

Army Prize Competitions for **Transformative** Technology Solutions

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SMALL BUSINESS **IGNITING** BIG INNOVATION

The U.S. Army SBIR|STTR Programs align innovative small businesses with critical Army priorities to deliver game-changing solutions for our most critical customer — the Soldier.

Innovation Through Collaboration

- Break down barriers to working with the Army
- Stimulate technological innovation
- Partner with small businesses to meet Army research and development needs
- Connect awardees with subject-matter experts to guide technology maturation

ONE PROGRAM, THREE PORTFOLIOS — MULTIPLE PATHWAYS FOR INNOVATION

Small Business Technology Transfer (STTR) Portfolio

- Focused on **research partnerships**.
- Small business partners with a university, federally funded research and development center or a qualified non-profit research institution.
- Small business must be the prime contractor and perform at least 40% of the work; the research partner will perform at least 30%.

RESEARCH PARTNERSHIPS

MODERNIZATION

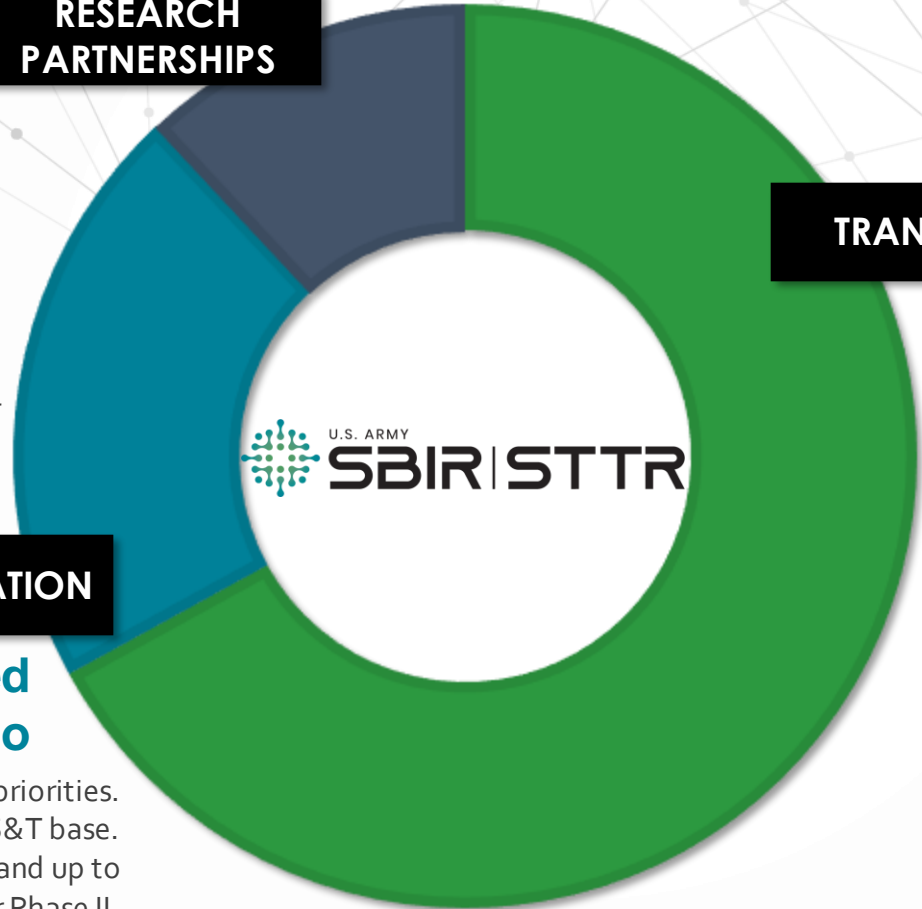
Modernization-Focused SBIR Portfolio

- Focused on Army **modernization** priorities.
 - Works with Army labs and S&T base.
- Awards up to \$200,000 for Phase I and up to \$2.5 million for Phase II.

TRANSITION

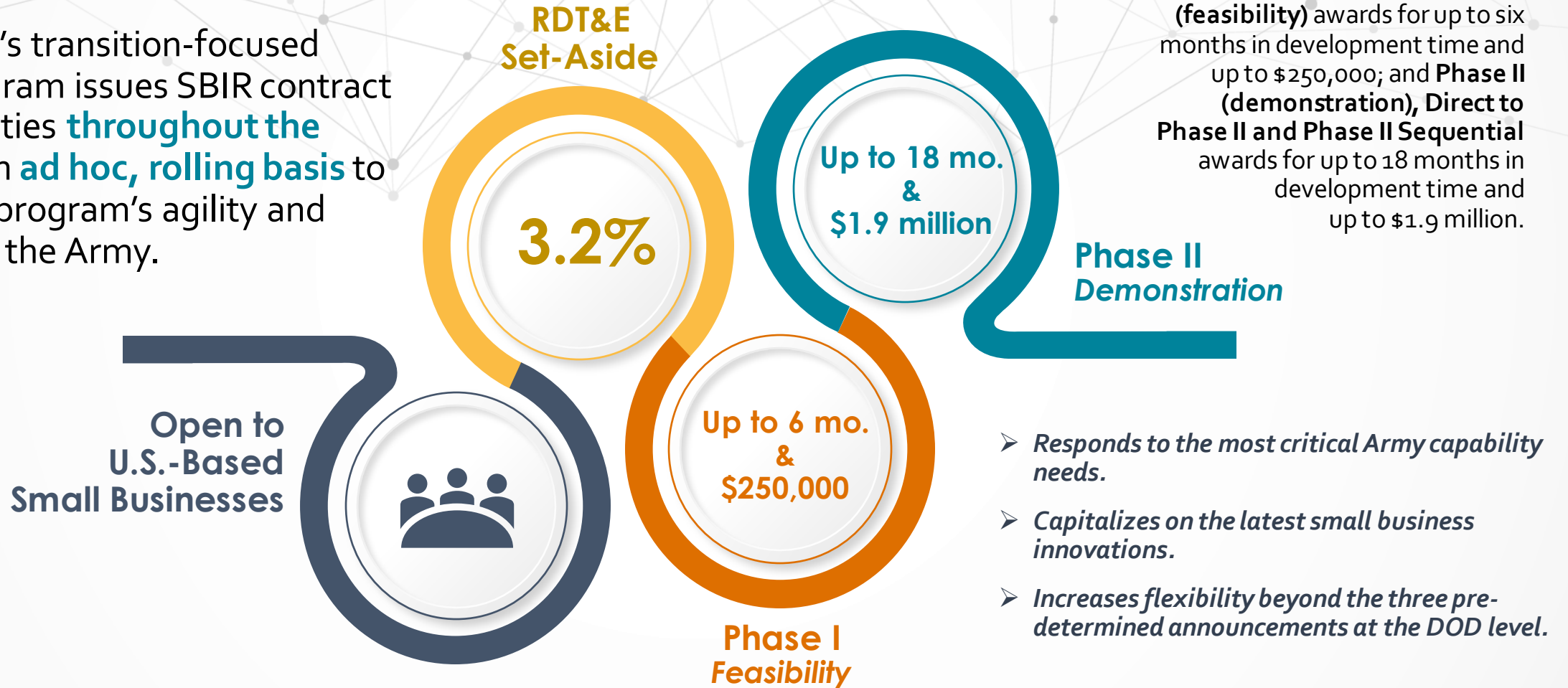
Transition-Focused SBIR Portfolio

- Focused on **transition** to Army Programs of Record, technology maturation and sustainment innovation.
- Brokers relationships and transition opportunities aligned with Army acquisition priorities.
- Contracts include Phase I (feasibility) awards up to \$250,000; and Phase II (demonstration), Direct to Phase II and Phase II Sequential awards for up to \$1.9 million.
- Provides centralized contracting and program administration.



FLEXIBLE & RESPONSIVE APPROACH

The Army's transition-focused SBIR program issues SBIR contract opportunities **throughout the year** on an **ad hoc, rolling basis** to drive the program's agility and impact to the Army.



TRANSITION-CENTRIC VALUE STREAM

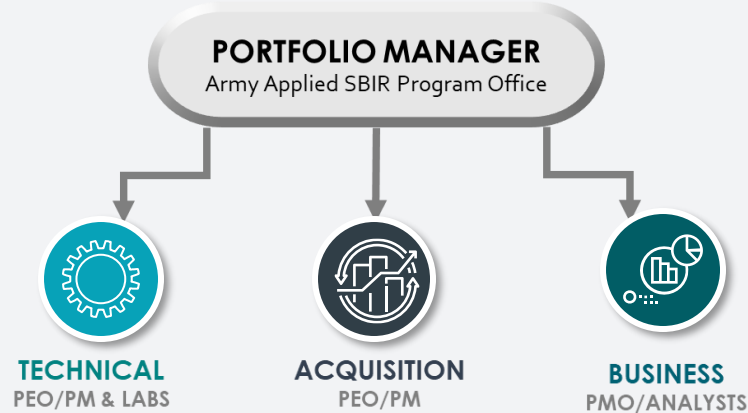


VALUE STREAM

- **Balanced risk portfolio** linking Army needs to U.S. firm agility and innovation.
- **Maximize effectiveness and impact** of SBIR funds to reduce technical and execution risk in Army acquisition programs.
- Multidisciplinary team (acquisition, technology, American innovation economy representation) yields **rapid and effective technology transition** to enhance enterprise-wide SBIR funding allocation decisions.

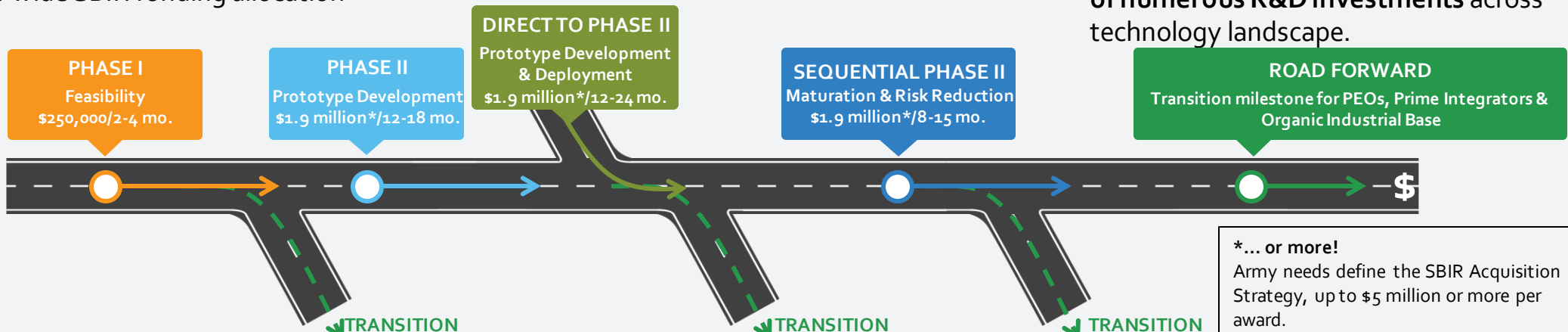


TRANSITION BROKER TEAMS



BENEFITS

- Flexible awards coalesce talents of the Transition Broker Team to solve problems, mitigate risks, and **exploit co-investment opportunities**.
- Capitalize on small business technology innovations to **drive agility** into Army acquisition.
- Buy down risk in the Army acquisition portfolio by permitting **nimble execution of numerous R&D investments** across technology landscape.

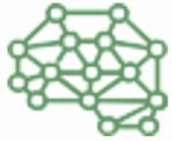






***... or more!**
Army needs define the SBIR Acquisition Strategy, up to \$5 million or more per award.



PRIORITY TECHNOLOGY ECOSYSTEMS

We work with **independent technology scouts** to focus on **five technology ecosystems** with rapid innovation and market growth in the private sector. Honing our expertise in these key areas will maximize the likelihood of successful transition and integration with Army programs.

 Artificial Intelligence / Machine Learning	 Autonomy	 Sensors	 Climate & Clean Tech	 Immersive & Wearables
<i>Automatic Detection</i> <i>Biometrics</i> <i>Synthetic Data</i> <i>Training Algorithms</i>	<i>Robotic Platforms</i> <i>Unmanned & Optionally Manned Vehicles</i> <i>Resiliency & Survivability</i>	<i>Targeting</i> <i>Detection</i> <i>Real-Time Data Fusion</i> <i>Data Distillation</i>	<i>Climate Technology</i> <i>Energy Resilience</i>	<i>Augmented Reality</i> <i>Virtual Reality</i> <i>Mixed Reality</i> <i>Wearable Technologies</i>

Non-Aligned SBIR-Funded R&D Efforts

There will continue to be funding set aside for technologies of interest to the Army, such as chemical and biological solutions, electronic and information warfare technologies, network technologies, software modernization, advanced manufacturing, cyber, human performance, position, navigation and timing, electronics, power and weapon systems.

INNOVATING HOW WE DO BUSINESS

Army innovation requires not only novel technologies, but also transforming how we do business.

The Army SBIR Program established the Army SBIR Contracting Center of Excellence in FY22 to innovate how we award contracts to industry faster, easier and more agile than ever.

APPROACH



The Army established the centralized Army SBIR CCOE at Army Headquarters to **focus solely on small-business** needs, while fully **leveraging acquisition reform** initiatives.

BENEFITS



- **Maximizes** flexibility and agility for a streamlined award process.
- **Specializes** in small-business contracting needs.
- **Consolidates** SBIR awards, synchronizing procurement, obligations and metrics.



Reduces R&D contract execution times by an **order of magnitude** compared to the previous timeline.



Reduces **operational complexity and deployment barriers with transition-focused** Phase I and Phase II contracts.



Army is a **better business partner** by optimizing processes to **innovate at the speed of technology**, improve responsiveness and create a **positive user experience**.

INCENTIVIZING **ARMY INTEGRATORS**

- In October 2022, HON Camarillo, Under Secretary of the Army, announced pilot initiatives to incentivize major weapons systems integrators to collaborate and integrate technologies from small and non-traditional innovation firms.
- These initiatives will incentivize integrators and prime contractors to transition innovative technologies from pilot programs, prototype projects, R&D projects and/or SBIR/STTR projects to scale to capability, software or service acquisitions.

xTechPrime
Competition

Army SBIR
CATALYST

Project VISTA

Army IP Cadre

Army R&D
Marketplace

INCENTIVIZING ARMY INTEGRATORS – LAUNCHING 2023

xTechPrime

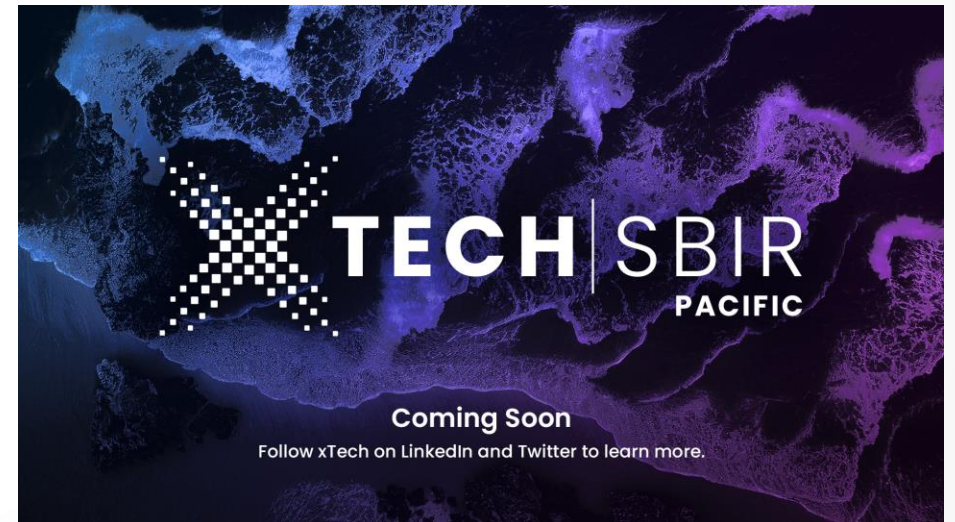
- Small businesses paired with prime contractors to develop technology prototypes
- Collaboration and integration into existing integrator-managed projects
- **Awards:** Cash prizes, Direct to Phase II SBIR awards up to \$2.5 million (large integrator can be sub-contractor on SBIR award)

Army SBIR CATALYST

- Matching SBIR funds with Army acquisitions funds and Prime Integrator funds
- Transition of SBIR prototypes in support of the Army of 2030
- **Awards:** Phase II SBIR awards up to \$15 million for prototype development, maturation/risk reduction, and demonstration

xTECHSBIR PACIFIC

- **xTechSBIR Pacific is seeking novel capabilities and technology solutions within Advanced Manufacturing and Materials**
 - Invest in the emerging, critical, technologies
 - Address tyranny of distance challenges faced by the U.S. Pacific region
 - Provide educational opportunities and small-businesses exposure to key DoD stakeholders
- **Six focus areas**
 1. Novel Materials for Additive Manufacturing
 2. Future Additive Production Capabilities
Power and Energy
 3. Additive Production Systems & Analysis
 4. Manufacturing Equipment for Expeditionary
Environments
 5. Advanced and Convergent Manufacturing Capabilities
 6. Advanced Materials



xTECH PRIME

- **xTechPrime will encourage prime contractors and small businesses to work together to submit solutions that meet Army modernization goals**
 - Invest in the emerging, critical, technologies
 - Foster collaboration between prime contractors and non-traditional technology development firms
 - Provide educational opportunities and small-businesses exposure to key DOD stakeholders
- **Focus areas:**
 - Artificial Intelligence / Machine Learning (AI/ML);
Advanced Materials; Advanced Manufacturing;
Autonomy; Climate and Clean Technologies;
Cyber; Electronics; Human Performance; Immersive;
Network Technologies; Position, Navigation and Timing;
Power; Software Modernization; and Sensors



WORK WITH US

Visit www.xtechsearch.army.mil to learn more about the Army xTech Program

- **Current Army xTech Competitions:**
 - **xTechSBIR Pacific:** Advanced Manufacturing and Materials
 - Submission Period: 9 MAR – 20 APR
 - **Upcoming Competitions:**
 - **xTechPrime:** Opportunity for prime contractors to partner with small businesses
 - **xTech Autonomy:** Launching in 2023
 - **xTechSearch 8:** Open-topic competition, launching later in 2023

EMAIL US!

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Army xTech: usarmy.pentagon.hqda-asa-alt.mbx.xtechsearch@army.mil

Visit www.armysbir.army.mil to learn more about the Army SBIR|STTR Programs

- **Current Army SBIR|STTR Opportunities:**
- **Phase I: Army Tech Marketplace:**
 - Open-submission period: 9 MAR- 11 APR
- **Upcoming Opportunities:**
 - New topics in pre-release on 9 MAR

Visit SAM.gov to learn more about:

- **Current Army SBIR|STTR opportunities**