



Small Business Programs Office (SBPO)



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Doing Business with DARPA

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.

The DARPA Culture

- Maintain and encourage innovation and the ability to execute rapidly and effectively.
- DARPA Program Managers – “Key individuals” are:
 - selected from industry, academia, and Government agencies (longevity with DARPA 3-5 years)
 - considered at the top of their fields
 - tackles difficult challenges and takes big risks which push the limits of their disciplines.

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



Doing Business with DARPA (continued)

- Become familiar with the challenges and opportunities of National Security.
- 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.
- Ideas should be compelling with potential for revolutionary change.
- Visit www.grants.gov or 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.

Think **boldly**. Embrace risk.



Technology Offices

BTO **Biological Technology**

Bio-complexity | Bio-systems | Disease | Health | Med-Devices | Syn-Bio

DSO **Defense Sciences**

Autonomy | Complexity | Fundamentals | Materials | Math | Sensors

I2O **Information Innovation**

Algorithms | Cyber | Data | ISR | Networking | Processing | Programming

MTO **Microsystems**

Decentralization | Electronics | EW | Globalization | Microsystems | Mobile | Photonics | PNT | Spectrum

STO **Strategic Technology**

Air | Communications | Countermeasures | EW | ISR | Mobile | Spectrum | Tech-Foundations

TTO **Tactical Technology**

Air | Ground | ISR | Maritime | Munitions | Robotics | Space



How we think: The Heilmeier Catechism

Important questions to consider when approaching DARPA with ideas:

- What are you trying to do? (no jargon!)
- How does this get done today?
- What is new about your approach?
- If you succeed, what difference do you think it will make?
- How long do you think it will take?
- Can your work transition (to the DoD or others)?
- How much will it cost?

<http://www.darpa.mil/work-with-us/heilmeier-catechism>



Streamlined and Competitive Process

Broad Agency Announcement (BAA) Characteristics:

- No common Statement of Work (SOW)
- 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
- Usually have Industry Days where Program Managers brief interested communities on the research program solicitation

BAA Types:

- Tech Offices will issue program-specific BAAs throughout the year
- Tech Offices will also issue one or two year-long BAAs with a more general scope (rolling submission process)



Seedlings vs. Programs vs. SBIR/STTR

Seedlings

- 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



Award Instruments

Potential Award Instruments (situation, solution, and proposed team dependent)

- Traditional Procurement Contracts (buying goods or services for direct benefit of Government)*
- Grants (support and stimulation to accomplish a public purpose)
- Cooperative Agreements (same as Grants, but substantial Government participation)
- Technology Investment Agreements (commercial-like agreements for dual-use technology development)
- Other Transactions for Prototypes (commercial-like agreements for acquisition of military-focused prototypes)*

***Only these instruments are used for SBIR/STTR awards.**



Goals and measurable objectives DARPA achieved and plans to achieve during the FY.

Goal 1: Generate interest and increased participation by HBCU/MIIs in DARPA-funded research.

- Identify and maintain a list of HBCU/MIIs that map to DARPA's research areas
- Opportunity alerts through social media, list serves, and other mechanisms
 - 117 DARPA opportunities – programmatic solicitations (alerts were sent to HBCU/MIIs for FY18 (1 October 2017 - 30 September 2018))
 - Sent alerts for 8 Conferences, 20 alerts for non-DARPA opportunities targeting universities - fellowship opportunities, SBIR/STTR or programmatic solicitations

Goal 2: Participate in workshops and meetings led by OSD or HBCU/MIIs.

- Participated in 5 HBCU/MIIs events in the last calendar year



Resources

Procurement Technical Assistance Centers

<http://www.aptac-us.org/>

U.S. Patent and Trademark Office

<https://www.uspto.gov/>

Grants 101

<https://www.grants.gov/web/grants/learn-grants/grants-101.html>

SBA: How to Prepare Government Contract Proposals

<https://www.sba.gov/learning-center>

FDIC: Understanding the Government Solicitation Bid Package

<https://www.fdic.gov/about/diversity/sbrp/52.doc>



Contact Information

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http://www.darpa.mil/Opportunities/SBIR_STTR/SBIR_STTR.aspx

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