



TRANSITIONS

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From the Director

As this issue of *Transitions* goes to press, the SBIR/STTR community is buzzing with questions about the new DoD SBIR Rapid Innovation Program, Congressional progress towards SBIR/STTR reauthorization, new opportunities in the 2011 Navy *Opportunity Forum*,[®] growing emphasis by USD AT&L Dr. Ashton Carter on small businesses and SBIR's role in acquisition improvements, and the Administration's emphasis on small business and technology innovation. Moreover, passage of the FY2011 DoD Appropriations Act (H.R. 1473) provides funding to the Navy SBIR/STTR programs that should for the short-term, relieve small business worries.

Navy *Opportunity Forum*[®]

The 2011 Navy *Opportunity Forum*[®] is calendared for June 6-8 at the Hyatt Regency in Crystal City, VA. We have more than 200 Navy-funded technologies that will be presented to attendees, which include government acquisition officers, representatives from prime contractors and large defense suppliers, Congressional representatives, and potential investors. A key feature of this heralded event is our significantly improved Virtual Acquisition Showcase, at www.virtualacquisitionshowcase.com, which provides a simple but thorough mining tool to assess this unique resource.

Keynote speakers scheduled throughout the three day event include, Under Secretary of the Navy Robert Work; Chief of Naval Research RADM Nevin Carr; Director, Navy Office of Small Business Programs Seán Crean; and Executive-In-Residence for the Defense Acquisition University Gen. Claude Bolton, among others. We will also have panel sessions and plenty of time to visit the booths and attend the SBIR firms presentations. One of the most valuable features of the Forum is the ability to research the firms before the event and sign up for one-on-one discussions. Our primes have really taken advantage of this element of the Forum and we hope to see our Navy staff doing the same this year. For more information on the Forum, see pages 4 – 5. A large turn-out is expected, so register soon at www.navyopportunityforum.com. The event itself is free to those who are eligible to attend, but space is limited and registration is required. For questions about the event and one-on-ones, contact Mike Morgan at (585) 617-6288 and for Navy personnel, contact Steve Sullivan at (703) 696-7830.

DoD SBIR Rapid Innovation Program

Created by the FY2011 National Defense Authorization Act (P.L. 111-383) and funded in H.R. 1473, the Rapid Innovation Program (RIP) is a \$502.4M initiative "...to accelerate the fielding of technologies developed pursuant to Phase II SBIR projects...and other innovative technologies...and reduce acquisition or lifecycle costs, address technical risks...and rapidly insert such products directly in...primarily major defense acquisition programs..." RIP even mentions following some of the best practices established by Navy, specifically PEO SUB's—a nice statement of support for the Navy SBIR program. This language discusses allocating \$105M of RDT&E funding for Army, Navy and Air Force and a minimum of \$32M of that to be used for SBIR Phase III projects, with an added \$60M in



Roland Tibbetts at the Tibbetts Award Ceremony February 2011



procurement funds available, \$15M at each service as well as OSD. The SBIR community is best advised to be patient and await formal DoD and Service guidance regarding the availability of RIP funding, and not to begin developing and submitting unsolicited proposals. Still, Congress is to be congratulated for taking this bold step towards a viable Phase III policy.

Navy SBIR on YouTube

ONR's Public Affairs Office, with support from the Navy SBIR Program Office, developed our first video release, available for viewing at www.navysbir.com and YouTube. This top notch product does a great job providing an overview of the program and how it can and has benefited the small business community. It also discusses the success the program has had for the Navy and our acquisition community in developing cost effective solutions to address our changing requirements. It includes interviews from Admiral Steven Eastburg, several small companies and yours truly. I want to thank all those that provided their time and effort in developing this outstanding video. I hope you can find the time to view it.

SBIR/STTR Reauthorization

At this time, the SBIR, STTR and CPP programs are still operating "as is" under a continuing resolution, which runs through May 31, 2011. Like numerous small firms around the country, we have been meeting with Congressional staffers to voice support for the programs. Continued and increased small business advocacy for reauthorization to a Congress dominated by new members, especially in the House, may well be the deciding factor in the reauthorization drive. We hope that Congress can pass the SBIR reauthorization soon so we can all focus our resources on managing the program as opposed to defending it.

SBA SBIR Hall of Fame, Tibbetts Awards

The new SBA leadership of Administrator Karen Mills, including "SBIR Czar" Sean Greene, deserves our applause for retaking ownership of the highly respected bi-annual Tibbetts Awards, and especially for creating the

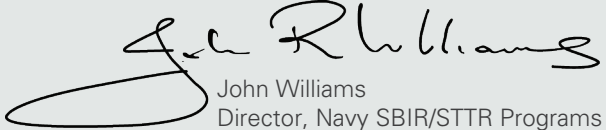
new SBIR Hall of Fame to acknowledge the role of SBIR/STTR-supported firms that have helped transform the technology landscape and simultaneously made marked contributions to job creation. (See page 6 for more complete coverage of these events.) Congratulations to SBIR Hall of Fame inductees, and all of the Tibbetts Award winners!

In Closing

As you can tell, there is a lot of movement in the program, which includes changes in staff such as Doug Schaefer coming on board as the Navy-wide SBIR Program Manger stationed at ONR and Donna Moore replacing Janet McGovern as the new NAVAIR SBIR

Program Manger. Janet did an outstanding job as the NAVAIR SBIR PM and will be missed, but I know she will continue to support our small businesses in her new job at the NAVAIR CTO and I wish her the best. These changes and the excitement of new opportunities are tempered by the current economic climate and reauthorization uncertainty. As we work through all of this we will continue to do what we can to demonstrate the effectiveness of the Navy SBIR/STTR/ CPP programs and to support the efforts of our small businesses, prime contractors and our acquisition officers, always keeping in mind that our warfighters are still in harm's way.

I hope to see you at the Forum!


John Williams
Director, Navy SBIR/STTR Programs

Schedule of Navy FY-2011 SBIR/STTR solicitations

The Navy SBIR/STTR solicitations are released as part of the DoD SBIR/STTR solicitation process. On average, the Navy and DoD release 3 SBIR solicitations per fiscal year (subject to SBIR Reauthorization). To check the topics for each solicitation, visit: www.dodsbir.net/solicitation

DoD SBIR 2011.2

Opens: 26 May 2011

Closes: 29 Jun 2011

DoD STTR 2011.B

Release Date: 28 Jul 2011

Opens: 29 Aug 2011

Closes: 28 Sep 2011

DoD SBIR 2011.3

Release Date: 28 Jul 2011

Opens: 29 Aug 2011

Closes: 28 Sep 2011

SBA Honors SBIR/STTR at White House: SBIR Hall of Fame Ceremony Follows Tibbetts Awards

Presidential Economic Advisor Dr. Austan Goolsbee heralded the Small Business Administration’s SBIR Hall of Fame inaugural in a ceremony on Feb. 15, 2011, attended by numerous Administration figures, federal agencies and SBIR community members to honor eight firms who launched game-changing technologies into national and global markets from SBIR roots. The SBIR Hall of Fame inaugural followed the first Tibbetts Awards ceremony hosted by SBA in six years, a symbol of SBA resurgence.

“Winning the future requires redoubling our commitment to supporting innovative entrepreneurs like those we honor with the Tibbetts Awards,” said Karen Mills, SBA administrator and presenter for the ceremony. “In particular, our eight Hall of Famers started small, but their growth has powered our economy for years. Their stories illustrate the promise of the new generation of innovative entrepreneurs and remind us all how central the success of one high growth small business can be to our competitiveness as a nation.”



Karen Mills, SBA Administrator, speaking at the 2010 Navy Forum

Of the eight Hall of Fame inductees—Advanced Ceramics Research, Inc., Qualcomm, Inc., A123 Systems, ATMI, MARTEK Corp., Symantec, iROBOT Corp. and ViaSat, Inc.—four built technology competencies from Navy SBIR/STTR awards, and one bundled Navy SBIR/STTR projects from 11 separate firms into a dynamic product.

The 2011 Tibbetts Awards ceremony in Washington D.C. honored 52 companies and individuals who have made an impact in the SBIR/STTR arena over the past year. Named after Roland Tibbetts, who was instrumental in developing the SBIR program and many consider the Father of SBIR, the Tibbetts Awards honor outstanding small businesses and individuals who participate in the Small Business Innovation Research (SBIR) program.

There are two classes of Tibbetts Awards given. One class is for businesses that have participated in the SBIR Phase I and Phase II award programs and the second class is for individuals who have supported the SBIR program, but have not received economic support from the program. Awardees are selected based on the economic impact of their technological innovation, on whether they have met federal R&D needs, encouraged diverse participation in technological innovation, and increased the commercialization of federal research.

Of the 44 Tibbetts-awarded small firms, 24 received Navy SBIR/STTR funds (see accompanying table). A team from NAVAIR was honored with one of the eight Tibbetts awards for individuals.

Navy-funded 2011 Tibbetts Award Winning Companies	
Aerius Photonics, LLC	Ventura, CA
Analysis and Measurement Services Corp.	Knoxville, TN
ATC-NY	Ithaca, NY
Colorado Engineering, Inc.	Colorado Springs, CO
Cornerstone Research Group	Dayton, OH
Corvid Technologies	Mooreville, NC
Fiber Materials	Biddeford, ME
FIRST RF Corporation	Boulder, CO
Adaptive Technologies	Blacksburg, VA
Advanced Cooling Technologies, Inc.	Lancaster, PA
Kitware, Inc.	Clifton Park, NY
Kutta Technologies, Inc	Phoenix, AZ
Nanohmics, Inc.	Austin, TX
Numerica	Loveland, CO
Opto-Knowledge Systems, Inc.	Torrance, CA
Precision Photonics Corp.	Boulder, CO
RE2, Inc.	Pittsburgh, PA
SA Photonics LLC	Los Gatos, CA
Safety Dynamics, Inc.	Louisville, CO
Space Micro, Inc.	San Diego, CA
Variation Reduction Solutions, Inc.	Plymouth, MI
Vecna Technologies, Inc.	Cambridge, MA
Weidlinger Associates, Inc.	Mountain View, CA
Williams-Pyro, Inc.	Fort Worth, TX



Highlights of the Navy *Opportunity Forum*[®]

STEPS TO GETTING THE MOST OUT OF THE FORUM

Attention Government Acquisition Officers, Prime Contractors, First and Second Tier Suppliers, Congressional Staff, Equity Investors and Fortune 500 Representatives, if you haven't registered for the 2011 Navy *Opportunity Forum*[®] to be held June 6–8 at the Hyatt Regency in Crystal City, Va., now is the time to do just that.

The Navy *Opportunity Forum*[®], the largest event of its kind, is designed to facilitate accurate and rapid assessment of innovative technologies that meet real needs. Now in its 11th year, the Forum provides attendees the opportunity to preview, evaluate and discuss over 200 technologies developed by small businesses funded by the Navy's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Each small business will make a presentation to interested parties, in addition to displaying the developed technology in the exhibit area.

WHO CAN ATTEND?

The invitation to attend the Forum is extended to those who utilize new technology to fulfill Defense requirements and those who look to partner and/or invest in new, innovative technologies.

- » Large Defense Contractors
- » Established First and Second Tier Suppliers
- » Navy, DoD and other Federal Employees
- » Support Contractors
- » Members of Congress and Congressional Staff
- » Equity Investors
- » Fortune 500 Companies

**Please note that registration requests made by small businesses that did not participate in the 2010-2011 Navy Transition Assistance Program (TAP) will be declined.*

The entire event is geared to facilitate the evaluation of technologies the Navy deems to have transition potential, creating an atmosphere that supports partnerships, enabling, when appropriate, a technology to move one step closer to the warfighter.

VIRTUAL ACQUISITION SHOWCASE AND STRATEGIC INTRODUCTIONS

Even before the actual Forum, attendees are able to easily plan their time by using the Virtual Acquisition Showcase (VAS). The VAS is a searchable database of all of the technologies that will be on display at the Forum. Attendees can search by Command, by keyword, or by company name.

When opportunities are located that match a need, one phone call to Forum staff at (585) 617-6286 can be made to schedule Strategic Introductions (SI) that will take place onsite at the Forum. SI meetings are initiated by the large contractor or government representative who has a potential interest in the technology.

In addition to the 200+ technologies being demonstrated in the exhibit hall, the technology presentations and SI meetings, there are also several outstanding speakers and panels who will provide attendees and small businesses with information that can be used to navigate the ins and outs of working in the defense arena.



Mr. Seán F. Crean



The Honorable
Robert O. Work



The Honorable
Claude M. Bolton, Jr.



RADM Nevin P. Carr, Jr.

KEYNOTES AND PANELS

The following is just a partial list of the exciting Keynote speakers and Panels that will be sharing their expertise throughout the three days at the Forum.

MONDAY, JUNE 6

8 a.m. • Mr. Seán F. Crean

Director, Office of Small Business Programs
Dept. of the Navy

12:20 p.m. • The Honorable Robert O. Work

Under Secretary of the Navy

TUESDAY, JUNE 7

8 a.m. • The Honorable Claude M. Bolton, Jr.

Executive-In-Residence for the Defense Acquisition Univ.

4:05 p.m. • Small Business Panel

WEDNESDAY, JUNE 8

8 a.m. • RADM Nevin P. Carr, Jr.

Chief of Naval Research
Director, Test and Evaluation and Technology Requirements

12:20 p.m. • Mr. David P. Metzger

Partner, Arnold and Porter LLP

3:25 p.m. • Mr. John Williams

Director, Navy SBIR/STTR Programs

FORUM MOBILE SITE

Last year was the first year that the Navy *Opportunity Forum*[®] had a mobile site. This year's mobile site has been updated to be simpler, faster and more user-friendly, so information can be found more quickly. The Forum's mobile website will be accessible by any mobile device, no app needed.

The agenda is designed to be easy to navigate, so attendees can quickly check schedules throughout the day. A new addition this year is the maps page. Maps can be downloaded and saved or can be emailed for easy access throughout the event, even in areas with spotty wireless service.

NEW THIS YEAR

The U.S. Air Force SBIR CPP will be joining the ORTAs as another government entity with representatives hosting a booth at the Forum. (See page 6 for more info on ORTAs.)



To REGISTER or for more information
on the Navy *Opportunity Forum*[®], visit:
www.navyopportunityforum.com

Navy Technology Transfer Program/ORTAs Exhibiting at 2011 Navy Opportunity Forum®



For the past few years, the *Navy Opportunity Forum*® has hosted, along with the Navy SBIR Phase II-funded small businesses, a number of representatives and technologies from the Navy Technology Transfer (T2) Program and the Offices of Research and Technology Applications (ORTAs). ORTAs play an important role in T2 for the Navy and could be a key technology partner for Forum attendees—reason enough to stop by the ORTA booth while at the Forum.

Representatives from the ORTAs are committed to transferring technology that is better, faster, cheaper, etc. to the warfighter. The Navy SBIR program thought that offering Forum attendees an opportunity to meet with representatives of both the ORTAs and T2 Program would be a win/win. Below is a brief description of each organization that will provide some insight into their mission and vision.

Navy Technology Transfer (T2) Program

What is an ORTA? Much of the research, development, test and evaluation (RDT&E) conducted at Navy/Marine Corps laboratories involve leading-edge technologies in a wide array of technical disciplines with tremendous potential for commercial applications. Moreover, the equipment and facilities available to test technologies are often unique and cannot be replicated in the commercial workplace. Navy T2 representatives identify and assess technologies that may be transferred to other government organizations, government laboratories, universities or large and small businesses. The individuals who serve as the focal point for T2 activities at the Naval labs and function as a broker to connect the people essential for effective transfer of technology are known as the ORTAs.

How does T2 work?

To facilitate T2 with a Naval Laboratory, a Cooperative Research and Development Agreement (CRADA) or Patent License Agreement (PLA) is often used:

- » **CRADA:** Legal agreement between a government laboratory and a Non-Navy partner to cooperatively conduct R&D in a technical area and share in the technical results derived from the joint effort.
- » **PLA:** Contract to permit the licensee to commercially exploit patented government-developed technology. Licensees may work with employees of Navy laboratories to further develop or test the technology through a CRADA.

Examples of T2 partnerships

- » A digital image enhancement technology developed at the Naval Undersea Warfare Center Newport Division to detect mines under water can also be used for early detection of breast cancer cells. The technology was transitioned to the medical industry via a CRADA and PLA.
- » Trivalent Chromium Process (TCP) was developed and patented by the Naval Air Warfare Center, Patuxent River to improve corrosion protection processes and replace conventional methods that use a toxic carcinogen. TCP is being used throughout the military and by commercial industries via a PLA.

How T2 affects you

CRADAs address known Navy requirements and can be used to identify and facilitate the development of promising technologies with both commercial and military use. The cost of conducting R&D can be reduced for entities that license inventions jointly or solely owned by the government through a PLA. Navy T2 provides the ability to link Navy R&D resources, personnel, facilities, test equipment with academia and industry thereby reducing the overall development cost for a technology.

How to become a T2 partner with a Navy lab

Please review the 20+ ORTA technology abstracts featured on the Virtual Acquisition Showcase (VAS) and schedule a meeting with an ORTA to discuss how to establish your technology transfer partnership with one of the over 40 Navy laboratories.



For more information email us at:

NavyTechTransfer@navy.mil

Visit the Navy T2 public website at:

www.onr.navy.mil/tech-transfer

Or stop by the Navy T2/ ORTA booth at the Forum



Navy SBIR/STTR Program Welcomes New Team Members

The Navy SBIR/STTR Program welcomes two new program managers to the team. Mr. Douglas Schaefer has come on board as the Navy SBIR Program Manager and Donna Moore as the new Program Manager for the NAVAIR SBIR Program. Below is a brief synopsis of their individual careers and their new contact information.

Douglas Schaefer – Navy SBIR Program Manager

Mr. Schaefer entered the Navy in 1976 after graduating from the Reserve Officer Training Corps program at Rensselaer Polytechnic Institute. He became a Civil Servant in 1983. His military assignments include Operations Officer USS Barbel SS-580 in Pearl Harbor, HI and Weapons Officer USS Kamehameha SSBN-642 New London, CT. As a Civil Servant he was a Nuclear Shift Test Engineer at the Pearl Harbor Naval Shipyard in Pearl Harbor, HI. He was an Arctic Undersea Warfare Specialist at the Arctic Submarine Laboratory in San Diego, CA, which included isolated duty in Wales, AK.

At NAVSEA he was the Test Director for PEO USWs Surface Ship Torpedo Defense Program and was a member of the NAVSEA Commander's Development Program. He was the Program Manager for BMDO's Lethality Program, Director of BMDO's System Engineering Analysis, and Director of Manufacturing and Production at the Missile Defense Agency.


Donna Moore – NAVAIR SBIR Program Manager

Ms. Moore began her Federal government career in 1988 as a computer scientist with the Naval Air Test Center, Patuxent River, MD. Her next assignment was team leader for enterprise software development projects Naval Air Warfare Center-Aircraft Division. In 1998, she was named as Deputy for Plans and Programs for the Information Management Department (IMD). She

later served as the IMD Director. Ms. Moore was appointed as the NAVAIR Deputy Chief Information Officer for Business Intelligence and Application Integration in 2001, where she established the Business Intelligence Working Group (BIWG) and directed the development of the first NAVAIR BI Architecture and Framework. She then was designated the Acting PM for PMA 203 in 2004 and was responsible for managing NAVAIR's SIGMA ERP from implementation into realization.

A year later, she was assigned to the NAVAIR Total Force Readiness staff as the Senior Strategic Planning and Information Technology Architect. That assignment was followed by a two-year stint as the Operations Officer for the Assistant Commander for Corporate Operations for the NAVAIR. Just prior to her position as NAVAIR SBIR PM, Ms. Moore served as the Director for the NAVAIR Business Office (NBO).

Ms. Moore holds a B.S. in Computer Science from the University of Virginia and a Master's in Management from the Florida Institute of Technology. She graduated from NAVAIR's Senior Executive Management Development Program and is a Department of the Navy Acquisition Professional Community (APC) member certified Level III for Systems Planning, Research, Development and Engineering, Level III for Communications-Computer Systems, and Level III for Program Management.



To contact Ms. Moore or Mr. Schaefer,
or any of the other Navy SBIR/STTR POCs, visit:
www.navysbir.com/pm-poc.htm

CONTENTS

FROM THE DIRECTOR

SBA HALL OF FAME AND TIBBETTS AWARD

Navy Companies Recognized by SBA

2011 NAVY OPPORTUNITY FORUM®

Event Information

SPECIAL EXHIBITORS AT THE FORUM

Preparation for Meeting with T2/ORTA Representatives

NAVY WELCOMES NEW SBIR/STTR TEAM MEMBERS

Donna Moore and Douglas Schaefer Take on New Roles

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Download this newsletter at www.navySBIR.com

June 6-8, 2011

NAVY 2011 Opportunity Forum®

TO REGISTER:

www.navyopportunityforum.com/register.php
Inquiries: Mike Morgan 585.617.6288

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