

Department of the
NAVY
SBIR/STTR
PROGRAMS

Office Hours
September 24, 2025

Presenter: Shadi Azoum

Rules of Engagement

- Post all questions via the Q&A Component
- Session will be recorded and posted on navysbir.com
- Feedback is appreciated via live survey

Program Goals

- Stimulate technological innovation
- Use small business to meet Federal R/R&D needs
- Foster and encourage participation in innovation and entrepreneurship
- Increase private sector commercialization of innovations derived from Federal R&D funding
- Foster technology transfer through cooperative R&D between small businesses and research institutions

Benefits of SBIR/STTR Programs

- Introduction to government contracting
- Small businesses retain intellectual property rights
- Funding is stable, predictable and not a loan
- Capital is non-dilutive
- Awardees receive commercialization assistance at no charge
- Any SBIR/STTR Phase I or Phase II funding agreement provides:
 - the right to sole source contracts;
 - exemption from SBA size standards for a procurement;
 - no limits on the dollar size of a Phase III procurement;
 - a right to the Phase III mandate, by which the SBIR firm has a right to be awarded a future Phase III award to the greatest extent practicable;
 - the right to receive subcontracts for Phase III work on a sole source basis;
 - and the ability to pursue research, research and development, services, products, production, or any combination of those under a Phase III.

Program Authorities

- United States Code 15 U.S. Code § 638. Research and development

[https://uscode.house.gov/view.xhtml?req=\(title:15%20section:638%20edition:prelim\)](https://uscode.house.gov/view.xhtml?req=(title:15%20section:638%20edition:prelim))

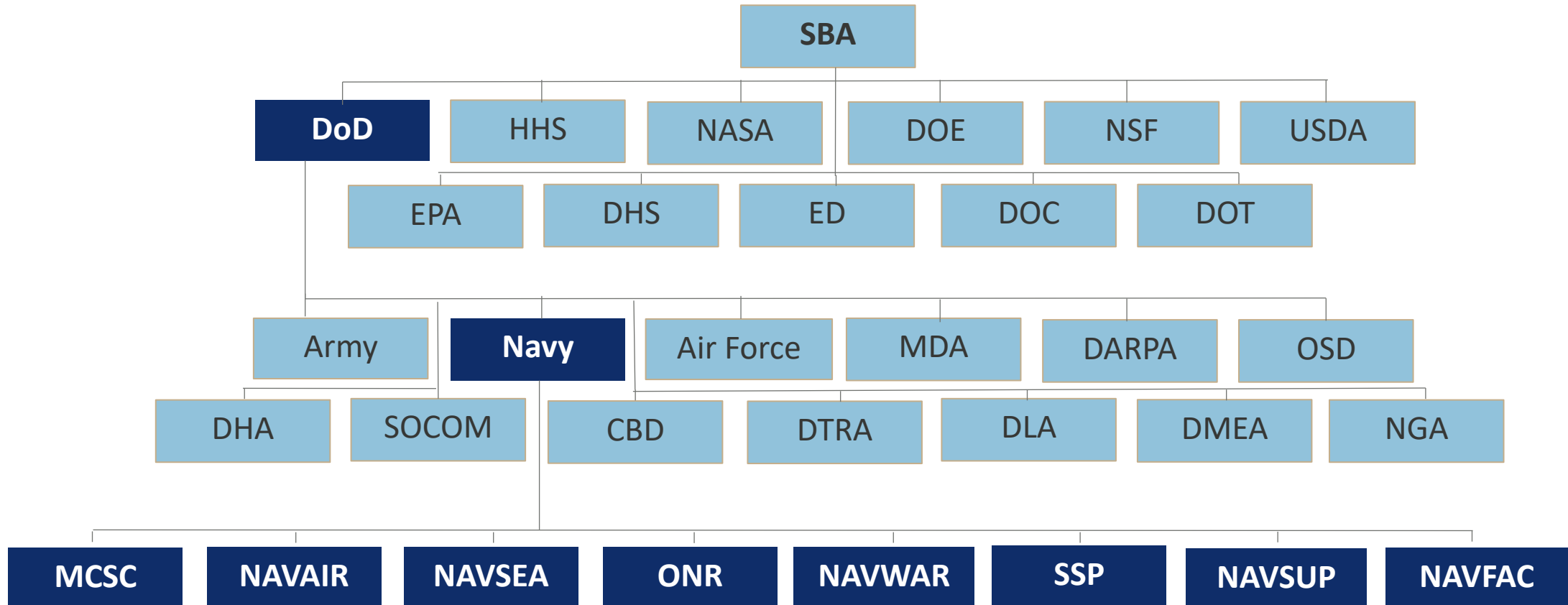


- SBIR/STTR Policy Directive – provides guidance from SBA to the participating Federal agencies for the general operation of the SBIR and STTR programs.

https://www.sbir.gov/sites/default/files/2024-07/SBA%20SBIR_STTR_POLICY_DIRECTIVE_May2023.pdf



Federal SBIR/STTR Programs



Naval SBIR/STTR Systems Commands (SYSCOM) Contacts available at: <https://navysbir.com/poc.htm>

Eligibility

- Must qualify as a small business concern as defined by 13 CFR 121.702:
 - Organized for profit, with a place of business located in the United States
 - More than 50% owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States, or by other small business concerns that are each more than 50% owned and controlled by one or more individuals who are citizens or permanent residents of the United States; and
 - No more than 500 employees, including affiliates
- Must meet the commercialization and transition rate benchmark requirements as determined by the SBA
- Small business concern can be majority-owned by multiple venture capital operating companies, hedge funds, or private equity firms

Differences between SBIR and STTR

	SBIR	STTR
Partnering Requirement	Permits partnering	Requires a non-profit research institution partner
Principal Investigator	Primary employment (>50%) must be with the small business	PI may be employed by either the research institution partner or small business
Work Requirement	May subcontract up to: 33% (Phase I) 50% (Phase II)	Minimum: 40% Small Business 30% Research Institution Partner
Program Size	3.2%	0.45%
Majority VC Ownership	Allowed by some agencies	Not allowed
Participating Agencies	11 Agencies (extramural R&D budget >\$100M)	5 Agencies (extramural R&D budget > \$1B)

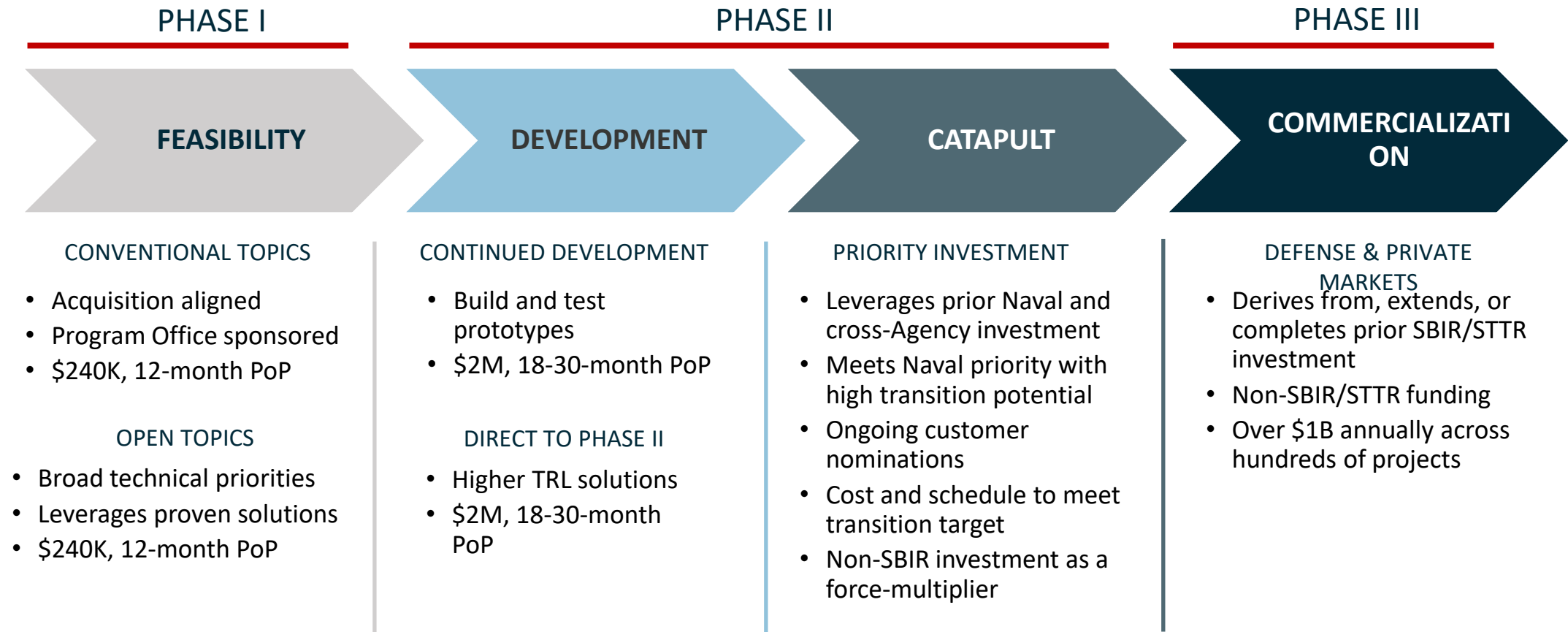
The small business is ALWAYS the applicant and awardee.

Percentage of Work Requirements

- **SBIR**
 - **Phase I:** A minimum of two-thirds of the research and/or analytical work must be conducted by the proposing small business concern (SBC).
 - **Phase II:** A minimum of 50% of the work must be performed by the proposing SBC.
- **STTR**
 - **Phase I and Phase II:** A minimum of 40% of the work must be conducted by the proposing SBC, a minimum of 30% of the work must be performed by the single research institution.

Execution Aligned to Mission Requirements

How We Work



Requirements for BAA Issuance and Proposal Submission

Policy Directive

Section 3 (aa) Program Solicitation. A formal solicitation for proposals issued by a Federal Agency that notifies the small business community of its R/R&D needs and interests in broad and selected areas, as appropriate to the agency, and requests for proposals from SBCs in response to these needs and interests.

Section 5. Program Solicitation Process (a)

Topics/Subtopics. At least annually, each agency must issue a Program Solicitation that sets forth a substantial number of R/R&D topics and subtopic areas consistent with stated agency needs or missions.

DSIP Memo

OFFICE OF THE UNDER SECRETARY OF DEFENSE
3030 DEFENSE PENTAGON
WASHINGTON, D.C. 20301-3030

MEMORANDUM FOR ASSISTANT SECRETARY OF THE ARMY FOR ACQUISITION, LOGISTICS, AND TECHNOLOGY
ASSISTANT SECRETARY OF THE NAVY FOR RESEARCH, DEVELOPMENT, AND ACQUISITION
ASSISTANT SECRETARY OF THE AIR FORCE FOR ACQUISITION, TECHNOLOGY, AND LOGISTICS
COMMANDER, U.S. SPECIAL OPERATIONS COMMAND
DIRECTOR, DEFENSE ADVANCED RESEARCH PROJECTS AGENCY
DIRECTOR, DEFENSE HEALTH AGENCY
DIRECTOR, DEFENSE LOGISTICS AGENCY
DIRECTOR, DEFENSE THREAT REDUCTION AGENCY
DIRECTOR, MISSILE DEFENSE AGENCY
DIRECTOR, NATIONAL GEOSPATIAL INTELLIGENCE AGENCY

SUBJECT: Defense Small Business Innovation Research/Small Business Technology Transfer (STTR) Innovation Portal

The Defense Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Innovation Portal (DSIP) established as the DoD-wide, singular enterprise solution in August 2019, is the official proposal submission system for the Department of Defense (DoD) SBIR/STTR programs.

The DSIP streamlines the SBIR/STTR Broad Agency Announcement process to prevent duplication of effort. It enables seamless integration for SBIR/STTR proposal intake, including the collection of financial, technical, and management information. It also allows for unified and responsive reporting to both Congress and the U.S. Small Business Administration.

No other method is authorized to receive proposals for the DoD SBIR/STTR programs and requests for waivers to this policy will not be considered.

My point of contact is Ms. Susan Ellis at 703-692-0709 or susan.e.ellis@mil.mil

LEI, JIB-
FEN.1230395940
JibFen Lei
Acting Director of Defense Research and Engineering
for Research and Technology

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BAA Schedule – Look Ahead to FY26

FY26 BAA Cycle	Pre-Release Dates (1st Wednesday of the month)
*Release 1	October
*Release 2	November
*Release 3	December
Release 4	January
Release 5	February
Release 6	March
Release 7	April
Release 8	May
Release 9	June
Release 10	July
Release 11	August
Release 12	September

* Indicates confirmed DON participation

BAA Schedule – Upcoming DON Participation

Release	Pre-release	Open	Close
Release 1	October 1, 2025	October 22, 2025	November 19, 2025
Release 2	November 5, 2025	December 3, 2025	January 7, 2026
Dates subject to change. Release 3	December 3, 2025	January 7, 2026	February 4, 2026

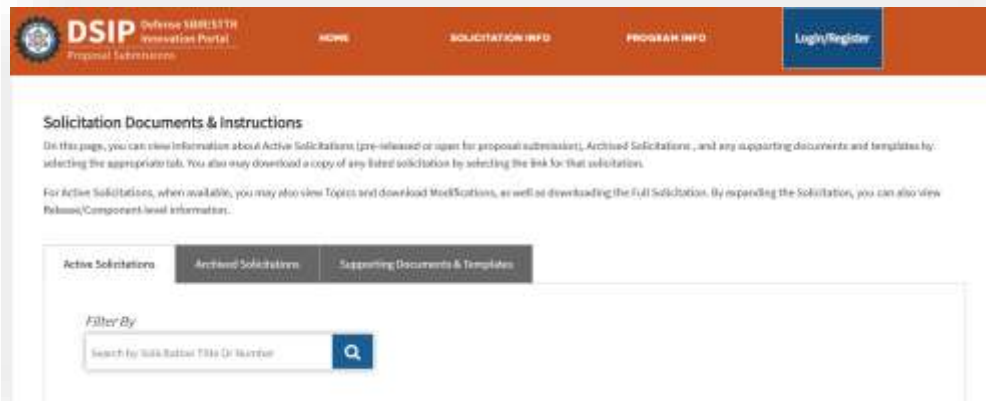
DoD Critical Technology Areas

DoD Critical Technology Areas	MCSC	NAVAIR	NAVFAC	NAVSEA	NAVWAR	ONR	SSP
Advanced Computing and Software							
Advanced Materials							
Biotechnology							
Directed Energy (DE)							
FutureG							
Human-Machine Interfaces							
Hypersonics							
Integrated Network Systems-of-Systems							
Integrated Sensing and Cyber							
Microelectronics							
Nuclear							
Quantum Science							
Renewable Energy Generation and Storage							
Space Technology							
Sustainment							
Trusted AI and Autonomy							

Posting of Topics

DoD

<https://www.dodsbirsttr.mil/submissions/login>



- Active solicitations & DSIP Topic Q&A
- Archived solicitations
- Training materials available on DSIP

DON

<https://navysbir.com/>



- DON instructions
- DON topic list and descriptions
- Copy of DSIP Topic Q&A

Everything you need to know is in the BAA!

Getting Started

Create a Company Registration

<https://app.www.sbir.gov/company-registration/overview>



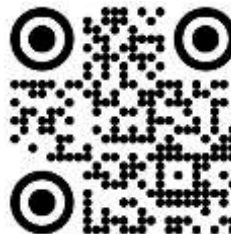
Register in the Defense SBIR/STTR Innovation Portal (DSIP)

<https://www.dodsbirsttr.mil/submissions/login>



System for Award Management (SAM)

<https://sam.gov>



General Tips

- Read the BAA
- Take advantage of the BAA pre-release period
- Apply to topics that align to your company's capabilities
- Be responsive to proposal submission and during contract negotiations
- Present prior and relevant SBIR awards when engaging with government POCs

Making Small Business Success Our Priority

Navy Funded Transition Support Programs

	Navy STP	DON-SEC	NAVY Launch	Private Capital Education
What	Connection to potential partners and collaborators.	Connects innovators with the DoD experimentation community to test innovative solutions.	Educate, accelerate, and scale beyond traditional defense markets.	understanding of private capital and strategies & knowledge needed to leverage it
How	Services to assist with transition of technologies through business mentoring, education, and networking	Full spectrum of end-to-end facilitation, mentoring, and training support in all aspects of experimentation.	Prioritize markets, explore private funding, customer discovery, and engage for new growth.	Bootcamp in a 3-part series, delivered in a hybrid format, and virtual office hours
	www.navystp.com	www.navysbir.com/sec	www.navysbir.com/programs/navylaunch.htm	www.navysbir.com/programs/private_capital

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Don't miss our next
Office Hours
Virtual Event

October 29, 2025
1:00 PM ET



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