUISITION PROGRAM MANAGERS

Use this link <http://1.usa.gov/ZSO011> to determine your Component SBIR/STTR PM. It is important to contact your SBIR/STTR PM, who will facilitate using this guidance.

Search the DoD SBIR/STTR database <https://sbir.defensebusiness.org/topics/search> via keywords for existing SBIR/STTR technologies that may meet program needs.

SBIR POLICY MEMORANDUM: <http://1.usa.gov/1ZyWOr8>
SBIR/STTR REAUTHORIZATION: <http://1.usa.gov/1U9EGTb>

COMMERCIALIZATION READINESS PROGRAMS (CRP)



Department of the Army
<https://www.armysbir.army.mil/sbir/CPp.aspx>

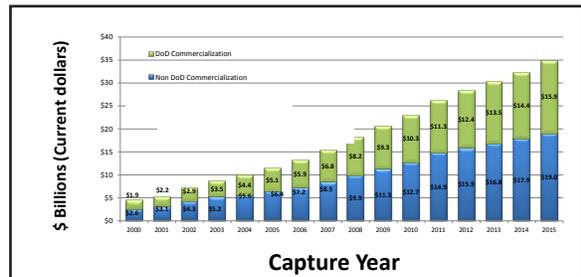


Department of the Navy
<http://www.navysbir.com/phaseII5andcpp.htm>



Department of the Air Force
<http://www.afsirsttr.com/CommercializationReadinessProgram/default.aspx>

Phase III Commercialization



Cumulative DoD SBIR/STTR Commercialization in billions
 Source: DoD CCR Database



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Acquisition Program Managers

5000.02 Language: STATUTORY. “Program managers will establish goals for applying SBIR and STTR technologies in programs of record and incentivize primes to meet those goals. For contracts with a value at or above \$100 million, program managers will establish goals for the transition of Phase III technologies in subcontracting plans and require primes to report the number and dollar amount of Phase III SBIR or STTR contracts.” Not required at milestone B. Source(s): 15 U.S.C. 638 (ref (i))

- Phase III contracts can be awarded without further competition. The competition of Phase I and Phase II satisfies the statutory competition requirements. If your agency requires processing a J&A, document the project derives from a prior SBIR award and is authorized under 10 U.S.C. 2304(b) (2).
- The Department must show preference for SBIR-funded technology
- There is no limit on the number, duration, type, or dollar value of Phase III awards made to a business concern.



Contracting Officers

- There is no limit on the number, duration, type, or dollar value of Phase III awards made to a business concern
- The small business size limits for Phase I and Phase II awards do not apply to Phase III awards
- Phase III contracts can be awarded without further competition. The competition of Phase I and Phase II satisfies the statutory competition requirements.
- SBIR technical data rights extend to Phase III
- SBIR Phase III contract actions must be reported, ensure proper coding for SBIR contracts in FPDS-NG
- To derive maximum value from SBIR include specific award fee clauses in contract language to target and reward incorporation of SBIR technologies by prime contractors

Technical Points of Contact

- To start a topic or learn more about starting a topic contact the SBIR PM
- Encourage firms to use available transition assistance resources and attend outreach events. Events can be found at <http://1.usa.gov/YPeeq7>
- Post-award orientation provides an opportunity to discuss potential future Phase III funding
- Coordinate with acquisition PMs to monitor technology needs
- The Technical Point of Contact may be able to assist by pointing out sources for future funding beyond the SBIR Program
- Follow up with SBIR firms on their Phase III contracts from government and commercial markets, remind firms to report all Phase III data in their Company Commercialization Report (CCR)