

## Department of Defense



### :: Introduction

The Department of Defense (DoD) is America's oldest and largest government agency that provides military resources to help prevent war and ensure national security. The DoD has the largest research budget of all the Federal agencies that participate in the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. The DoD SBIR/STTR budget was \$1.8 billion in FY2019, and the agency awards roughly 2,800 SBIR/STTR contracts annually.

The DoD SBIR/STTR program issues only contracts, not grants, and is a requirement-driven process. There are 14 different departments or agencies within the DoD, known as Components, that have an SBIR/STTR program. Each Component has its own set of solicitations for contracts and specific proposal instructions and research topics.

Applicants who receive DoD SBIR/STTR awards retain full rights to their intellectual property and opportunities for follow-on sole source contracts.

### DoD Components



[Defense Health Agency](#)



[Department of the Army](#)



[Defense Threat Reduction Agency](#)



[Chemical and Biological Defense](#)



[Defense Advanced Research Projects Agency](#)

### Topics = Technology Needs

DoD SBIR/STTR programs establish individual requirements, from which topics, or technology gaps, are identified. Roughly 600 topics are issued each year across all DoD SBIR/STTR programs.

Medical-related topics may be found in the Broad Agency Announcements for many DoD Components, primarily:

- [Defense Health Agency](#)
- [Department of the Army](#)
- [Defense Advanced Research Projects Agency](#)
- [Defense Threat Reduction Agency](#)
- [Chemical and Biological Defense](#)

## ❖ Phases of Funding

DoD SBIR/STTR contracts can provide up to \$2 million in non-dilutive funding over three years.

### Phase I

\$167,500 for six to ten months for proof of concept and feasibility studies (\$250,000 for Defense Health Agency)

### Phase II

\$1.1 million for 24 months for continued R&D and prototype development

### Enhanced Phase II

Up to \$500,000 in matched funding, \$1 for \$1 of private investment

#### DoD Components



## Defense SBIR/STTR Innovation Portal (DSIP)

*The official proposal submission website for the DoD*

### ❖ [Topics and a Topic Q/A](#)

Search by number, title, or keyword, and filter by program, technology area, and topic status.

### ❖ [Schedule of Broad Agency Announcements \(BAA\)](#)

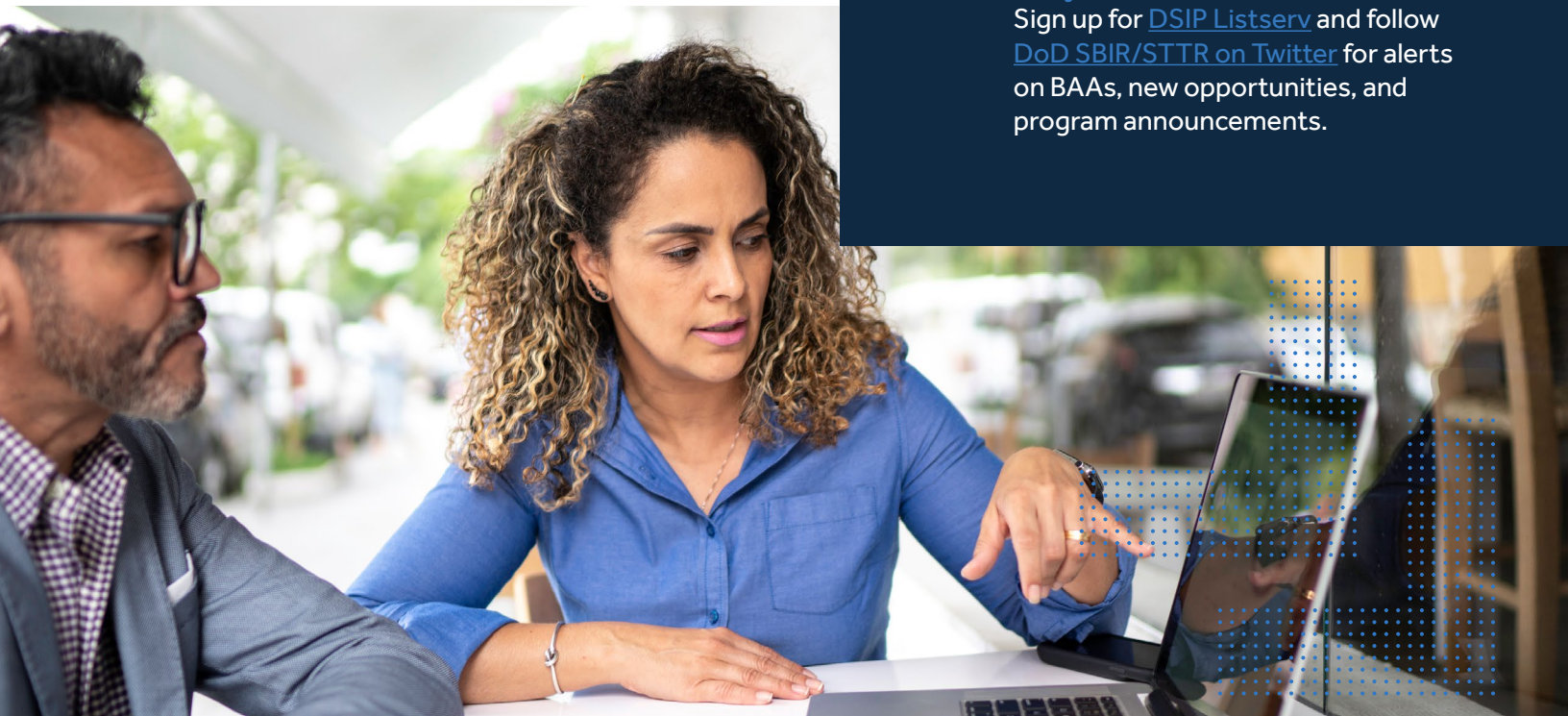
Not all Components participate in each BAA cycle; some may release BAAs outside of the normal schedule, which are listed as Component BAAs or Annual BAAs with specific topics.

### ❖ [Learning & Support](#)

Templates of company registrations and certifications, and guidelines on proposal development; training materials and Frequently Asked Questions for applicants.

### ❖ [Stay Informed](#)

Sign up for [DSIP Listserv](#) and follow [DoD SBIR/STTR on Twitter](#) for alerts on BAAs, new opportunities, and program announcements.



## Application Process Overview

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### Explore the [Defense SBIR/STTR Innovation Portal \(DSIP\)](#):

- Use the Topic and Topic Q&A search function to identify topics relevant to your technology.
- Review the BAA Schedule and the Learning & Support section for additional program information.

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### Required registrations

- Create an account on DSIP ([DUNS number](#), [NAICS](#) and [CAGE](#) codes required).
- Register on the System of Award Management ([SAM.gov](#)).

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### Prepare Proposal

- Read the instructions: carefully read both the over-arching DoD instructions in the BAA, and the Component solicitation for each topic or Request for Proposal.
- Note the pre-release, open and close dates for proposals.
- Proposal submission requirements vary among Components (i.e. proposal page numbers, funding amounts, period of performance, etc.).
- Direct contact with the topic Technical Point of Contact (TPOC) is permitted during the pre-release period.

#### DoD SBIR/STTR Distinctions

- **DoD SBIR/STTR is a requirement-driven process:** Each of the 14 Components establish requirements, from which specific topics (or Requests for Proposals) are issued.
- **DoD issues only contracts, not grants:** SBIR/STTR awards are R&D contracts tied to specific technology topics.
- Small businesses submit **proposals, not applications.**

#### DoD Components



- **No peer review:** proposals are reviewed by government subject-matter experts.
- **No resubmissions** or revisions of denied proposals.
- **Special DoD requirements** for research using Animal Subjects or Human Subjects.



## ❖ Application Process Overview *continued*

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### Submit Proposal

- SBIR/STTR Phase I, Direct to Phase II, or Phase II proposals must be submitted through the DSIP.
- Applicants may only submit proposals for topics released within the current Announcement.
- Proposals should include:
  1. the specific problem identified by the Component solicitation and addressed by your proposed R&D project.
  2. information regarding your company and the team conducting the project.
  3. details on your innovation's potential for private investment and commercial success.

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### Proposal Review

- Conducted by U.S. Government subject matter experts.
- Strong focus on proposal's alignment with a specific topic area.
- Three Evaluation Criteria:
  1. Innovation and technical merit
  2. Key personnel qualifications, and facilities.
  3. Commercial potential.
- If your proposal is denied, you cannot resubmit or make revisions.

### Additional Resources

❖ [Defense SBIR/STTR Innovation Portal](#)

A comprehensive resource for applicants

❖ [Health.mil](#)

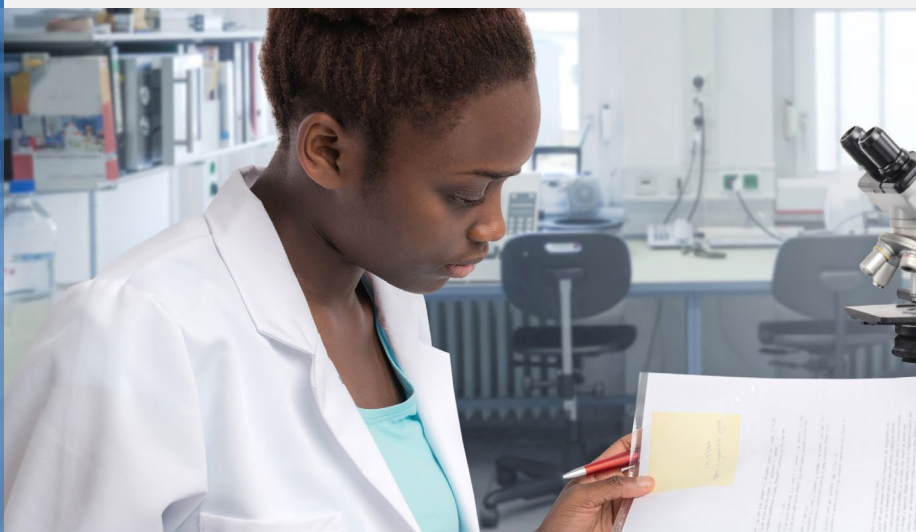
Defense Health Agency acquisition, procurement, and small business resources

❖ [Procurement Technical Assistance Centers](#)

Help with U.S. Government contracting

❖ [SBIR/STTR Awards Statistics](#)

Award data by Federal Agency, Phase of funding, Program and Year



## Non-SBIR/STTR R&D and Procurement Opportunities



### CDMRP

**The Congressionally Directed Medical Research Programs (CDMRP)** funds biomedical research in response to the expressed needs of Service Members, the American public, and Congress. Since 1992 CDRP has managed \$7.7 billion in Congressional appropriations to fund peer-reviewed research to prevent, control, and cure disease.

- [Currently funded research programs](#)
- [Open funding opportunities](#)
- [How to apply](#)



**The U.S. Army Medical Research and Development Command (USAMRDC)** funds a wide range of extramural research programs (i.e., Gulf War Illness, breast cancer, prostate cancer) through contracts, grants, or cooperative agreements.



- [Partner with USAMRDC](#)
- [How to Submit a Research Proposal](#)
- [Additional Information, open BAA, and open special BAA](#)

USAMRDC includes multiple subordinate commands:

- U.S. Army Aeromedical Research Laboratory (USAARL)
- U.S. Army Institute of Surgical Research (USAISR)
- U.S. Army Medical Materiel Development Activity (USAMMDA)
- U.S. Army Medical Research Acquisition Activity (USAMRAA)
- U.S. Army Medical Research Institute of Chemical Defense (USAMRICD)
- U.S. Army Medical Research Institute of Infectious Diseases (USAMRIID)
- U.S. Army Research Institute of Environmental Medicine (USARIEM)
- Walter Reed Army Institute of Research (WRAIR)