

## **PROGRAM SOLICITATION**

**Number 95.3**

**Small Business  
Innovation  
Research Program**

### **IMPORTANT**

The DoD is updating its SBIR Mailing list. To remain on the mailing list or to be added to the list, send in the Mailing List form (Reference E), found at the back of this solicitation, to DTIC. Failure to send the form will result in no future mailings of the DoD SBIR Program Solicitation to your address.

U.S. Department of Defense  
SBIR Program Office  
Washington, DC 20301

Closing Date: July 7, 1995

Deadline for receipt of  
proposals at the DoD  
Component is 2:00 p.m.  
local time.

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# DoD PROGRAM SOLICITATION FOR SMALL BUSINESS INNOVATION RESEARCH

## 1.0 PROGRAM DESCRIPTION

### 1.1 Introduction

The Army and Navy hereafter referred to as DoD Components, invite small business firms to submit proposals under this program solicitation entitled Small Business Innovation Research (SBIR). Firms with strong research and development capabilities in science or engineering in any of the topic areas described in Section 8.0 are encouraged to participate. Subject to availability of funds, DoD Components will support high quality research or research and development proposals of innovative concepts to solve the listed defense-related scientific or engineering problems, especially those concepts that also have high potential for commercialization in the private sector.

Objectives of the DoD SBIR Program include stimulating technological innovation, strengthening the role of small business in meeting DoD research and development needs, fostering and encouraging participation by minority and disadvantaged persons in technological innovation, and increasing the commercial application of DoD-supported research or research and development results.

The Federal SBIR Program is mandated by Public Laws PL 97-219, PL 99-443, and PL 102-564. The basic design of the DoD SBIR Program is in accordance with the Small Business Administration (SBA) SBIR Policy Directive, January 1993. The DoD Program presented in this solicitation strives to encourage scientific and technical innovation in areas specifically identified by DoD Components. The guidelines presented in this solicitation incorporate and exploit the flexibility of the SBA Policy Directive to encourage proposals based on scientific and technical approaches most likely to yield results important to DoD and the private sector.

### 1.2 Three Phase Program

This program solicitation is issued pursuant to the Small Business Innovation Development Act of 1982, PL 97-219, PL 99-443, and PL 102-564. Phase I is to determine, insofar as possible, the scientific or technical merit and feasibility of ideas submitted under the SBIR Program and will typically be one half-person year effort over a period not to exceed six months. Proposals should concentrate on that research or research and development which will significantly contribute to proving the scientific and technical feasibility of the

proposed effort, the successful completion of which is a prerequisite for further DoD support in Phase II. The measure of Phase I success includes evaluations of the extent to which Phase II results would have the potential to yield a product or process of continuing importance to DoD and the private sector. Proposers are encouraged to consider whether the research and development they are proposing to DoD Components also has private sector potential, either for the proposed application or as a base for other applications. If it appears to have such potential, proposers are encouraged, on an optional basis, to obtain a contingent commitment for private follow-on funding to pursue further development of the commercial potential after the government funded research and development phases.

Subsequent Phase II awards will be made to firms on the basis of results from the Phase I effort and the scientific and technical merit of the Phase II proposal. Phase II awards will typically cover 2 to 5 person-years of effort over a period generally not to exceed 24 months (subject to negotiation). Phase II is the principal research or research and development effort and is expected to produce a well-defined deliverable product or process. A more comprehensive proposal will be required for Phase II.

Under Phase III, the small business is expected to use non-federal capital to pursue private sector applications of the research or development. Also, under Phase III, federal agencies may award non-SBIR funded follow-on contracts for products or processes which meet the mission needs of those agencies. This solicitation is designed, in part, to encourage the conversion of federally sponsored research and development innovation into private sector applications. The federal research and development can serve as both a technical and pre-venture capital base for ideas which may have commercial potential.

*This solicitation is for Phase I proposals only.* Any proposal submitted under prior SBIR solicitations will not be considered under this solicitation; however, offerors who were not awarded a contract in response to a particular topic under prior SBIR solicitations are free to update or modify and submit the same or modified proposal if it is responsive to any of the topics listed in Section 8.0.

For Phase II, no separate solicitation will be issued and no unsolicited proposals will be accepted. Only those firms that were awarded Phase I contracts will be considered (Section 4.3 and 5.2).

DoD is not obligated to make any awards under either Phase I, II, or III. DoD is not responsible for any monies expended by the proposer before award of any contract.

### 1.3 Follow-On Funding

In addition to supporting scientific and engineering research and development, another important goal of the program is conversion of DoD-supported research or research and development into commercial products. Proposers are encouraged to obtain a contingent commitment for private follow-on funding prior to Phase II where it is felt that the research or research and development has commercial potential in the private sector.

Proposers who feel that their research or research and development have the potential to meet private sector market needs, in addition to meeting DoD objectives, are encouraged to obtain non-federal follow-on funding for Phase III to pursue private sector development. The commitment should be obtained during the course of Phase I performance. This commitment may be contingent upon the DoD supported research or development meeting some specific technical objectives in Phase II which if met, would justify non-federal funding to pursue further development for commercial purposes in Phase III. *Note that when several Phase II proposals receive evaluations being of approximately equal merit, proposals that demonstrate such a commitment for follow-on funding will receive extra consideration during the evaluation process.*

The recipient will be permitted to obtain commercial rights to any invention made in either Phase I or Phase II, subject to the patent policies as stated in Section 5.7.

### 1.4 Eligibility and Limitation

Each proposer must qualify as a small business for research or research and development purposes as defined in Section 2.0 and certify to this on the Cover Sheet (Appendix A) of the proposal. In addition, a minimum of two-thirds of each Phase I SBIR project must be carried out by the proposing firm. For Phase II, a minimum of one-half of the effort must be performed by the proposing firm. For both Phase I and II, the primary employment of the principal investigator must be with the small business firm at the time of the award and during the conduct of the proposed effort. Primary employment means that more than one-half of the principal investigator's time is spent with the small business. Deviations from these requirements must be approved in writing by the contracting officer (during contract negotiations).

For both Phase I and Phase II, the research or research and development work must be performed by the small business concern in the United States. "United States" means the fifty states, the Territories and possessions of the United

States, the Commonwealth of Puerto Rico, the Commonwealth of the Northern Mariana Islands, the Trust Territory of the Pacific Islands, and the District of Columbia.

Joint ventures and limited partnerships are permitted, provided that the entity created qualifies as a small business in accordance with the Small Business Act, 15 USC 631, and the definition included in Section 2.2.

### 1.5 Conflicts of Interest

Awards made to firms owned by or employing current or previous Federal Government employees could create conflicts of interest for those employees in violation of 18 USC and 10 USC 2397. Such proposers should contact the cognizant Ethics Counsellor of the DoD Component for further guidance.

### 1.6 Contact with DoD

**a. General Information.** General information questions pertaining to proposal instructions contained in this solicitation should be directed to:

SBIR Coordinator  
U.S. Department of Defense  
OSD/SADBU - The Pentagon, Room 2A340  
Washington, DC 20301-3061  
(800) 382-4634

Other non-technical questions pertaining to a specific DoD Component should be directed in accordance with instructions given at the beginning of that DoD Component's topics in Section 8.0 of this solicitation. Oral communications with DoD Components regarding the technical content of this solicitation during the Phase I proposal preparation periods are prohibited for reasons of competitive fairness.

**b. Requests for Copies of DoD SBIR Solicitation.** To remain on the DoD SBIR Mailing list, send in the Mailing List form (Reference E) to DTIC. Additional copies of this solicitation may be ordered from:

Defense Technical Information Center  
Attn: DTIC/SBIR  
Building 5, Cameron Station  
Alexandria, Virginia 22304-6415  
(800) 363-7247 (800 DOD-SBIR)  
(703) 274-6903 commercial

This solicitation is also available on floppy diskette (in Word Perfect) from DTIC for a nominal processing fee. See

Section 7.1 for information about Internet access to the solicitation at DTIC.

The DoD SBIR solicitation can be obtained electronically using Business Gold, the National Technology Transfer Center's bulletin board system. Connect via Internet by telnetting to **iron.nttc.edu**, or by dialing (304) 243-2560 for high speed modems (9600+) or (304) 243-2561 for 1200-2400 baud modems and logging in as guest. For more information on the NTTC electronic bulletin board system contact:

National Technology Transfer Center  
Wheeling Jesuit College  
316 Washington Ave  
Wheeling, WV 26003  
(800) 678-6882

## 2.0 DEFINITIONS

The following definitions apply for the purposes of this solicitation:

### 2.1 Research or Research and Development

**Basic Research** - Scientific study and experimentation to provide fundamental knowledge required for the solution of problems.

**Exploratory Development** - A study, investigation or minor development effort directed toward specific problem areas with a view toward developing and evaluating the feasibility and practicability of proposed solutions.

**Advanced Development** - Proof of design efforts directed toward projects that have moved into the development of hardware for test.

**Engineering Development** - Full-scale engineering development projects for DoD use but which have not yet received approval for production.

### 2.2 Small Business

A small business concern is one that, at the time of award of a Phase I or Phase II contract:

**a.** Is independently owned and operated and organized for profit, is not dominant in the field of operation in which it is proposing, and has its principal place of business located in the United States;

**b.** Is at least 51% owned, or in the case of a publicly owned business, at least 51% of its voting stock is owned by United States citizens or lawfully admitted permanent resident aliens;

**c. Outreach Program.** The DoD holds three National SBIR Conferences a year and participates in many state-organized conferences for small business. We have a special outreach effort to socially and economically and disadvantaged firms and to small companies that are negatively affected by the Defense down-sizing.

**c.** Has, including its affiliates, a number of employees not exceeding 500, and meets the other regulatory requirements found in 13 CFR 121. Business concerns, other than investment companies licensed, or state development companies qualifying under the Small Business Investment Act of 1958, 15 USC 661, et seq., are affiliates of one another when either directly or indirectly (1) one concern controls or has the power to control the other; or (2) a third party or parties controls or has the power to control both. Control can be exercised through common ownership, common management, and contractual relationships. The term "affiliates" is defined in greater detail in 13 CFR 121.3-2(a). The term "number of employees" is defined in 13 CFR 121.3-2(t). Business concerns include, but are not limited to, any individual, partnership, corporation, joint venture, association or cooperative.

### 2.3 Socially and Economically Disadvantaged Small Business

A small business that is at the time of award of a Phase I or Phase II contract:

**a.** At least 51% owned by an Indian tribe or a native Hawaiian organization, or one or more socially and economically disadvantaged individuals, and

**b.** Whose management and daily business operations are controlled by one or more socially and economically disadvantaged individuals.

A socially and economically disadvantaged individual is defined as a member of any of the following groups: Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, Subcontinent-Asian Americans, or other groups designated by SBA to be socially disadvantaged.

#### **2.4 Women-Owned Small Business**

A women-owned small business is one that is at least 51% owned by a woman or women who also control and operate it. "Control" in this context means exercising the power to make policy decisions. "Operate" in this context means being actively involved in the day-to-day management.

#### **2.5 Funding Agreement**

Any contract, grant, or cooperative agreement entered into between any federal agency and any small business concern for the performance of experimental, developmental, or research work funded in whole or in part by the federal government. *Only the contract method will be used by DoD components for all SBIR awards.*

#### **2.6 Subcontract**

A subcontract is any agreement, other than one involving an employer-employee relationship, entered into by a Federal Government contract awardee calling for supplies or services required solely for the performance of the original contract. This includes consultants.

#### **2.7 Commercialization**

The process of developing markets and producing and delivering products for sale (whether by the originating party or by others); as used here, commercialization includes both government and private sector markets.

### **3.0 PROPOSAL PREPARATION INSTRUCTIONS AND REQUIREMENTS**

#### **3.1 Proposal Requirements**

A proposal to any DoD Component under the SBIR Program is to provide sufficient information to persuade the DoD Component that the proposed work represents an innovative approach to the investigation of an important scientific or engineering problem and is worthy of support under the stated criteria.

The quality of the scientific or technical content of the proposal will be the principal basis upon which proposals will be evaluated. The proposed research or research and development must be responsive to the chosen topic. Any small business contemplating a bid for work on any specific topic should determine that (a) the technical approach has a reasonable chance of meeting the topic objective, (b) this approach is innovative, not routine, and (c) the firm has the

capability to implement the technical approach, i.e. has or can obtain people and equipment suitable to the task.

Those responding to this solicitation should note the proposal preparation tips listed below:

- Read and follow all instructions contained in this solicitation.
- Use the free technical information services from DTIC and other information assistance organizations (Section 7.1 - 7.4).
- Mark proprietary information as instructed in Section 5.5.
- Limit your proposal to 25 pages (excluding company commercialization report).
  - Use a type size no smaller than 12 pitch or 11 point.
- Don't include proprietary or classified information in the project summary (Appendix B).

- Include a Red Copy of Appendix A and Appendix B as part of the Original of each proposal.
- Do not use a proportionally spaced font on Appendix A and Appendix B.
- Include a company commercialization report listing all SBIR Phase I and Phase II projects and the commercialization status of Phase II projects (see Section 3.4.n).

### 3.2 Proprietary Information

If information is provided which constitutes a trade secret, proprietary, commercial or financial information, confidential personal information, or data affecting the national security, it will be treated in confidence to the extent permitted by law, provided it is clearly marked in accordance with Section 5.5.

### 3.3 Limitations on Length of Proposal

This solicitation is designed to reduce the investment of time and cost to small firms in preparing a formal proposal. Those who wish to respond must submit a direct, concise, and informative research or research and development proposal of no more than 25 pages, excluding commercialization record summary, (no type smaller than 11 point or 12 pitch on standard 8½" X 11" paper with one (1) inch margins, 6 lines per inch), *including Proposal Cover Sheet (Appendix A), Project Summary (Appendix B), Cost Proposal (Appendix C), and any enclosures or attachments.* Promotional and non-project related discussion is discouraged. Cover all items listed below in Section 3.4 in the order given. The space allocated to each will depend on the problem chosen and the principal investigator's approach. In the interest of equity, proposals in excess of the 25-page limitation (including attachments, appendices, or references, but excluding commercialization record summary) will not be considered for review or award.

### 3.4 Phase I Proposal Format

All pages shall be consecutively numbered and the ORIGINAL of each proposal must contain a completed red copy of Appendix A and Appendix B.

**a. Cover Sheet.** Complete RED COPY of Appendix A, photocopy the completed form, and use a copy as Page 1 of each additional copy of your proposal.

**b. Project Summary.** Complete RED COPY of Appendix B, photocopy the completed form, and use a copy

as Page 2 of each additional copy of your proposal. The technical abstract should include a brief description of the project objectives and description of the effort. Anticipated benefits and commercial applications of the proposed research or research and development should also be summarized in the space provided. The Project Summary of successful proposals will be submitted for publication with unlimited distribution and, therefore, will not contain proprietary or classified information.

**c. Identification and Significance of the Problem or Opportunity.** Define the specific technical problem or opportunity addressed and its importance. (Begin on Page 3 of your proposal.)

**d. Phase I Technical Objectives.** Enumerate the specific objectives of the Phase I work, including the questions it will try to answer to determine the feasibility of the proposed approach.

**e. Phase I Work Plan.** Provide an explicit, detailed description of the Phase I approach. The plan should indicate what is planned, how and where the work will be carried out, a schedule of major events, and the final product to be delivered. Phase I effort should attempt to determine the technical feasibility of the proposed concept. The methods planned to achieve each objective or task should be discussed explicitly and in detail. This section should be a substantial portion of the total proposal.

**f. Related Work.** Describe significant activities directly related to the proposed effort, including any conducted by the principal investigator, the proposing firm, consultants, or others. Describe how these activities interface with the proposed project and discuss any planned coordination with outside sources. The proposal must persuade reviewers of the proposer's awareness of the state-of-the-art in the specific topic.

Describe previous work not directly related to the proposed effort but similar. Provide the following: (1) short description, (2) client for which work was performed (including individual to be contacted and phone number), and (3) date of completion.

**g. Relationship with Future Research or Research and Development.**

- (1) State the anticipated results of the proposed approach if the project is successful.
- (2) Discuss the significance of the Phase I effort in providing a foundation for Phase II research or research and development effort.

**h. Potential Post Applications.** Describe:

- (1) Whether and by what means the proposed project appears to have potential use by the Federal Government.
- (2) Whether and by what means the proposed project appears to have potential private sector application.

**i. Key Personnel.** Identify key personnel who will be involved in the Phase I effort including information on directly related education and experience. A concise resume of the principal investigator, including a list of relevant publications (if any), must be included.

**j. Facilities/Equipment.** Describe available instrumentation and physical facilities necessary to carry out the Phase I effort. Items of equipment to be purchased (as detailed in Appendix C) shall be justified under this section. Also state whether or not the facilities where the proposed work will be performed meet environmental laws and regulations of federal, state (name) and local governments for, but not limited to, the following groupings: airborne emissions, waterborne effluents, external radiation levels, outdoor noise, solid and bulk waste disposal practices, and handling and storage of toxic and hazardous materials.

**k. Consultants.** Involvement of university or other consultants in the project may be appropriate. If such involvement is intended, it should be described in detail and identified in Appendix C. A minimum of two-thirds of each Phase I SBIR project must be carried out by the proposing firm, unless otherwise approved in writing by the contracting officer.

**l. Prior, Current, or Pending Support.** If a proposal submitted in response to this solicitation is substantially the same as another proposal that has been funded, is now being funded, or is pending with another federal agency or DoD Component or the same DoD Component, the proposer must indicate action on Appendix A and provide the following information:

- (1) Name and address of the federal agency(s) or DoD Component to which a proposal was submitted, will be submitted, or from which an award is expected or has been received.
- (2) Date of proposal submission or date of award.
- (3) Title of proposal.
- (4) Name and title of principal investigator for each proposal submitted or award received.
- (5) Title, number, and date of solicitation(s) under which the proposal was submitted, will be submitted, or under which award is expected or has been received.
- (6) If award was received, state contract number.
- (7) Specify the applicable topics for each SBIR proposal submitted or award received.

*Note: If Section 3.4.1 does not apply, state in the proposal "No prior, current, or pending support for proposed work."*

**m. Cost Proposal.** Complete the cost proposal in the form of Appendix C for the Phase I effort only. Some items of Appendix C may not apply to the proposed project. If such is the case, there is no need to provide information on each and every item. What matters is that enough information be provided to allow the DoD Component to understand how the proposer plans to use the requested funds if the contract is awarded.

- (1) List all key personnel by name as well as by number of hours dedicated to the project as direct labor.
- (2) Special tooling and test equipment and material cost may be included under Phases I and II. The inclusion of equipment and material will be carefully reviewed relative to need and appropriateness for the work proposed. The purchase of special tooling and test equipment must, in the opinion of the Contracting Officer, be advantageous to the government and should be related directly to the specific topic. These may include such items as innovative instrumentation and/or automatic test equipment. Title to property furnished by the government or acquired with government funds will be vested with the DoD Component, unless it is determined that transfer of title to the contractor would be more cost effective than recovery of the equipment by the DoD Component.
- (3) Cost for travel funds must be justified and related to the needs of the project.
- (4) Cost sharing is permitted for proposals under this solicitation; however, cost sharing is not required nor will it be an evaluation factor in the consideration of a proposal.

**n. Company Commercialization Report of Prior SBIR Awards.** For Phase I proposals, if the small business concern has received more than 15 Phase II awards in the prior 5 fiscal years, it must submit a Company Commercialization Report that lists the name of awarding agency, date of award, contract number, topic or subtopic, title, and award amount for each Phase I and Phase II project, and commercialization status for each Phase II. All Phase II proposals must include a Company Commercialization Report. (This required proposal information shall not be counted toward proposal pages count limitations.)

### 3.5 Bindings

Do not use special bindings or cover. Staple the pages in the upper left hand corner of each proposal.

## 4.0 METHOD OF SELECTION AND EVALUATION CRITERIA

### 4.1 Introduction

Phase I proposals will be evaluated on a competitive basis and will be considered to be binding for six (6) months from the date of closing of this solicitation unless offeror states otherwise. If selection has not been made prior to the proposal's expiration date, offerors will be requested as to whether or not they want to extend their proposal for an additional period of time. Proposals meeting stated solicitation requirements will be evaluated by scientists or engineers knowledgeable in the topic area. Proposals will be evaluated first on their relevance to the chosen topic. Those found to be relevant will then be evaluated using the criteria listed in Section 4.2. Final decisions will be made by the DoD Component based upon these criteria and consideration of other factors including possible duplication of other work, and program balance. A DoD Component may elect to fund several or none of the proposed approaches to the same topic. In the evaluation and handling of proposals, every effort will be made to protect the confidentiality of the proposal and any evaluations. There is no commitment by the DoD Components to make any awards on any topic, to make a specific number of awards or to be responsible for any monies expended by the proposer before award of a contract.

For proposals that have been selected for contract award, a Government Contracting Officer will draw up an appropriate contract to be signed by both parties before work begins. Any negotiations that may be necessary will be conducted between the offeror and the Government Contracting Officer. It should be noted that only a duly appointed contracting officer has the authority to enter into a contract on behalf of the U.S. Government.

Phase II proposals will be subject to a technical review process similar to Phase I. Final decisions will be made by DoD Components based upon the scientific and technical

### 3.6 Phase II Proposal

This solicitation is for Phase I only. A Phase II proposal can be submitted only by a Phase I awardee and only in response to a request from the agency; that is, Phase II is not initiated by a solicitation. Each proposal must contain a Red Cover Sheet (Appendix A), a Red Project Summary Sheet (Appendix B), and a Company Commercialization Report (see Section 3.4.n) regardless of the number of Phase II awards received. Copies of Appendices along with instructions regarding Phase II proposal preparation and submission will be provided by the DoD Components to all Phase I winners at time of Phase I contract award.

evaluations and other factors, including a commitment for Phase III follow-on funding, the possible duplication with other research or research and development, program balance, budget limitations, and the potential of a successful Phase II effort leading to a product of continuing interest to DoD.

Upon written request and after final award decisions have been announced, a debriefing will be provided to unsuccessful offerors on their proposals.

### 4.2 Evaluation Criteria - Phase I

The DoD Components plan to select for award those proposals offering the best value to the government and the nation considering the following factors.

- a. The soundness and technical merit of the proposed approach and its incremental progress toward topic or subtopic solution
- b. The potential for commercial (government or private sector) application and the benefits expected to accrue from this commercialization
- c. The adequacy of the proposed effort for the fulfillment of requirements of the research topic
- d. The qualifications of the proposed principal/key investigators supporting staff and consultants. Qualifications include not only the ability to perform the research and development but also the ability to commercialize the results.

Where technical evaluations are essentially equal in merit, cost to the government will be considered in determining the successful offeror.

Technical reviewers will base their conclusions only on information contained in the proposal. It cannot be assumed that reviewers are acquainted with the firm or key individuals

or any referenced experiments. Relevant supporting data such as journal articles, literature, including government publications, etc., should be contained or referenced in the proposal.

#### 4.3 Evaluation Criteria - Phase II

The Phase II proposal will be reviewed for overall merit based upon the criteria below.

- a. The soundness and technical merit of the proposed approach and its incremental progress toward topic or subtopic solution

- b. The potential for commercial (government or private sector) application and the benefits expected to accrue from this commercialization
- c. The adequacy of the proposed effort for the fulfillment of requirements of the research topic
- d. The qualifications of the proposed principal/key investigators supporting staff and consultants. Qualifications include not only the ability to perform the research and development but also the ability to commercialize the results.

The reasonableness of the proposed costs of the effort to be performed will be examined to determine those proposals that offer the best value to the government. Where technical evaluations are essentially equal in merit, cost to the government will be considered in determining the successful offeror.

The follow-on funding commitment must provide that a specific amount of Phase III funds will be made available to or by the small business and indicate the dates the funds will be made available. It must also contain specific technical objectives which, if achieved in Phase II, will make the commitment exercisable by the small business. The terms cannot be contingent upon the obtaining of a patent due to the length of time this process requires. The funding commitment shall be submitted with the Phase II proposal.

Phase II proposal evaluation may include on-site evaluations of the Phase I effort by government personnel.

#### 4.4 Assessing Commercial Potential of Proposals

A Phase I or Phase II proposal's commercial potential can be evidenced by:

- (1) the small business concern's record of commercializing SBIR or other research (see Company Commercialization Report, Section 3.4.n),
- (2) the existence of second phase funding commitments from private sector or non-SBIR funding sources,
- (3) the existence of third phase follow-on commitments for the subject of the research, or
- (4) the presence of other indicators of commercial potential of the idea.

### 5.0 CONTRACTUAL CONSIDERATIONS

Note: Eligibility and Limitation Requirements (Section 1.4) Will Be Enforced

#### 5.1 Awards (Phase I)

**a. Number of Phase I Awards.** The number of Phase I awards will be consistent with the agency's RDT&E budget, the number of anticipated awards for interim Phase I modifications, and the number of anticipated Phase II

contracts. No Phase I contracts will be awarded until all qualified proposals (received in accordance with Section 6.2) on a specific topic have been evaluated. All proposers will be notified of selection/non-selection status for a Phase I award no later than January 1, 1996. The name of those firms selected for awards will be announced. *The DoD*

*Components anticipate making 286 Phase I awards from this solicitation.*

**b. Type of Funding Agreement.** All winning proposals will be funded under negotiated contracts and may include a fee or profit. The firm fixed price or cost plus fixed fee type contract will be used for all Phase I projects (see Section 5.4). *Note: The firm fixed price contract is the preferred type for Phase I.*

**c. Average Dollar Value of Awards.** DoD Components will make Phase I awards to small businesses typically on a one-half person-year effort over a period generally not to exceed six months (subject to negotiation). PL 102-564 allows agencies to award Phase I contracts up to \$100,000 without justification. Where applicable, specific funding instructions are contained in Section 8 for each DoD Component.

## 5.2 Awards (Phase II)

**a. Number of Phase II Awards.** The number of Phase II awards will depend upon the results of the Phase I efforts and the availability of funds. *The DoD Components anticipate that approximately 40 percent of its Phase I awards will result in Phase II projects.*

**b. Type of Funding Agreement.** Each Phase II proposal selected for award will be funded under a negotiated contract and may include a fee or profit.

**c. Project Continuity.** Phase II proposers who wish to maintain project continuity must submit proposals no later than 30 days prior to the expiration date of the Phase I contract and must identify in their proposal the work to be performed for the first four months of the Phase II effort and the costs associated therewith. *These Phase II proposers may be issued a modification to the Phase I contract, at the discretion of the government,* covering an interim period not to exceed four months for preliminary Phase II work while the total Phase II proposal is being evaluated and a contract is negotiated. This modification would normally become effective at the completion of Phase I or as soon thereafter as possible. Funding, scope of work, and length of performance for this interim period will be subject to negotiations. Issuance of a contract modification for the interim period does not commit the government to award a Phase II contract. See special instructions for each DoD Component in Section 8.

**d. Average Dollar Value of Awards.** Phase II awards will be made to small businesses based on results of the Phase I efforts and the scientific, technical, and commercial merit of the Phase II proposal. Average Phase II awards will

typically cover 2 to 5 person-years of effort over a period generally not to exceed 24 months (subject to negotiation). PL 102-564 states that the Phase II awards may be up to \$750,000 each without justification. See special instructions for each DoD Component in Section 8.

## 5.3 Reports

**a. Content.** A final report is required for each Phase I project. The report must contain in detail the project objectives, work performed, results obtained, and estimates of technical feasibility. A completed SF 298, "Report Documentation Page", will be used as the first page of the report. In addition, Monthly status and progress reports may be required by the DoD agency. (A Sample SF 298 is provided in Reference D.)

### b. Preparation.

- (1) To avoid duplication of effort, language used to report Phase I progress in a Phase II proposal, if submitted, may be used verbatim in the final report with changes to accommodate results after Phase II proposal submission and modifications required to integrate the final report into a self-contained comprehensive and logically structured document.
- (2) Block 12a (Distribution/Availability Statement) of the SF298, "Report Documentation Page" in each unclassified final report must contain one of the following statements:
  - (a) Distribution authorized to U.S. Government Agencies only; report contains proprietary data produced under SBIR contract. Other requests shall be referred to the performing organization in Block 7 of this form.
  - (b) Approved for public release; SBIR report, distribution unlimited.
- (3) The report abstract (Block 13 of the SF 298, "Report Documentation Page") must identify the purpose of the work and briefly describe the work carried out, the finding or results and the potential applications of the effort. Since the abstract may be published by the DoD, it must not contain any proprietary or classified data.

**c. Submission.** SIX COPIES of the final report on each Phase I project shall be submitted within the DoD in accordance with the negotiated delivery schedule. Delivery will normally be within thirty days after completion of the Phase I technical effort. One copy of each unclassified report shall be delivered directly to the DTIC, ATTN: Document Acquisition, Cameron Station, Alexandria, VA 22304-6145.

## 5.4 Payment Schedule

The specific payment schedule (including payment amounts) for each contract will be incorporated into the contract upon completion of negotiations between the DoD and the successful Phase I or Phase II offeror. Successful offerors may be paid periodically as work progresses in accordance with the negotiated price and payment schedule. Phase I contracts are primarily fixed price contracts, under which monthly progress payments may be made up to 90% of the contract price excluding fee or profit. The contract may include a separate provision for payment of a fee or profit. Final payment will follow completion of contract performance and acceptance of all work required under the contract. Other types of financial assistance may be available under the contract.

### **5.5 Markings of Proprietary or Classified Proposal Information**

The proposal submitted in response to this solicitation may contain technical and other data which the proposer does not want disclosed to the public or used by the government for any purpose other than proposal evaluation.

Information contained in unsuccessful proposals will remain the property of the proposer except for Appendices A and B. The government may, however, retain copies of all proposals. Public release of information in any proposal submitted will be subject to existing statutory and regulatory requirements.

If proprietary information is provided by a proposer in a proposal which constitutes a trade secret, proprietary commercial or financial information, confidential personal information or data affecting the national security, it will be treated in confidence, to the extent permitted by law, provided this information is clearly marked by the proposer with the term "confidential proprietary information" and provided that the following legend which appears on the title page (Appendix A) of the proposal is completed:

"For any purpose other than to evaluate the proposal, this data except Appendix A and B shall not be disclosed outside the government and shall not be duplicated, used, or disclosed in whole or in part, provided that if a contract is awarded to the proposer as a result of or in connection with the submission of this data, the government shall have the right to duplicate, use or disclose the data to the extent provided in the contract. This restriction does not limit the government's right to use information contained in the data if it is obtained from another source without restriction. The data subject to this restriction is contained in page(s) \_\_\_\_\_ of this proposal."

Any other legend may be unacceptable to the government and may constitute grounds for removing the proposal from further consideration and without assuming any liability for inadvertent disclosure. The government will limit dissemination of properly marked information to within official channels.

In addition, each page of the proposal containing proprietary data which the proposer wishes to restrict must be marked with the following legend:

"Use or disclosure of the proposal data on lines specifically identified by asterisk (\*) are subject to the restriction on the cover page of this proposal."

The government assumes no liability for disclosure or use of unmarked data and may use or disclose such data for any purpose.

In the event properly marked data contained in a proposal in response to this solicitation is requested pursuant to the Freedom of Information Act, 5 USC 552, the proposer will be advised of such request and prior to such release of information will be requested to expeditiously submit to the DoD Component a detailed listing of all information in the proposal which the proposer believes to be exempt from disclosure under the Act. Such action and cooperation on the part of the proposer will ensure that any information released by the DoD Component pursuant to the Act is properly determined.

Those proposers that have a classified facility clearance may submit classified material with their proposal. Any classified material shall be marked and handled in accordance with applicable regulations. Arbitrary and unwarranted use of this restriction is discouraged. Offerors must follow the Industrial Security Manual for Safeguarding Classified Information (DoD 5220.22M) procedures for marking and handling classified material.

### **5.6 Copyrights**

To the extent permitted by statute, the awardee may copyright (consistent with appropriate national security considerations, if any) material developed with DoD support. DoD receives a royalty-free license for the Federal Government and requires that each publication contain an appropriate acknowledgement and disclaimer statement.

### **5.7 Patents**

Small business firms normally may retain the principal worldwide patent rights to any invention developed with government support. The government receives a royalty-free license for its use, reserves the right to require the patent holder to license others in certain limited circumstances, and

requires that anyone exclusively licensed to sell the invention in the United States must normally manufacture it domestically. To the extent authorized by 35 USC 205, the government will not make public any information disclosing a government-supported invention for a period of four years to allow the awardee to pursue a patent.

### 5.8 Technical Data Rights

Rights in technical data, including software, developed under the terms of any contract resulting from proposals submitted in response to this solicitation shall remain with the contractor, except that the government shall have the limited right to use such data for government purposes and shall not release such data outside the government without permission of the contractor for a period of four years from completion of the project from which the data was generated unless the data has already been released to the general public. However, effective at the conclusion of the four-year period, the government shall retain a royalty-free license for government use of any technical data delivered under an SBIR contract whether patented or not. See FAR clause 52.227-20, "Rights in Data - SBIR Program" and DFARS 252-227-7013 alternate II(3) "Government Purpose License Rights".

### 5.9 Cost Sharing

Cost sharing is permitted for proposals under this solicitation; however, cost sharing is not required nor will it be an evaluation factor in the consideration of any Phase I proposal.

### 5.10 Joint Ventures or Limited Partnerships

Joint ventures and limited partnerships are eligible provided the entity created qualifies as a small business as defined in Section 2.2 of this solicitation.

### 5.11 Research and Analytical Work

a. For Phase I a minimum of two-thirds of the research and/or analytical effort must be performed by the proposing firm unless otherwise approved in writing by the contracting officer.

b. For Phase II a minimum of one-half of the research and/or analytical effort must be performed by the proposing firm, unless otherwise approved in writing by the contracting officer.

### 5.12 Contractor Commitments

Upon award of a contract, the contractor will be required to make certain legal commitments through acceptance of government contract clauses in the Phase I contract. The outline that follows is illustrative of the types of provisions required by the Federal Acquisition Regulations that will be included in the Phase I contract. This is not a complete list of provisions to be included in Phase I contracts, nor does it contain specific wording of these clauses. Copies of complete general provisions will be made available prior to award.

**a. Standards of Work.** Work performed under the contract must conform to high professional standards.

**b. Inspection.** Work performed under the contract is subject to government inspection and evaluation at all reasonable times.

**c. Examination of Records.** The Comptroller General (or a fully authorized representative) shall have the right to examine any directly pertinent records of the contractor involving transactions related to this contract.

**d. Default.** The government may terminate the contract if the contractor fails to perform the work contracted.

**e. Termination for Convenience.** The contract may be terminated at any time by the government if it deems termination to be in its best interest, in which case the contractor will be compensated for work performed and for reasonable termination costs.

**f. Disputes.** Any dispute concerning the contract which cannot be resolved by agreement shall be decided by the contracting officer with right of appeal.

**g. Contract Work Hours.** The contractor may not require an employee to work more than eight hours a day or forty hours a week unless the employee is compensated accordingly (that is, receives overtime pay).

**h. Equal Opportunity.** The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin.

**i. Affirmative Action for Veterans.** The contractor will not discriminate against any employee or applicant for employment because he or she is a disabled veteran or veteran of the Vietnam era.

**j. Affirmative Action for Handicapped.** The contractor will not discriminate against any employee or applicant for employment because he or she is physically or mentally handicapped.

**k. Officials Not to Benefit.** No member of or delegate to Congress shall benefit from the contract.

**l. Covenant Against Contingent Fees.** No person or agency has been employed to solicit or secure the contract upon an understanding for compensation except bona fide employees or commercial agencies maintained by the contractor for the purpose of securing business.

**m. Gratuities.** The contract may be terminated by the government if any gratuities have been offered to any representative of the government to secure the contract.

**n. Patent Infringement.** The contractor shall report each notice or claim of patent infringement based on the performance of the contract.

**o. Military Security Requirements.** The contractor shall safeguard any classified information associated with the contracted work in accordance with applicable regulations.

**p. American Made Equipment and Products.** When purchasing equipment or a product under the SBIR funding agreement, purchase only American-made items whenever possible.

### 5.13 Additional Information

**a. General.** This Program Solicitation is intended for information purposes and reflects current planning. If there is any inconsistency between the information contained herein and the terms of any resulting SBIR contract, the terms of the contract are controlling.

**b. Small Business Data.** Before award of an SBIR contract, the government may request the proposer to submit certain organizational, management, personnel, and financial information to confirm responsibility of the proposer.

**c. Proposal Preparation Costs.** The government is not responsible for any monies expended by the proposer before award of any contract.

**d. Government Obligations.** This Program Solicitation is not an offer by the government and does not obligate the government to make any specific number of awards. Also, awards under this program are contingent upon the availability of funds.

**e. Unsolicited Proposals.** The SBIR Program is not a substitute for existing unsolicited proposal mechanisms. Unsolicited proposals will not be accepted under the SBIR Program in either Phase I or Phase II.

**f. Duplication of Work.** If an award is made pursuant to a proposal submitted under this Program Solicitation, the contractor will be required to certify that he or she has not previously been, nor is currently being, paid for essentially equivalent work by an agency of the Federal Government.

**g. Classified Proposals.** If classified work is proposed or classified information is involved, the offeror to the solicitation must have, or obtain, security clearance in accordance with the Industrial Security Manual for Safeguarding Classified Information (DoD 5220.22M).

## 6.0 SUBMISSION OF PROPOSALS

An original plus (4) copies of each proposal or modification will be submitted, in a single package, as described below, unless otherwise stated by specific instructions in Section 8.0.

*NOTE: THE ORIGINAL OF EACH PROPOSAL MUST CONTAIN A COMPLETED RED COPY OF APPENDIX A (COVER SHEET) AND APPENDIX B (PROJECT SUMMARY), AND A COMPANY COMMERCIALIZATION REPORT (see Section 3.4.n).*

## 6.1 Address

Each proposal or modification package must be addressed to that DoD Component address which is identified for the specific topic in that Component's subsection of Section 8.0 to this solicitation.

The name and address of the offeror, the solicitation number and the topic number for the proposal must be clearly marked on the face of the envelope or wrapper.

Mailed or handcarried proposals must be delivered to the address indicated for each topic. Secured packaging is mandatory. The DoD Component cannot be responsible for the processing of proposals damaged in transit.

All copies of a proposal must be sent in the same package. Do not send separate information copies or several packages containing parts of the single proposal.

## 6.2 Deadline of Proposals

Deadline for receipt of proposals at the DoD Component is 2:00 p.m. local time, July 7, 1995. Any proposal received at the office designated in the solicitation after the exact time specified for receipt will not be considered unless it is received before an award is made, and: (a) it was sent by registered or certified mail not later than June 30, 1995 or (b) it was sent by mail and it is determined by the government that the late receipt was due solely to mishandling by the government after receipt at the government installation.

Note: There are no other provisions for late receipt of proposals under this solicitation.

The only acceptable evidence to establish (a) the date of mailing of a late-received proposal sent either by registered mail or certified mail is the U. S. Postal Service postmark on the wrapper or on the original receipt from the U. S. Postal Service. If neither postmark shows a legible date, the proposal shall be deemed to have been mailed late. The term postmark means a printed, stamped, or otherwise placed impression (exclusive of a postage meter machine impression) that is readily identifiable without further action as having been supplied and affixed on the date of mailing by employees of the U. S. Postal Service. Therefore, offerors should request the postal clerk to place a hand cancellation bull's-eye postmark on both the receipt and the envelope or wrapper; (b) the time of receipt at the government installation is the time-date stamp of such installation on the proposal wrapper or other documentary evidence of receipt maintained by the installation.

Proposals may be withdrawn by written notice or a telegram received at any time prior to award. Proposals may

also be withdrawn in person by an offeror or his authorized representative, provided his identity is made known and he signs a receipt for the proposal. (NOTE: the term telegram includes mailgrams.)

Any modification or withdrawal of a proposal is subject to the same conditions outlined above. Any modification may not make the proposal longer than 25 pages (excluding company commercialization record). Notwithstanding the above, a late modification of an otherwise successful proposal which makes its terms more favorable to the government will be considered at any time it is received and may be accepted.

### 6.3 Notification of Proposal Receipt

Proposers desiring notification of receipt of their proposal must complete and include a self-addressed stamped envelope and a copy of the notification form (Reference A) in the back of this brochure. If multiple proposals are submitted, a separate form and envelope is required for each. Notification of receipt of a proposal by the government does not by itself constitute a determination that the proposal was received on time or not. The determination of timeliness is solely governed by the criteria set forth in Section 6.2.

### 6.4 Information on Proposal Status

Evaluation of proposals and award of contracts will be expedited, but no information on proposal status will be

available until the final selection is made. However, contracting officers may contact any and all qualified proposers prior to contract award.

### 6.5 Debriefing of Unsuccessful Offerors

Upon written request and after final award decisions have been announced, a debriefing will be provided to unsuccessful offerors for their proposals.

### 6.6 Correspondence Relating to Proposals

All correspondence relating to proposals should cite the SBIR solicitation number and specific topic number and should be addressed to the DoD Component whose address is associated with the specific topic number.

## 7.0 SCIENTIFIC AND TECHNICAL INFORMATION ASSISTANCE

### 7.1 DoD Technical Information Services Available

Recognizing that small businesses may not have strong technical information service support, the Defense Technical Information Center (DTIC) is prepared to give special attention to the needs of DoD SBIR Program participants.

DTIC, a major component of the DoD Scientific and Technical Information Program, serves DoD and other federal agencies and their contractors by providing access to and transfer of scientific and technical information resulting from and describing DoD-funded research and development.

DTIC also provides access to specialized reference services and subject matter expertise within the DoD-sponsored Centers for Analysis of Scientific and Technical Information (IACs). IACs are concerned with the Scientific and Technical Information content of worldwide engineering, technical and scientific documents and databases. Contact DTIC for more information on obtaining technical assistance through the IAC program.

The information assistance provided by DTIC enables organizations preparing R&D proposals to DoD to make better-informed bid decisions and technically stronger submittals.

DTIC prepares a Technical Information Package (TIP) for most SBIR topics. TIPs contain a bibliographic listing of technical reports from DoD-funded work in technical areas related to the SBIR topic. TIPs may also include additional information provided by the topic author and references to other information sources.

Firms responding to this solicitation are encouraged to use Reference B at the back of this solicitation or telephone, fax, or EMail DTIC for background information covering their proposal topic areas. DTIC will return the requested

material, annotated with a temporary user code for use when requesting additional information or when ordering technical reports cited in a bibliography. To support SBIR proposal preparation, reasonable quantities of technical reports from the DTIC collection are available at no cost.

TIPs are also available on Internet, from the DTIC Home Page, under SBIR at: <http://www/doc.dtic.dla.mil>, using a world wide web-capable browser.

Current DoD SBIR and STTR solicitations as well as the Phase I and Phase II Award Abstracts publications are accessible on Internet, via gopher at: <gopher.dtic.dla.mil> on port 70, or at: <asc.dtic.dla.mil> for file transfer. FTP login is "anonymous", password is your E-Mail address, SBIR files are in the /pub/sbir directory.

If clarification of highly-specific technical points in the technical topic descriptions in section 8.0 of this solicitation is required, assistance may be requested using the DTIC SBIR Interactive Technical Information System (SITIS), an anonymous electronic forum between participant small businesses and the DoD scientists and engineers assigned to SBIR topics. SITIS is accessible by Lynx, FTP, EMail, fax, paper mail, telephone, or on world wide web at: <http://dticam.dtic.dla.mil/www/welcome.html>, the MATRIS Home Page. For more information on SITIS, contact the SBIR Coordinator at the DTIC MATRIS location given below.

Call, or visit (by prearrangement) DTIC at the location most convenient to you. All written communications must be made to the Alexandria, Va., address.

Defense Technical Information Center  
ATTN: DTIC-User Services (SBIR)

Bldg 5, Cameron Station  
Alexandria VA 22304-6145  
(800) 363-7247 (800 DOD-SBIR)  
(703) 274-9274 (FAX)  
EMail sbir@dgis.dtic.dla.mil

DTIC Boston Regional Office  
Building 1103, 5 Wright Street  
Hanscom AFB  
Bedford, MA 01731-5000  
(617) 377-2413

DTIC Dayton Regional Office  
2690 C Street, Suite 4  
Wright-Patterson AFB, OH 45433-7552  
(513) 255-7905

DTIC Albuquerque Regional Office  
PL/SUL  
3550 Aberdeen Ave, SE  
Kirtland AFB, NM 87117-6008  
(505) 846-6797

DTIC Los Angeles Regional Office  
222 N. Sepulveda Blvd., Suite 906  
El Segundo, CA 90245-4320  
(310) 335-4170

DTIC Manpower and Training Research Information System (MATRIS) provides information services in the areas of manpower, personnel, training and simulation devices, human factors and safety. MATRIS operates the SBIR Interactive Technical Information System (SITIS). For information contact:

Defense Technical Information Center  
DTIC-AM, MATRIS Office  
ATTN: SBIR Coordinator  
53355 Cole Rd.  
San Diego, CA 92152-7213  
(619) 553-7000  
(619) 553-7053 (FAX)  
EMail sbir@dticam.dtic.dla.mil

## 7.2 Other Technical Information Assistance Sources

Other sources provide technology search and/or document services and can be contacted directly for service and cost information. These include:

National Technical Information Services  
5285 Port Royal Road  
Springfield, VA 22161

(703) 487-4600  
(703) 321-8547 (FAX)

University of Southern California  
Technology Transfer Center  
3716 South Hope Street, Suite 200  
Los Angeles, CA 90007-4344  
(800) 872-7477 (outside CA)  
(213) 743-6132  
(213) 746-9043 (FAX)

Center for Technology Commercialization  
Massachusetts Technology Park  
100 North Drive  
Westborough, MA 01581  
(508) 870-0042  
(508) 366-0101 (FAX)

Great Lakes Technology Transfer Center/Battelle  
25000 Great Northern Corporate Center, Suite 260  
Cleveland, OH 44070  
(216) 734-0094  
(216) 734-0686 (FAX)

Midcontinent Technology Transfer Center  
Texas Engineering Experiment Station  
The Texas A&M University System  
301 Tarrow, Suite 119  
College Station, TX 77843-8000  
(409) 845-8762  
(409) 845-3559 (FAX)

Mid-Atlantic Technology Applications Center  
University of Pittsburgh  
823 William Pitt Union  
Pittsburgh, PA 15260  
(800) 257-2725  
(412) 648-7000  
(412) 648-7003 (FAX)

Southern Technology Application Center  
University of Florida, College of Engineering  
Box 24, One Progress Boulevard  
Alachua, FL 32615  
(904) 462-3913  
(800) 225-0308 (outside FL)  
(904) 462-3898 (FAX)

Federal Information Exchange, Inc.  
555 Quince Orchard Road, Suite 200  
Gaithersburg, MD 20878

(301) 975-0103  
(301) 975-0109 (FAX)

### **7.3 DoD Counseling Assistance Available**

Small business firms interested in participating in the SBIR Program may seek general administrative guidance from small and disadvantaged business utilization specialists located in various Defense Contract Management activities throughout the continental United States. These specialists are available to discuss general administrative requirements to facilitate the submission of proposals and ease the entry of the small high technology business into the Department of Defense marketplace. The small and disadvantaged business utilization specialists are expressly prohibited from taking any action which would give an offeror an unfair advantage over others, such as discussing or explaining the technical requirements of the solicitation, writing or discussing technical or cost proposals, estimating cost or any other actions which are the offerors responsibility as outlined in this solicitation. (See Reference C at the end of this solicitation for a complete listing, with telephone numbers, of Small and Disadvantaged Business Utilization Specialists assigned to these activities.)

### **7.4 State Assistance Available**

Many states have established programs to provide services to those small firms and individuals wishing to participate in the Federal SBIR Program. These services vary from state to state, but may include:

- Information and technical assistance;
- Matching funds to SBIR recipients;
- Assistance in obtaining Phase III funding.

Contact your State Government Office of Economic Development for further information.

## 8.0 TECHNICAL TOPICS

Section 8 contains detailed topic descriptions outlining the technical problems for which DoD Components requests proposals for innovative R&D solutions from small businesses. Topics for each participating DoD Component are listed and numbered separately. Each DoD Component Topic Section contains topic descriptions, addresses of organizations to which proposals are to be submitted, and special instructions for preparing and submitting proposals to organizations within the component. Read and follow these instructions carefully to help avoid administrative rejection of your proposal.

<u>Component Topic Sections</u>	<u>Pages</u>
Army.....	ARMY 1-95
Navy.....	NAVY 1-104

Appendices A, B and C follow the Component Topic Sections. Appendix A is a red-printed Proposal Cover Sheet, Appendix B is a red-printed Project Summary form, and Appendix C is an outline for the Cost Proposal. An original red-printed copy of Appendix A and Appendix B must be included with each proposal submitted.