



## Look What's NEW for DoD's 2017.2 SBIR & 2017.B STTR BAA

The Dept. of Defense has pre-released its 2017.2 [SBIR and 2017.B STTR Broad Area Announcement](#) (BAA) offering 140 topics ([quick view of topics](#)) across 11 participating components. Here are the changes in the BAA that you will want to take note of followed by some of the things that haven't changed, but still rate a reminder.

### All Components

Note that, for the first time, all DoD SBIR and STTR proposals are due at 8 **PM** ET on the due date (Wednesday June 21) rather than 6 AM. (But PLEASE don't wait until the last minute to submit!)

### Air Force

The Air Force SBIR BAA for 2017.2 includes topics sponsored by the Office of Secretary of Defense (OSD) and the Defense Information Systems Agency (DISA) in the Information Systems technology area of this release.

### DARPA

DARPA has increased proposal budget caps that are up to \$225K for many (but not all) topics. Their preferred budget structure is provided in each topic description:

- **For topics SB172-001, SB172-002, SB172-005, and SB172-008** - DARPA will accept Phase I proposals up to \$225,000; preferred structure is \$175,000 base for 12-month period, and \$50,000 for 4-month option period. Alternative structures may be accepted if sufficient rationale is provided.
- **For topic SB172-007** - DARPA will accept Phase I proposals up to \$225,000; preferred structure is \$175,000 base for 9-month period, and \$50,000 for 4-month option period. Alternative structures may be accepted if sufficient rationale is provided.
- **For topics SB172-003 and SB172-006** - DARPA will accept Phase I proposals up to \$225,000; preferred structure is \$175,000 base for 8-month period, and \$50,000 for 4-month option period. Alternative structures may be accepted if sufficient rationale is provided.
- **For topics SB172-004, SB172-009 and SB172-010** - DARPA will accept Phase I proposals up to \$150,000; preferred structure is \$100,000 base for 6-month period, and \$50,000 for 4-month option period.

Use of the DARPA SBIR/STTR Information Portal (SSIP) is now MANDATORY. Proposers will be required to authenticate into the SSIP (via the DARPA Extranet) to retrieve their selection decision notice, to request technical evaluation narratives, and to upload reports (awarded contracts only). DARPA SBPO

will automatically create an extranet account for new users and send the SSIP URL, authentication credentials, and login instructions no later than 90 days AFTER the 17.2 DoD Program Announcement has closed. DARPA extranet accounts will ONLY be created for the individual named as the Corporate Official (CO) on the proposal coversheet.

**WARNING:** The Corporate Official (CO) e-mail address (from the proposal coversheet) will be used to create a DARPA Extranet account. Updates to Corporate Official e-mail after proposal submission may cause significant delays in communication retrieval and contract negotiation (if selected).

## **Navy**

As of the 2017.1 SBIR and 2017.A STTR BAAs, Navy has issued a revised [Phase I Technical Volume Template](#) that it asks proposers to follow for both SBIR and STTR proposals

## **NGA (National Geospatial-Intelligence Agency)**

The National Geospatial-Intelligence Agency (NGA) has released 9 topics in this BAA for the first time in several years. Note that the Phase I budget limit for NGA is \$100,000 with a 9 month period of performance. Phase IIs are consistent with guidelines at \$1 million and 2 years.

## **Things that haven't changed but we can't stress enough!**

- **All Components**

We can't overstate the importance of contacting the designated TPOC (Technical Point of Contact) **ASAP**. This opportunity disappears once the BAA opens for submissions on May 23.

Why is it so important?

- The TPOC is often the author of the topic and so is most knowledgeable about its intent.
  - During the 30-day pre-solicitation period, your conversation with the TPOC is private. Once that period is over, you can post questions - anonymously - to the SBIR/STTR Interactive Topic Information System (SITIS) for technical clarification only, but your questions and responses will be public. (Conversely, you can gain information by monitoring the questions/answers of others, but the answers will likely be nowhere near what you can glean from a one-on-one conversation.)
  - This is your opportunity to learn the parameters of the topic, ask technical questions, get clarification, and gauge whether and how well your technology meets the objective.
- Some components have special requirements (i.e. USSOCOM allows ONLY email contact) so **read the specific requirements for your component**.
  - All DoD components require completion of the Company Commercialization Report (Volume 4) regardless of your award status. If you have previously won Phase II awards and fail to keep this Volume up to date, it may jeopardize your eligibility to receive additional funding! The Company Commercialization Report must list every prior SBIR and STTR Phase II award received from any federal agency, regardless of whether the Phase II has commercialized to date. Phase III sales and investment figures, as well as manufacturing-related R&D and other commercialization information, must be updated within the last 12 months for all Phase II awards. For more information, see section 5.4(e) of the [DOD Program Solicitation Guidelines](#).

## **Navy**

As with the 2017.1 SBIR and 2017.A BAA, Navy has increased the total budget for Phase I to \$225,000 (\$125,000 Base and \$100,000 Option)

**Air Force**

For several cycles now, Air Force has required applicants to complete training ([“Compliance with SBIR and STTR Program Rules”](#)) and submit a Certificate of Training Completion. This is MANDATORY for an award.

As always, [let us know](#) if we can help!