

# SBIR/STTR TRANSITIONS

## Newsletter

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### From the Director

#### IT'S A NEW YEAR!



Bob Smith, Director DON SBIR/STTR

First, I want to wish everybody a very happy and healthy 2022! Last year certainly had its fair share of hurdles and obstacles, but it also gave us a lot of reasons to celebrate. While slowly (and safely) returning to in-person events and networking, we took the best practices we learned from our nearly two years of going remote to hopefully create a new and improved experience going forward. We listened to the tremendous feedback from both small businesses and attendees at our Navy Forum for SBIR/STTR Transition (Navy FST) events in 2021, so we can leverage all the benefits of our virtual platforms while continuing to host more live events. Sea-Air-Space was a great first run at this new dynamic. There is so much value in talking face-to-face, and having that serendipitous discussion we didn't even know we needed. Be sure you check out the list and descriptions of upcoming Navy FST events right ahead of us on page 11. We have a great team behind the scenes working hard to give attendees and exhibitors the chance to come back with a bang; and hopefully it will feel like we never even skipped a beat.

#### Commercialization...and Counting

In 2020, even as we learned to navigate our new normal in the middle of the pandemic, Navy SBIR/STTR companies realized \$900 million in Phase III revenue. Midway through

*From the Director... Continued*

2021, as we hit the \$500 million mark, the question everybody was wondering was: Are we going to get to \$1 billion? While we are still crunching the final numbers from 2021, we will certainly be close. Heading into November, Phase III contracts from our SBIR small businesses totaled \$700 million. We will keep you posted through our social media channels and other avenues once we get that final number. No matter where we end up, those numbers represent the true ingenuity of the small businesses that bring solutions directly to the warfighter. They also represent the best of the best in the TPOCs that work tirelessly with the businesses to find opportunities and other end users. Our Commercialization Working Group (CWG) was also a high point of 2021, working among all the SYSCOMs to share successes and hopefully make it easier for businesses to transition to Phase III.

And as far as figures go, as far as successes are concerned, what's in the past is in the past, and we start our new commercialization race for 2022 right now!

**Educating Small Business on Contract Opportunities**

Be sure you check out the article, "Basic Ordering Agreements and the Small Business" on page 5, which takes a deeper look at the rationale behind BOAs from the Navy's perspective. It's a great practice when applicable and a great tool in our toolbox, but we look at each case individually and ask ourselves whether it makes sense for the company, and for the Navy. There are several contract options available for our

SBIR small businesses in addition to the BOA, including Other Transaction Authorities (OTAs), which we will explore in more detail in upcoming issues of Transitions. We will also continue to educate with our NavalX training events and workshops, guiding naval stakeholders to rapidly deliver capabilities to the warfighter. There is also a vast network of PTACs (Procurement Technical Assistance Centers) available to our SBIR companies and we encourage you to take advantage of their numerous connections. Be sure you read "DoD PTACs Help Businesses Win Government Contracts" on page 8 to learn more about the valuable resources available to companies working with the federal government and all the ways these PTACs have been supporting SBIR and our Tech Bridges.

**Kicking off 2022**

Heading into this new year with an abundance of confidence and optimism, Navy STP will continue to look for ways to improve the program. But for the most part, we're going to stay this exact course, because it works! Small businesses will continue to thrive and celebrate successes while achieving the ultimate goal of giving our warfighters the very best in tools and technology. We can't wait to see what unfolds!

Sincerely,



Robert L. Smith  
Director DoN SBIR/STTR

## Corrdesa Repair Technology Deployed with F-35s

By Jennifer Reisch, Navy STP Managing Editor

Corrdesa LLC's SBIR-developed portable corrosion resistant coating repair technology, Dalistick® non-drip brush plating, is now part of Lockheed Martin's ground service equipment for F-35 squadrons around the world. Corrdesa's equipment reduces turn-around-time for repairs and eliminates exposure to toxic materials.

Over the past seven years, Department of Navy funding from an SBIR (Selective Electroplating Technology Improvement (SETI) Topic N112-154) and the DoD's Strategic Environmental Research and Development Program-Environmental Security Technology Certification Program (SERDP-ESTCP) has helped Corrdesa to develop and qualify non-drip brush plating and anodizing repair processes, equipment and tooling. Partnering with DALIC, a French Company, the Dalistick® non-drip brush plating equipment has been tested and further developed to address repair challenges in the U.S. Air Force, U.S. Navy maintenance facilities, and on aircraft carriers, which require safe operations on deck at sea.

Lockheed Martin is purchasing an initial 50 Dalistick® systems for F-35 sustainment and has options for 40 or more per year for the next three years. The fifth generation F-35 is considered the most advanced fighter aircraft in the world and also the greenest. While designed and produced for mission readiness and the warfighter's success, almost all cadmium, chromates, and other toxic materials have been eliminated from construction and maintenance.

"When aircraft go out to a country or a particular squadron all ground support equipment required to sustain that aircraft also gets delivered by Lockheed Martin and we're part of that standard equipment, which allows squadrons to make a limited number of repairs themselves to maintain corrosion-control coatings," explained Alan Rose, CEO at Corrdesa. The Dalistick® plating/anodizing unit is designed as a closed-loop

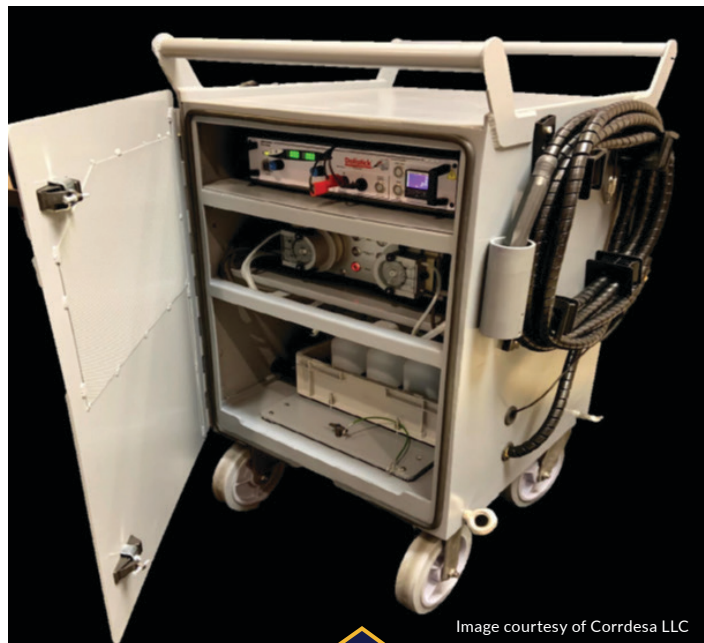


Image courtesy of Corrdesa LLC

Corrdesa partnered with DALIC to produce the ruggedized mobile Dalistick® system for ZnNi plating repairs directly on aircraft.

system that pumps electrolyte from the bottle through the plating tool where it repairs the aircraft, and back into the bottle for clean, no-touch disposal when it is depleted. This prevents drips from contaminating adjacent equipment, and with no emissions it is safer for technicians. The operator need only clean, smooth and measure the area to be repaired, run the plating tool over the damaged area until the machine shuts off at the predetermined plating thickness, and apply a non-chromate passivate. The aircraft can then be non-chrome primed and painted and put back in the air.

"Our equipment uses a similar chemistry to tank plating but it applies the electroplating locally. The tool can complete an electrical circuit, so essentially it's brush plating and you can locally electroplate over dings and scratches," Rose said. The U.S. Naval forces operate in hostile, corrosive locations, placing substantial environmental stress on weapons systems, demanding high performance materials and coatings for their protection. These protective coatings degrade

*Corrdesa Repair Technology Deployed with F-35s...Continued*

and become damaged. By enabling repair work on the flight line this system significantly reduces turn time for the repair, improving platform readiness by protecting aircraft structures from corrosion.

“On aircraft there are a series of protective coatings, so for instance the landing gear is made of high strength steel and before it’s painted it will also have an electroplated cadmium layer and then a topcoat. Essentially a coating stack exists on brand new landing gear and then in the conditions the plane works things get damaged and the paint layer can get dinged or scratched, revealing the cadmium coating and steel underneath. The cadmium coating is sacrificial so it will corrode in preference to the valuable high strength landing gear that obviously you don’t want to have damaged. So the issue is how to replace a damaged cadmium layer. Originally a full-size landing gear would be dipped in a tank—it’s called tank plating—to have the whole surface coated in cadmium, which is actually being phased out as a coating because it’s a hazardous material,” explained Rose.

“What Lockheed Martin bought into was this capability to locally fix damaged electroplated coatings. The chemistry that we qualified during the SBIR work is a zinc nickel chemistry, which is a replacement for cadmium, so this unit not only does non-drip electroplating but it repairs cadmium with zinc nickel. It also repairs zinc nickel. There are very stringent qualifications working with Lockheed Martin and it was great working with them in that respect. We did first underestimate the amount of effort required to get the first article out, but we got there.”

While the units Lockheed Martin is buying are for the F-35 program, the technology would work with any aircraft. Corrdesa has complex simulation capabilities for electrochemical processes and can design and build needed tools

very quickly to deal with repair challenges. The company can simulate a process and design custom tools for particular repairs and then 3-D print the needed tools, creating very short turn times. “We are able to listen to potential customer needs and build them what they need rather than asking them to fit a square peg into a round hole. Some people who’ve heard of brush plating haven’t realized you can do brush anodizing as well. That’s really important because with it you can treat the aluminum on planes. This equipment can do both plating and anodizing. It really drives down maintenance time,” Rose said.

There have been many challenges along the path to deploying Dalistick® for harsh military environments. “As a small company you are always being pulled. It’s so easy to go with the flow and lose sight of the objectives. If you’ve got long term goals one of the best ways of approaching them can be in mini milestones. We thought very seriously before we decided to participate in the Navy STP and commit to it. You have to know what you’re getting into and you have to make the time. But it’s not like throwing things over into an empty hole. There are people like business consultants and other advisors to work with who give you that much needed outside perspective. I think everyone needs some kind of coach or mentor outside of the business,” Rose said. “I think it’s an excellent program. There are a lot of resources. The market research analysis report is really good. I’m working through that and reaching out to some of the contacts.”

Based in Tyrone, Ga., Corrdesa uses computer-aided engineering (CAE) simulation tools to develop corrosion-resistant coatings, processes, and equipment to meet customer needs and regulatory and environmental requirements.

For more information visit the company website at <https://www.corrdesa.com>.



## Basic Ordering Agreements and the Small Business

By Julie Scuderi

If you're a small company hoping to do business with the federal government, contracting can seem like an arduous part of the process. But if you're working within the Navy's Small Business Innovation Research (SBIR) program, that journey is much easier to traverse thanks to a variety of options in contracts and experts behind the scenes. Basic Ordering Agreements (BOAs) are one of the newer options used by Navy SBIR personnel to get awards in the hands of these companies quickly and facilitate the rapid transition of cutting-edge technology to the warfighter.

A Basic Ordering Agreement, by definition, is a written instrument of understanding, negotiated between an agency, contracting activity, or contracting office and a contractor, that contains (1) terms and clauses applying to future contracts between the parties during its

term, (2) a description of supplies or services to be provided, and (3) the methods for pricing, issuing, and delivering future orders. A BOA is technically not a contract and it does not obligate any money.

For the Navy, this is a great tool for getting Phase I, II and III award dollars into the hands of the small business at a rate that had never before been realized. This is because all contracts usually go through the Federal Acquisition Regulations (FAR) System, which can take plenty of time and patience. While BOAs are still FAR-based, most of the paperwork is done up front, allowing for a quicker dissemination of the funds once the award is given.

"We needed a way to get awards to companies quickly, and a BOA makes sense from a speed



U.S. Navy photo

Bob Smith, director of the DoN SBIR/STTR program, introduces a panel discussion at the Naval Agility Summit in Alexandria, Va. Events like these are part of the Navy's Tech Acceleration goals and showcase internal Naval agility efforts as well as collaborative efforts with industry and academia.

*Basic Ordering Agreements and the Small Business...Continued*

perspective,” explains Lore-Anne Ponirakis, ONR SBIR program manager. “A BOA allows us to get Phase I dollars to a company in a matter of days. For subsequent awards, like those in Phase II, that BOA then provides a channel to get funds to the small business in less than a month. By comparison, the normal timeline for Phase IIs to reach a company is four to six months.”

The rationale for using BOAs came when the Navy began

its Technology Accelerator topics in 2019. Just as the Air Force was launching its Pitch Days with faster contracting and selection processes, the Navy too wanted to get technology into the hands of the warfighter as quickly as possible.

Broad Agency

Announcement (BAA) 19.3 was released and it included “Technology Acceleration” topics—research areas where the Navy wanted to focus more resources. The ultimate goal was to deliver prototype technologies within a year and a half to two years, as opposed to the standard three to four years.

But it also came with a revamped application process: more than five times as many Phase I awards per topic and streamlined proposal

requirements that cut the company’s proposal from 20 pages down to just five. The other difference was the selection and payment processes that promised a 60 percent faster turnaround time than before. That’s where the BOAs came in, and they’ve proven to successfully cut those times, allowing for faster technology delivery.

However, BOAs take a lot of time to set up. Therefore, the Navy is selective when it comes to using BOAs.

“We like to use them when we feel we have a really promising Phase II or Phase III,” says Ponirakis. “If a company does not go beyond Phase I, it doesn’t make a whole lot of sense. But with a BOA in place, you can establish those subsequent orders

quickly. You can also more easily apply the technology to other areas in the Department of Defense. Let’s say the Air Force has \$300K and they want to apply one of our Navy SBIR technologies to their need. This is when a BOA makes sense.”

Several Navy SBIR companies stand out from the Tech Accelerator process that used BOAs for their transition. Cognitive Performance Group of Florida developed its Mastery Model



U.S. Navy Photo

Basic Ordering Agreements (BOAs) allow the Navy to get funds to the small business quickly, resulting in a speedier transition and the ability to get mission-critical technologies into the hands of our warfighters.

*Basic Ordering Agreements and the Small Business...Continued*

Tool for Design Objectives and Requirements (MATADOR) that successfully improves learning system fidelity in support of the USMC's Systems Approach to Training and Education. Although the Phase I was awarded in late 2019, the company already received a Phase III contract for this technology in 2021, thanks to the Tech Accelerator and the BOA option.

Meanwhile, California-based Virtualitics leveraged the Tech Accelerator program and the BOA option to further evolve its commercial software, adding new capabilities that enable users to analyze, visualize, and exploit electronic emissions and Radio Frequency (RF) signatures. The technology is designed to promote intuitive and insightful remote collaboration by placing users in a shared virtual space and fully interactive environment. This significantly reduces time to plan and debrief on missions, enabling quicker turnaround time for operators. It also enables operators to achieve more effective and realistic mission planning, execution, and training by creating the ability to conduct advanced analysis in desktop and in a collaborative, immersive virtual reality environment.

When it comes to Phase III contracts, there are several options that are available to the Navy, and the best one often depends on a variety of factors. While BOAs may allow for a speedier transition in some circumstances, other times Indefinite Delivery/Indefinite Quantity (IDIQ) contracts make more sense and provide the government with greater flexibility. Other Transaction Authorities (OTAs) are another type of contracting vehicle used in Phase III that can

expedite and simplify access to mission-critical technologies. Since OTAs are not FAR-based, they do not follow a standard format or include any of the fine-print terms and conditions that FAR contracts contain. This flexibility can make it simpler and more appealing for non-traditional government contractors to work with the federal government.

BOAs can be set up as firm fixed-price contracts or cost-plus fixed fee. Fixed-price contracts provide a firm price for the work completed or items supplied. Cost-reimbursement, or cost-plus, is a type of contract where a small business is paid for all its allowed expenses up to a set limit, plus additional payment to allow the company to make a profit. Cost-reimbursement contracts carry additional obligations for the contractor in how they account for the costs for which they are seeking reimbursement.

Regardless of the vehicle used, Ponirakis has one piece of advice for all Navy SBIR small businesses: "Get your DCAA-approved accounting system in place, which you will need for Phase II, regardless of whether we use a BOA or not. Many companies want to get in for a firm fixed price, but that's not always good because the risk is on them. With R&D, you don't want that, especially in a pandemic when your supply chain isn't guaranteed. Once you get that DCAA-approved system in place, government contracting becomes so much easier!"



## DoD PTACs Help Businesses Win Government Contracts

By Jennifer Reisch, Navy STP Managing Editor

**P**rocurement Technical Assistance Centers (PTACs) provide a wide range of government contracting services at no cost to businesses, large or small, that possess the interest and potential to perform work as a prime contractor or a subcontractor for the Department of Defense, federal, state, or local government agencies, and large government primes.

Oct. 1, 2021, the Procurement Technical Assistance Program (PTAP) management moved to Department of Defense Acquisition and Sustainment under the leadership of Farooq Mitha, Director, Office of Small Business Programs. According to Anna Vulaj Fitzsimmons, Monroe County Finger Lakes (MCFL) PTAC program director and a board member of the Association of Procurement Technical Assistance Centers (APTAC), this positions the PTAC program and its network of PTAC trained professionals for increased integration throughout the DoD ecosystem—a very positive move for the program. The PTAP was authorized by Congress in 1985 in order to expand the number of businesses capable of participating in the government marketplace.

PTACs offer assistance through three main components: training through webinars and workshops, networking through government to business matchmakers and forums, and one-on-one confidential technical assistance, where the bulk of work is done.

There are 96 PTACs with over 300 local offices forming a nationwide network of procurement professionals working to help local businesses compete successfully in the government marketplace. According to Fitzsimmons, PTACs are the bridge between buyer and supplier, using knowledge of both government contracting and the capabilities of potential contractors to maximize fast, reliable service to government with better quality and at lower costs.

When it comes to DoD SBIRs/STTRs, PTACs partner with defense agencies and branches to



provide training and increase understanding of their SBIR/STTR programs by addressing the following areas:

- Identifying needs (topics)
- Reviewing submission requirements, proposal templates, and supplementary forms
- Providing answers to frequently asked questions
- Assisting with mandatory registrations

PTACs offer an SBIR self-assessment tool to make sure it is the right fit. The SBIR Readiness Self-Assessment Tool helps alleviate qualification uncertainty upfront by determining size, where the work will be conducted, whether the technology addresses an existing need in the field of interest, and scientific resources, among other critical determinations.

Because PTACs work at the local level, PTAC counselors are familiar with resources and partners available in the community. Like so many of the 96 PTACs, the MCFL PTAC works closely with its partners at local universities, such as Rochester Institute of Technology and University of Rochester, who have a rich history of tech spin-offs and tech transfers. “PTACs understand the value of partnering with resources to make sure innovation has the maximum opportunity to thrive,” Fitzsimmons said.

“Numerous PTACs have been working closely



*DoD PTACs Help Businesses Win Government Contracts...Continued*

with NAVY SBIR/STTR offices, MEPs and their universities to foster and grow innovative technologies among small business and tech transfer programs.” The Greater Rochester area has been a hotbed of innovation for over a century—the seeds of technology companies planted by George Eastman, Joseph Wilson, John Bausch and Henry Lomb have spun off technologies and scientists that remain robust in the region. “Successful SBIR innovators in the Greater Rochester area include BlackBox Biometrics, Optimax and OptiPro to name just three.”

Many PTAC counselors have a background in government acquisitions, and all receive ongoing training to keep up with evolving acquisitions procedures and policies and new requirements and initiatives. APTAC provides a network for PTAC counselors, as well as specific and specialized training to make sure counselors remain up to date on changing environments. The association is the professional organization of and for DoD-funded PTAPs. APTAC supports the PTACs by providing them important information, professional networking and comprehensive training opportunities.

“PTACs can help all businesses headquartered in the United States, not just small ones,” Fitzsimmons clarified. “We help primes find subs, we help with FAR compliance, and we help all regional businesses work with government, defense and other partner agencies.”

Businesses can schedule a one-on-one counseling session tailored to the company’s particular needs with procurement counselors. Counselors can help assess current status and provide necessary tools and information so businesses are able to bid on government contracting.

**PTACs provide:**

- one-on-one procurement counseling
- assistance with System for Award Management (SAM), General Services

Administration (GSA), and other registrations and certifications, such as woman-owned, minority-owned, and HUBZone

- database searches
- solicitation reviews and interpretation
- proposal preparation assistance and review
- bid reviews
- government marketing assistance
- training classes, workshops, webinars and seminars
- matchmaking events with primes, DoD and other government agencies
- networking to connect small businesses
- information on accounting system standards required by government contracts
- more

Even after a contract award, PTAC counselors may be able to help with certain contract performance issues, such as production and quality systems, accounting system requirements, contract payments and payment systems, packaging and transportation, and subcontracting.

PTAC counselors also can help businesses know what to expect when it’s time for the contract audit, and what documentation is required.

“We sit down and talk with you and develop that government marketing roadmap so you aren’t going it alone. Our one-on-one sessions are critical to help you build the foundation. PTAC counselors need to know you and know what you can do. Our ultimate goal is to help secure the industrial pipeline—ensuring warfighters have what they need—and in doing so, we help qualified businesses win contracts,” Fitzsimmons said.

Find the PTAC serving your state or region at <https://www.aptac-us.org/contracting-assistance/>.

## DoN SBIR/STTR Program Office Strengthens the Network

One of the four key objectives of the SBIR program is “to foster and encourage participation by minority and disadvantaged persons in technological innovation.” Over the last year, the Department of Navy (DoN) Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Office has executed an outreach project to increase understanding and engagement with minority and disadvantaged persons. As a non-profit partnership intermediary, Energetics Technology Center (ETC) supports the DoN SBIR/STTR Program Office with a focus on amplifying the ability of small businesses—especially underrepresented small businesses—to have an impact on the DoN’s mission. ETC executes this task by promoting the DoN SBIR/STTR program with private industry, academia, and regional and city collaborators. A Partnership Intermediary Agreement (PIA) is an arrangement that enhances the U.S. government’s ability to engage academia and industry to accelerate technology transfer and licensing.

Perhaps a way to think about a PIA is through the following analogy: Think of the DoN as a submarine: While the submarine is powerful, it has limited mobility. The PIA could then be represented as an unmanned underwater vehicle (UUV), which acts as a detachable extension of the submarine and can do things not possible by the submarine, reporting back additional environmental intelligence. This vehicle enables the DoN to better identify tech communities and work with local ecosystem stakeholders who can amplify the ability of small businesses to help the DoN, enabling small businesses to impact the Navy’s mission to maintain, train and equip combat-ready Naval forces capable of winning wars, deterring aggression and maintaining freedom of the seas.

In order to accomplish this, ETC utilizes its proven City TechFire® methodology to identify initial target regions and cities on which to focus. ETC then conducts multiple economic and data assessments to more fully understand the economic and business environment, and to identify major stakeholders in the ecosystem. The DoN identifies the unique roles played by historically black colleges and universities (HBCUs), minority-serving institutions (MSIs), consortia, Federal and State Technology (FAST) Partnership programs, the Minority Business Development Agency, and others in SBIR/STTR outreach to underrepresented small businesses. ETC leads these stakeholders to participate in mutually beneficial conversations about DoN opportunities that exist for small businesses. This process aligns common goals and directly identifies underrepresented small businesses with potential interest in DoN SBIR/STTR. On behalf of the DoN SBIR/STTR, ETC has successfully engaged over 220 small businesses on the DoD SBIR 21.2 Broad Agency Announcement (BAA). Two notable engagements were with the Veterans in Business Network and Combined Arms, who both promoted DON SBIR/STTR opportunities to 38 veteran-owned small businesses.

The outcomes become evident when players recognize the opportunity for all concerned, as they immediately move to host DoN SBIR/STTR informational events and cohort programs, and to conduct general SBIR/STTR outreach as a community. This results in a collective impact that encourages more underrepresented small businesses to pursue a DoN SBIR/STTR. The DoN’s PIA with ETC is a flexible tool applied to conduct effective outreach to underrepresented communities through existing ecosystems.



## Upcoming Navy FST Focused Technology Events

By Jennifer Reisch, Navy STP Managing Editor

Department of the Navy (DoN) Forum for SBIR/STTR Transition (Navy FST) focused technology events showcase DoN SBIR/STTR Transition Program (Navy STP) Phase II companies' technologies at multiple events throughout the year. These Navy FST focused technology events connect the small business innovators with Navy decisionmakers and industry across the country, identifying transition possibilities and facilitating transition.

The events promote companies participating in the Navy STP based on their Navy/Marine Corps sponsored SBIR/STTR Phase II awards. Navy FST events connect these small businesses with government and industry personnel through Tech Talks, Meet the Experts one-on-one meetings, and an enhanced online presence via the Virtual Transition Marketplace (VTM), found at <https://vtm.navyfst.com/>. All events provide exposure of promising SBIR-developed technologies to Navy acquisition decision makers and primes to facilitate transition.

Four Navy FST focused technology events are scheduled in the next three months.

### WEST 2022

Our first Navy FST focused technology event will be held at WEST 2022 on 16-18 February in San Diego.

There will be a Navy FST booth (537) for technology displays and Meet the Experts one-on-one discussions and interaction with those interested in learning more about the small businesses and their technologies. Tech Talk presentations will be available on-demand online prior to the event. Presentations can be found at <https://navyfst.com/events/west-2022/>.

This Navy FST event will focus on leading edge technologies. Technology categories include:

- Air Platforms
- Autonomy
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Cyber
- Electronic Warfare (EW)
- Energy & Power Technologies
- Ground and Sea Platforms
- Human Systems
- Modeling and Simulation Technology
- Sensors
- Space
- Sustainment

WEST connects industry professionals who design and build platforms, equipment and weapons with designers of communications and technical systems. It brings military and industry together to explore current and future naval platforms and technologies.

### NAVSEA FST Days

The next focused technology event for the current program year will be Naval Sea Systems Command (NAVSEA) Days, held 2-3 March at Washington Navy Yard. NAVSEA serves as the co-sponsor for this invitation-only event.

Each small business will be given the opportunity to speak with Navy subject matter experts about their technologies at the event. Tech Talk presentations will be available on-demand online prior to the event. Presentations can be found at <https://navyfst.com/events/navsea-fst-days-2022/>.

This event focuses on Navy STP SBIR/STTR technologies advancing maritime systems and warfighting capabilities in the following areas:

- Advanced Electronics
- Autonomy
- Command, Control, Communications, Computers, & Intelligence (C4I)



## Upcoming Navy FST Focused Technology Events...Continued

- Cyber
- Energy & Power Technologies
- Ground and Sea Platforms
- Human Systems
- Materials and Manufacturing Processes
- Modeling and Simulation Technology
- Sensors

**NAVAIR FST Days**

The third Navy FST event will be Naval Air Systems Command (NAVAIR) Days, held 22-23 March. This event will be held virtually. NAVAIR serves as the co-sponsor of this event, which is open to all interested parties. To register for the event, email NavySTP@atsicorp.com with "NAVAIR FST Days" in the subject line.

Each small business will be given the opportunity to speak virtually with Navy subject matter experts about their technologies at the event. Tech Talk presentations will be available on-demand online prior to the event. Presentations can be found at <https://navyfst.com/events/navair-fst-days-2022/>. This event focuses on Navy STP SBIR technologies advancing all things maritime aviation, including:

- Air Platforms
- Autonomy
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Electronic Warfare
- Energy & Power Technology
- Ground and Sea Platforms
- Materials & Manufacturing Processes (M&MP)
- Sensors
- Sustainment

**Sea-Air-Space (SAS)**

The final Navy FST focused technology event for the current class will be held 4-6 April in National Harbor, Md.

There will be a Navy FST booth (1709) for

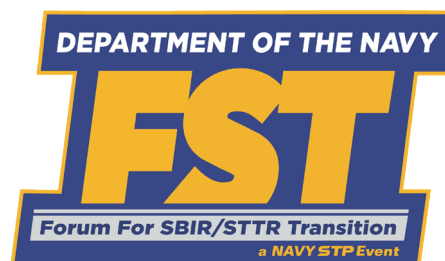
technology displays and Meet the Experts one-on-one discussions and interaction with those interested in learning more about small businesses and their technologies. Tech Talk presentations will be available on-demand online prior to the event. Presentations can be found at <https://navyfst.com/events/sea-air-space-2022/>.

The focus at this event will be on technologies advancing maritime systems and warfighting capabilities. Technology categories include:

- Autonomy
- Battlespace Environments
- Biomedical
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Cyber
- Electronic Warfare
- Engineered Resilient Systems
- Ground and Sea Platforms
- Human Systems
- Materials & Manufacturing Processes
- Modeling and Simulation Technology
- Sensors
- Sustainment

Sea-Air-Space is sponsored by the Navy League of the United States, which brings U.S. defense industry and key military decision-makers together.

For updates on showcased technologies, upcoming opportunities, and newly scheduled Navy FST focused technology events, visit [www.NavyFST.com](http://www.NavyFST.com).



## DoN STP holds Navy FST Focused Technology Events at S-A-S, West

The Department of the Navy (DoN) SBIR/STTR Transition Program (Navy STP) promoted several small businesses' innovative Navy SBIR/STTR projects at the 2021 Sea-Air-Space Exposition (S-A-S) and through WEST 2021 at our Navy Forum for SBIR/STTR Transition (Navy FST) focused technology events. Focused technology events that showcase Navy STP participants' technologies provide a more precise way to connect the small business innovators with Naval decisionmakers and industry across the country. Attending more localized events focused on specific technologies increases opportunities for small businesses to identify transition possibilities.

The Navy FST promotes mature technologies ready for transition from companies participating in the Navy STP based on their Navy or Marine Corps sponsored SBIR/STTR Phase II awards. Navy FST events connect these small businesses with government and industry personnel through Tech Talks, Meet the Experts one-on-one meetings, and an enhanced online presence via the Virtual Transition Marketplace (VTM). All events provide exposure of promising SBIR-developed technologies to Navy acquisition decision makers and primes to facilitate transition.

### Sea-Air-Space

S-A-S, presented by the Navy League of the United States, drew thousands of attendees to Washington, D.C., in August. The annual event is the largest maritime expo in the United States. Attracting maritime leaders from sea services around the globe, S-A-S brings the U.S. defense industry, private sector U.S. companies and key sea service military

decision-makers together for three days of informative educational sessions, important policy discussions and an exhibit hall floor with over 300 vendors and an outdoor demo area at the docks. For small businesses, it was a great opportunity to meet DoN S&T decision makers and acquisition personnel.

For Navy FST, 42 small businesses with Navy Phase II funding presented Tech Talks and posters on 47 technologies aiding warfighters in multiple tech categories, including:

- Advanced Electronics
- Air Platforms
- Autonomy
- Biomedical
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Cyber
- Energy & Power Technologies
- Engineered Resilient Systems
- Electronic Warfare
- Ground and Sea Platforms
- Human Systems
- Materials & Manufacturing Processes
- Modeling and Simulation Technology
- Sensors
- Space
- Weapons Technologies

### WEST 2021

Due to the COVID-19 pandemic, the San Diego Convention Center was closed and unable to host large gatherings when WEST 2021 was scheduled. As a result, AFCEA International and the U.S. Naval Institute transitioned the event to a virtual format.

The premier naval conference and exposition on the West Coast, WEST also brings military

*DoN STP holds Navy FST Focused Technology Events at S-A-S, West...Continued*

and industry leaders together. Co-sponsored by AFCEA International and the U.S. Naval Institute, WEST connects the industry professionals who design and build the platforms, equipment and weapons with the designers of communications and technical systems.

At WEST, Navy FST featured 17 small businesses with Navy Phase II funding presenting 18 technologies aiding warfighters in C4I, surveillance, and reconnaissance, including:

- Advanced Electronics
- Air Platforms
- Autonomy
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Electronic Warfare
- Energy & Power Technologies
- Ground and Sea Platforms
- Sensors

Most of the participating companies recorded their Tech Talks, which can be found on the VTM at <https://navyfst.com/vtm/>.





## 2022 Upcoming Events

DATE	EVENT & LINK	LOCATION
Feb. 16-18	WEST 2022 - <a href="https://www.westconference.org">https://www.westconference.org</a>	San Diego
Feb. 22-Mar. 1	AAAI Conference on Artificial Intelligence <a href="https://aaai.org/Conferences/AAAI-22/">https://aaai.org/Conferences/AAAI-22/</a>	Vancouver, BC, Canada
Feb. 28-Mar. 2	2022 Tactical Wheeled Vehicles Conference <a href="https://www.ndia.org/events/2022/2/28/2022-twv-conference">https://www.ndia.org/events/2022/2/28/2022-twv-conference</a>	Norfolk, Va.
Mar. 2-4	Air Force Association Warfare Symposium <a href="https://www.afa.org/events/calendar/2022-03-02/aws">https://www.afa.org/events/calendar/2022-03-02/aws</a>	Orlando, Fla
Mar. 5-9	Pittcon 2021 - <a href="https://pittcon.org">https://pittcon.org</a>	Atlanta
Mar. 5-12	International IEEE Aerospace Conference - <a href="https://aeroconf.org/">https://aeroconf.org/</a>	Big Sky, Mont.
Mar. 15-17	SAE International AeroTech - <a href="https://www.sae.org/attend/aerotech">https://www.sae.org/attend/aerotech</a>	Pasadena, Calif. and virtual
Mar. 21-24	International Wireless Communications Expo (IWCE) <a href="https://www.iwceexpo.com/">https://www.iwceexpo.com/</a>	Las Vegas
Mar. 21-24	Satellite 2022 - <a href="https://www.satshow.com/">https://www.satshow.com/</a>	Washington, D.C.
Mar. 22-25	ISC West The International Security Conference & Exposition <a href="https://www.iscwest.com/en-us.html">https://www.iscwest.com/en-us.html</a>	Las Vegas
Mar. 28-30	Joint Undersea Warfare Technology Spring Conference <a href="https://www.ndia.org/divisions/undersea-warfare/upcoming-events">https://www.ndia.org/divisions/undersea-warfare/upcoming-events</a>	San Diego
Mar. 28-30	DLA Energy Worldwide Energy Conference <a href="https://www.dlaenergy-wwec.com/">https://www.dlaenergy-wwec.com/</a>	National Harbor, Md.
Mar. 29-30	Border Security Expo - <a href="https://www.bordersecurityexpo.com/">https://www.bordersecurityexpo.com/</a>	San Antonio, Texas
April 3-7	SPIE Defense + Commercial Sensing <a href="https://spie.org/conferences-and-exhibitions/defense--commercial-sensing?SSO=1">https://spie.org/conferences-and-exhibitions/defense--commercial-sensing?SSO=1</a>	Orlando, Fla.
April 3-5	Army Aviation Mission Solutions Summit - <a href="https://www.quad-a.org/22Summit">https://www.quad-a.org/22Summit</a>	Nashville, Tenn.
April 10-13	IEEE Wireless Communications and Networking Conference <a href="https://wcnc2022.ieee-wcnc.org/">https://wcnc2022.ieee-wcnc.org/</a>	Austin, Texas
April 19-21	AIAA Defense Forum - <a href="https://www.aiaa.org/defense">https://www.aiaa.org/defense</a>	Laurel, Md.
April 25-28	AUVSI XPONENTIAL <a href="https://www.xponential.org/xponential2022/Public/Enter.aspx">https://www.xponential.org/xponential2022/Public/Enter.aspx</a>	Orlando, Fla.
April 26-28	MRO Americas Aviation Week <a href="https://mroamericas.aviationweek.com/en/home.html">https://mroamericas.aviationweek.com/en/home.html</a>	Dallas, Texas.
May 3-5	World Aviation Training Summit - <a href="https://www.wats-event.com/">https://www.wats-event.com/</a>	Orlando, Fla.
May 10-12	Modern Day Marine <a href="https://marinemilitaryexpos.com/modern-day-marine/home/">https://marinemilitaryexpos.com/modern-day-marine/home/</a>	Washington, D.C.
Week of May 15	Marine Corps Aviation Association (MCAA) Annual Symposium <a href="https://www.flymcaa.org/annualsymposium">https://www.flymcaa.org/annualsymposium</a>	San Diego
May 16-19	SOFIC (Special Operations Forces Industry Conference) <a href="https://www.sofic.org/">https://www.sofic.org/</a>	Tampa, Fla.
May 17-19	Submarine Technology Symposium <a href="https://www.navalsubleague.org/events/submarine-technology-symposium/">https://www.navalsubleague.org/events/submarine-technology-symposium/</a>	Laurel, Md.

## 2022 Upcoming Navy FST Events

	<div>  </div> <div> <b>DEPARTMENT OF THE NAVY FORUM FOR SBIR/STTR TRANSITION (FST)</b>            Learn more about our FST Events at <a href="http://www.NavyFST.com">www.NavyFST.com</a> </div>
 <p><b>WEST 2022 – San Diego, CA</b> 16-18 February 2022</p>	<p><b>WEST 2022</b></p> <p>Focus on Navy STP SBIR technologies displaying leading edge technologies supporting Air Platforms, Autonomy, C4I, Cyber, Electronic Warfare, Energy &amp; Power Technologies, Ground and Sea Platforms, Human Systems, Modeling and Simulation Technology, Sensors, Space, and Sustainment. Visit us at booth 1709.</p> <p>Learn more about West 2021 at: <a href="https://www.westconference.org">https://www.westconference.org</a></p>
 <p><b>NAVSEA FST Days</b> Washington Navy Yard 2-3 March 2022</p>	<p><b>NAVSEA FST Days</b></p> <p>Focus on Navy STP technologies advancing maritime systems and warfighting capabilities in the areas of Advanced Electronics, Autonomy, Battlespace Environments, C4I, Cyber, Energy &amp; Power Technologies, Ground and Sea Platforms, Human Systems, Materials &amp; Manufacturing Processes, Modeling and Simulation Technology, and Sensors.</p> <p>* Invite only, requires security pre-screen</p>
 <p><b>NAVAIR FST Days</b> Patuxent River, MD 22-23 March 2022</p>	<p><b>NAVAIR FST Days</b></p> <p>Focus on Navy STP SBIR technologies advancing all things aviation, including Air Platforms, Autonomy, C4I, Electronic Warfare, Energy &amp; Power Technologies, Ground and Sea Platforms, Materials &amp; Manufacturing Processes, Sensors, and Sustainment.</p> <p>* Invite only, requires security pre-screen</p>
 <p><b>Sea Air Space 2022</b> National Harbor, MD 4-6 April 2022</p>	<p><b>Sea Air Space Conference and Exhibition</b></p> <p>Focus on Navy STP SBIR technologies advancing maritime systems and warfighting capabilities in the areas of Autonomy, Battlespace Environments, Biomedical, C4I, Cyber, Electronic Warfare, Engineered Resilient Systems, Ground and Sea Platforms, Human Systems, Materials &amp; Manufacturing Processes, Modeling and Simulation Technology, Sensors, and Sustainment. Visit us at booth 537.</p> <p>Learn more about Sea Air and Space at: <a href="https://seairspace.org/">https://seairspace.org/</a></p>
<p><b>* Contact <a href="mailto:navyfst@atsicorp.com">navyfst@atsicorp.com</a> if you are interested in receiving an invitation to a SYSCOM FST Event</b></p>	