

# SBIR/STTR TRANSITIONS

## Newsletter

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### From the Director

#### A Very Successful 2022 and Looking Ahead



Bob Smith, Director DON SBIR/STTR

Looking ahead to a brand-new year, I can't help but feel excited for all we accomplished in 2022: not only the monumental win of reauthorization and the opportunity for small businesses to continue to use the Navy SBIR/STTR programs to fund critical innovations, but the success that was achieved by those businesses—to the tune of nearly \$1.1 billion! That's right: Navy SBIR/STTR companies reached this milestone commercialization figure, even amidst all the economic challenges we have been facing. That's a true testament to the necessity and utility of these innovations that we're developing, and we're going to continue to do the same in 2023, while constantly looking for ways to improve.

So, what's exciting in 2023? I'm very excited about the new open topic. It is going to be a slightly different way to have our conversation. In this case, it won't be a "normal" SBIR solicitation. We're going to do it the Navy way, which always has linkage to what can support our warfighters! We're basically saying, "Here are some technology areas where we need help. Now, tell me what you would do with your commercial product to address this problem? How do you see your product being used?" This will be released

*From the Director... Continued*

sometime around summer 2023. We're looking for existing commercially viable products, with new applications for the Navy, that will make the lives of Sailors and Marines easier and safer. This is another push to get those non-traditional government contractors, and those who have never sold to the government before, into the SBIR program, and for current performers to pivot their technology to solve other challenges.

Speaking of 2023...Be sure you check our calendar of Navy STP Showcase events this year; they are a fantastic venue for customer discovery, eco-system development, branching out, and broadening horizons on the art of what's possible. If you're not attending these events, looking around, talking shop, and meeting people, you're doing yourself a disservice. It's not a matter of just showing up and sitting at your booth. You have to get out and pitch! Talk to your neighbor; visit other booths. There might be an opportunity you never even knew existed right around the corner.

Behind the scenes this year, companies will be seeing new disclosure forms. We will be diligent in doing the work to confirm there are no bad actors trying to get into the program, and to ensure this stays an American small business only program. With all the other challenges we have, that's the new reality

so we have a lot to tackle with IP protections and cyber security. At the same time, we don't want to scare these entrepreneurs away. How can we do all this without more paperwork, more bureaucracy? How can we be helicopter parents without hovering? That's the reality we will be working to navigate.

We are expecting a great year ahead and as always, will be focusing on outreach efforts and TechBridges to find the best of the best of small businesses who can meet our needs and better equip our Sailors and Marines. Are there hurdles? Of course, both within and outside of our control. But I had an interesting moment a few months back. I was running on the Memorial Bridge head down, doing my best to keep putting one foot in front of the other, thinking about the varied challenges our nation is facing (really, that's what I sometimes think about while on a run: I can be a worry wart) and caught a glimpse of Washington and the Lincoln Memorial and thought, "They had some pretty tough times back then and they made it through." And so shall we.

Sincerely,



Robert L. Smith  
Director DoN SBIR/STTR

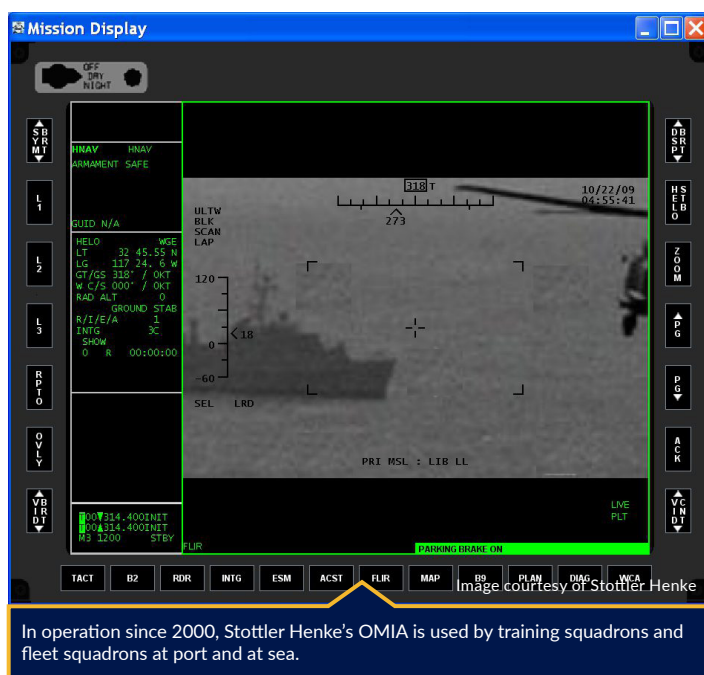
## Stottler Henke Provides Flexible Low-cost Desktop Helicopter Cockpit Trainer

The U.S. Navy flies two similar but distinct helicopters, the MH-60S Sierra and MH-60R Romeo. Considered to be the world's most advanced maritime helicopters, they can be equipped with numerous sensors to support diverse missions, such as anti-submarine warfare, anti-surface warfare, search-and-rescue, naval gunfire support, surveillance, communications relay, logistics support and personnel transfer, and vertical replenishment.

Both helicopters use Lockheed Martin's Common Cockpit™, which provides all flight and mission instrumentation to both the pilot and copilot so they can share workload more easily. Both pilot and copilot can operate two LCD screens: a mission display and a flight display. While the MH60S and MH-60R both use the Common Cockpit™, because the helicopters have different capabilities and missions, many operations are different on the two platforms.

Since MH-60S and MH-60R helicopters contain numerous and sophisticated sensors, crews must navigate and operate many cockpit displays and controls. Becoming proficient in the use of these complex systems requires extensive practice. Previously, crews used helicopters or full flight simulators to acquire and maintain these skills. These approaches rely upon expensive and limited equipment, instructors, and support personnel and are available at only a few Navy locations, so access to this training is limited.

To make Common Cockpit™ training more widely accessible, the Navy wanted a flexible training system that could function as a part-task trainer for general cockpit functionality, simulate multiple seats in the helicopter, and be expandable to support in-depth training on the helicopters' many sensor systems.



The U.S. Navy's PMA-205, Stottler Henke Associates, Inc. (Stottler Henke), and several subcontractors teamed to develop the Operator Machine Interface Assistant (OMIA), a flexible, low-cost desktop crew trainer that simulates the Common Cockpit™. OMIA is continually enhanced to provide training in most aspects of helicopter operations except flying, such as navigation operations, radio operations, emergency operations, radar, inverse synthetic-aperture radar, electronic support measures, forward-looking infrared (FLIR), and active and passive acoustics.

In operation since 2000, OMIA is used by training squadrons and fleet squadrons at port and at sea. Its portability and low cost enable it to provide anytime, anywhere training that complements the high-fidelity training provided by helicopters and full flight simulators. OMIA helps crews stay current as helicopter sensor systems and user interfaces are updated, and it can provide focused and individualized training on the particular skills needed by each crew member. For example, a crew member can

*Stottler Henke Provides Flexible Low-cost Desktop Helicopter Cockpit Trainer...Continued*

practice the use of critical but seldom-used functions such as the emergency radio system. In addition, OMIA helps maintenance crews become familiar with the cockpit.

OMIA's flexible design, configurability, and supporting development tools enable it to be updated quickly to stay consistent with the latest versions of the helicopter cockpit, often before they are released for operational use on the actual vehicle or high-fidelity simulator.

OMIA can operate as a standalone trainer on Windows or Linux-based desktop or laptop computers, and it can exploit optional hardware when available, such as a second or third monitor (which can be touch screens), a hardware trackball, or a FLIR hand control unit. It can embed an acoustic training system enhancement, and it can integrate with a third-party flight simulator that displays an out-the-window view of the external world and provides flight information such as ground speed, latitude and longitude, and motion. For example, the flight simulator display can show the terrain while the student flies a pattern during a simulated search and rescue mission.

As Training Systems Integrated Product Team leader for the MH-60S helicopter, LCDR Sal Rafanello said: "OMIA gives students cockpit 'button crunching' training, so that when they

get into the helicopter or a glass simulator, they know what's where. In its current iteration, OMIA has already saved the government millions of dollars, compared to using a fully-featured glass simulator. It's just what we need to get students familiar with button crunching."



Since MH-60S and MH-60R helicopters contain numerous and sophisticated sensors, crews must navigate and operate many cockpit displays and controls. Becoming proficient in the use of these complex systems requires extensive practice.

Stottler Henke employs advanced technologies, including intelligent simulation control, authoring tools for tutoring systems, and authoring tools for simulation control, to enhance the efficacy and cost-effectiveness of training systems.

Stottler Henke delivers software systems to help customers solve problems that defy traditional

approaches. The company has developed systems that provide practice-based learning for K-12 education, corporate training and professional development, and military training. Stottler Henke specializes in artificial intelligence products and solutions for:

- Education and training
- Planning and scheduling
- Machine learning and data analytics
- Knowledge management and retrieval
- Autonomous systems

For more information, visit the company's website at <https://www.stottlerhenke.com/>.



## SCOUT helps Small Businesses Solve Navy Problems: “It’s Not a Requirements-based World, it’s a Problem-solving World”

By Jennifer Reisch, Navy STP Managing Editor

“Small businesses are the powerhouse of America; new and better innovative solutions to problems are going to come from these companies,” said Rear Adm. Lorin Selby, Chief of Naval Research. “The role of big primes, which they do very well, is building very complex warships, submarines, aircraft carriers, missile systems, and combat systems. But what goes on those platforms, such as the software on combat systems, will come from other communities that maybe haven’t even been tapped into at this time. We need to reach into new corners of this nation, new corners of industry, and try to get folks excited about working with us and bring them into the fold.”

To help get tested technology to the fleet quickly, Selby developed SCOUT. “SCOUT is a process for a problem-solving approach that my team and I put together about a year ago for warfighters—problem owners—to define a problem and find ways to come up with a solution.”

SCOUT is a series of innovation sprint events, exercises and experimentations developed to get nontraditional, commercial-off-the-shelf, government-developed or government-sponsored technology solutions to the fleet rapidly to improve warfighting capability.

“What we are trying to do with SCOUT is highlight a new way of doing business: Instead of starting with a requirement, we start with a problem. We find the problem owner—the warfighter who has the problem—and work



Chief of Naval Research Rear Adm. Lorin Selby

with them to understand fully what their real needs are. Then we put the problem they are really trying to solve in terms that an industry partner can understand, that an academic can understand, a scientist at a warfare center or the Naval Research Laboratory can understand and find ways to marry the folks with the solutions to the folks with problems,” Selby explained.

“SBIR could be one way to do that. We could also utilize a Commercial Solutions Opening [CSO] that you can announce to the world. There are different pathways to doing this. A military problem might be solvable by something that’s commercially based, whether it’s software or it’s a cheap attritable system being used for gas exploration, or by Amazon for their packages. If you have solutions,

*SCOUT helps Small Businesses Solve Navy Problems...Continued*

it's not a requirements-based world, it's a problem-solving world."

Selby is intent on developing an experimentation machine. "We are developing this methodology, which is experimentation that sits in the middle of problem owner and problem solver; the experimentation is the test. We start with knowing how to define a problem by working with the problem owners. Then we reach out to ask for solutions. It's not

just industry; it's also academia and government laboratories and warfare centers that have solutions. Then we go through and rack and stack the list of proposed technologies and take the solutions with a high probability of success and do some degree

of sprints in a controlled environment: maybe it's tabletop, maybe it's in a lake in Crane, Indiana. Successful technologies move to a true experiment in a relevant AOR with a real Sailor, real Marine and the scientist or engineer in tow showing that that ship, that device, that software actually solves the problem that the problem owner has."

Meeting the problem doesn't end there: When

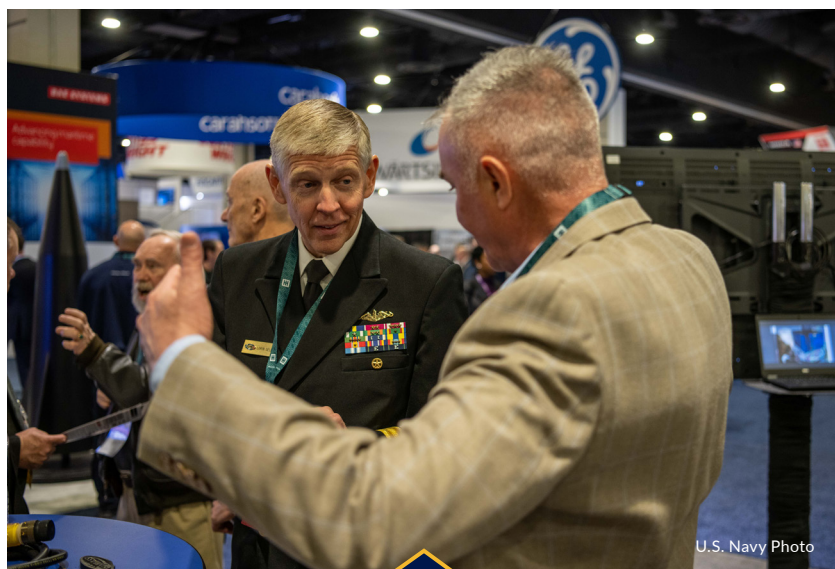
the Navy finds a solution, the problem solver will likely have to scale up to meet Naval needs. "We might want to buy 100 of those things or 1000. We might want an ongoing contract. We might want the company to operate the device and just give us the data," said Selby.

As the SCOUT process is refined, Selby believes it can be tuned to go faster and faster. "I've also started to talk about the

concept of an Experimentation Fleet Commander that I think the Navy and Marine Corps need. That's a person who sits at the top of a virtual fleet, who owns an experimentation team and has enough stars and enough understanding of acquisition, R&D,

S&T, and warfighter problems. That person sits at the nexus of the Secretariat and the R&D commanders and the fleet units, and can map problems to solutions and then do the experimentation to prove that things work or don't work, and then also has the contractual muscle, the financial muscle, to go buy or contract for solutions to solve problems."

Currently, SCOUT is working with Joint



Chief of Naval Research Rear Adm. Lorin Selby talks with small businesses about innovative Naval technology at a Navy STP Showcase event.

*SCOUT helps Small Businesses Solve Navy Problems...Continued*

Interagency Task Force South (JIATF-S) and U.S. Southern Command to find illicit drug trafficking, illegal fishing, and other illegal activities. “We very crisply defined four problems for them. Teams went down to the command multiple times to interview both people on the watch board and people who go out and fly missions looking for things like drug runners. Once we had defined that problem space, we put it into a CSO and we brought in close to 100 companies sending white papers with ideas for how to solve the problem. We then had a peer-reviewed process to go through the list of contributors.”

While some of the technologies were not accepted for further consideration by the review team, all were given feedback on their submissions. “They can try again next time. We didn’t want to put anyone off by just saying no. We wanted to be clear why we said no. We want to make the entire team stronger. If there’s somebody who’s close but just missing a little something we want to give them homework as it were, so they can improve and try again and hopefully get it next time,” Selby explained.

The technology being considered is undergoing experimentation. “We’ve had several months of doing what we call sprints, where we conduct experiments in various locations such as warfare centers, in the water in the Tidewater, Virginia area, in laboratories,” said Selby “We’re going to culminate in a live in-water event in March 2023 in a part of Central and South America where

we can observe a big block of ocean and apply sensors to it with mostly commercial, mostly cheaper attritable unmanned things to demonstrate the capabilities of those sensors and the interlinks behind the sensors to try to pull out any kind of signal and noise. We’re going to show we can find the illicit traffic. Now this problem space is somewhat benign compared to things you might imagine in other parts of the world, other potential competitors. But the problem is applicable to many other parts of the world. Next year we are going to bring SCOUT to the Pacific. We will have a SCOUT event there with a Pacific-focused problem space working with the U.S. Pacific Fleet and 7th Fleet to help them solve some of their problems.”

Selby recommends that small businesses who want to start working with the Navy reach out to their local TechBridge, NavalX, or the small business office. “I would also say be persistent: If you want to get your message across, focus on clarity, brevity, frequency. You’ve got to be clear, you’ve got to be brief, and you’ve got to say it over and over again. Get a clear message out about what you can do, be brief and just keep pushing your message to anyone who will listen. Look for announcements out there of our problem space, whether it comes out in the form of a broad agency announcement or CSO or SBIR offering. Put your ideas out there and then keep it up. That frequency is really important. Don’t give up if you get pushed away the first time. Keep trying. Be persistent. Brevity, clarity, frequency. Keep putting it out there.”



## General Dynamics Mission Systems Values Partnerships to Meet Warfighter Needs

By Jennifer Reisch, Navy STP Managing Editor

General Dynamics Mission Systems (GDMS) is relentlessly focused on growing partnerships with small businesses. “In the climate and the landscape that the United States is facing now we need small businesses more than ever to augment what large contractors like General Dynamics do,” said Ann Rusher, vice president of Supply Chain Management for GDMS. “We do a lot of things well but we can’t move at the same speed or innovate as quickly as small businesses can. The need for partnerships with small businesses is at an all-time high in this country, particularly in aerospace and defense.

“China and Russia—near peer adversaries that a decade ago were pretty quiet—are flexing their muscles every time we turn around. The Chinese are developing and fielding new capabilities at an unprecedented rate. Our status as the superpower that we’ve always enjoyed is being threatened. Doing business the traditional ways—slow and bogged down with bureaucracy at big companies—is not going to serve the country or General Dynamics very well; we need to be innovating much more quickly. To remain the most powerful nation in the world we have got to find ways to accelerate technology innovation and apply it to solutions for the warfighter.”

To facilitate more partnerships with small businesses, GDMS is focusing on how to make the company approachable and how to make it easy for small businesses to understand what the company’s needs are. “Small businesses make up 66 percent of our supply base of 7300 suppliers. That shows our passion and commitment to small businesses,” said Flor Aguilar Kim, director of Supply Chain Management Strategy & Capture at GDMS.

“Research is telling us that small businesses are declining. In the last decade they have been reduced by 40 percent in this country, which is the opposite of what we need. There are tremendous challenges and barriers to small companies doing



Ann Rusher, VP of Supply Chain Management for GDMS

business with the U.S. government and with contractors like General Dynamics. There are all kinds of regulatory requirements. Cybersecurity is a big new requirement that is very daunting for small businesses so we really focus on trying to take the scariness out of it,” Rusher said.

“We are making very public what we need in terms of capabilities and also helping small businesses understand all the resources that are available to help with some of these daunting regulatory requirements. There are resources out there that we have put on our website. We have outreach events with our small business partners to help them navigate some of these difficult things, like having to be compliant with new cybersecurity requirements.”

### TechScouts

TechScouts are requests for information associated with current needs and opportunities. “We crowd source across the country to businesses for unique needs that we can’t fulfill or when we need some innovation,” Rusher said.

“The Innovation Sourcing Network™ [ISN] is the first stop for prospective suppliers, most of whom are small businesses. We try to engage them on a personal level at least initially to help guide



## General Dynamics Mission Systems Values Partnerships to Meet Warfighter Needs...Continued

them through the secret sauce and the magic and mystery of working with a company as big as Mission Systems,” explained Mark Raczynski, tech lead for ISN.

The TechScout model is working for GDMS. “One of our program teams was at an impasse trying to find current suppliers that could provide needed batteries. That team worked with us to publish a TechScout through our ISN community on our website and Physical Sciences, a small company in Pittsfield, Massachusetts, saw that TechScout and we were able to engage them with that program team and work through the process to deploy their lithium-ion battery technology—which was developed through an SBIR—in our products. That’s a great example of that bridge from concept to execution that TechScouts offer. Physical Sciences’ technology was pivotal to a program that we had with the government,” he said.

GDMS looks for opportunities to leverage state-of-the-art technology the Navy has funded through the SBIR/STTR program into unique and very capable military solutions. “We see ourselves as a transition partner connecting the dots between raw technology and application, being able to apply some of this technology in the context of a bigger mission problem. General Dynamics understands and talks regularly with Navy customers and knows the hard nuts they are trying to crack. We can stitch in SBIR technology to solve a hard problem,” Rusher said.

While TechScouts are mostly tactical in nature, Raczynski is starting an initiative to use TechScouts more strategically. “We’re looking internally at our lines of business and trying to identify gaps in our roadmap and then publishing a strategic TechScout to look for small businesses

with a capability rather than a specific technology. The intent is to drive a longer-term relationship between our engineering teams and the small businesses to fulfill strategic needs over time toward a success point for both of us. This is a big plan. It will be a big effort for us.”

### Innovating for the Future Events

In 2022 GDMS hosted an Innovating for the Future outreach event for small business in Pittsfield, Massachusetts, which is a HUBZone.

“The intent was to share GDMS’s perspective on small businesses and how important we feel that developing and strengthening those partnerships is to our business and to the customers. We had a host of representatives from resource agencies, such as the local PTAC and the SBA. We set it up to make it easy for these small businesses to have access to many small business resource organizations, to help them understand what is out there for them,” Rusher explained. “Some of

the small businesses weren’t aware of how to go about applying for SBIR funding, which can be a challenge too.”

“We had 75 small businesses primarily from western Massachusetts attend the event,” said Alexis Petro, a small business liaison officer at GDMS. “When we have hosted events for small businesses in the past we have found that sometimes small businesses don’t know what resources are there for them. Our events provide a bridge, and now they know these really helpful resources are out there. For example, the Manufacturing Extension Program actually is offering grants in Massachusetts to help small businesses get their cyber compliance analysis done, which is such a key issue now. We really wanted to work with a small company from Pittsfield and using all these available resources



*General Dynamics Mission Systems Values Partnerships to Meet Warfighter Needs...Continued*

they were able to do a gap analysis on their cyber security posture, and get their score up to where it needs to be and now we're going to work with them on a program."

GDMS holds small business outreach events annually. The next will be this spring in Orlando, Florida. "We collaborate with all 10 General Dynamics business units at these events. We can represent to the small businesses the vastness of all our different General Dynamics needs," Rusher added.

"In response to COVID-19 pandemic restrictions on large gatherings, in 2021 we hosted a series of virtual small business webinars focused on cyber security, on the Innovation Sourcing Network, and other topics that we invited all our small businesses to attend. There was an information session and then questions and answers at the end. At one session our supply chain risk management lead taught our small businesses how to create their own risk management plan. We looked at all our experts across Mission Systems and created different training sessions to share our depth of knowledge in these areas,"

Petro said.

"I've been with General Dynamics for 33 years; as a company right now—and almost as a country—it's no longer going to be enough to just do business as usual," Rusher said. "To innovate faster we have to dig deep within ourselves but we also need new people with fresh new perspectives. That's where small business comes in. That's where our talent acquisition and talent development come in and how we shape a workforce to think differently. It's all about speed to market or speed to deployment at this point. For me it's exciting working in the supply chain management organization where we can really leverage partnerships with large and small suppliers. The value proposition today in those partnerships is at an all-time high; it's unprecedented how much we're going to have to lean on those relationships and those partnerships to get us to the next level in terms of our capabilities. I feel more proud of our team than I can even express. We deliver eye-watering capabilities but we couldn't do it without the partnerships that we have with our suppliers, large and small."

## **Doing Business with GD**

### **Small Businesses**

Small businesses seeking to partner with specific General Dynamics business units are encouraged to contact small business liaison officers for more information.

Visit <http://www.generaldynamics.com> for information on each business unit.

For small business resources, visit: <https://gdmissionsystems.com/about-us/suppliers/small-business-resources>.

### **Innovation Sourcing Network™ (ISN)**

The Innovation Sourcing Network™ is General Dynamics Mission Systems' open supplier innovation ecosystem, promoting small business identification and participation and discovery of emerging technologies and solutions to forge partnerships that are discriminators to advancing GDMS's customers' missions. The ISN connects people, process and technologies to deliver innovative sourcing solutions.

TechScouts are requests for information associated with current needs and opportunities. For more information, including current and recently archived TechScouts, visit the ISN website at <https://gdmissionsystems.com/about-us/suppliers/innovation-sourcing-network/techscouts>.

# Navy STP VTM Connects Navy Customers with Ground-breaking Technology

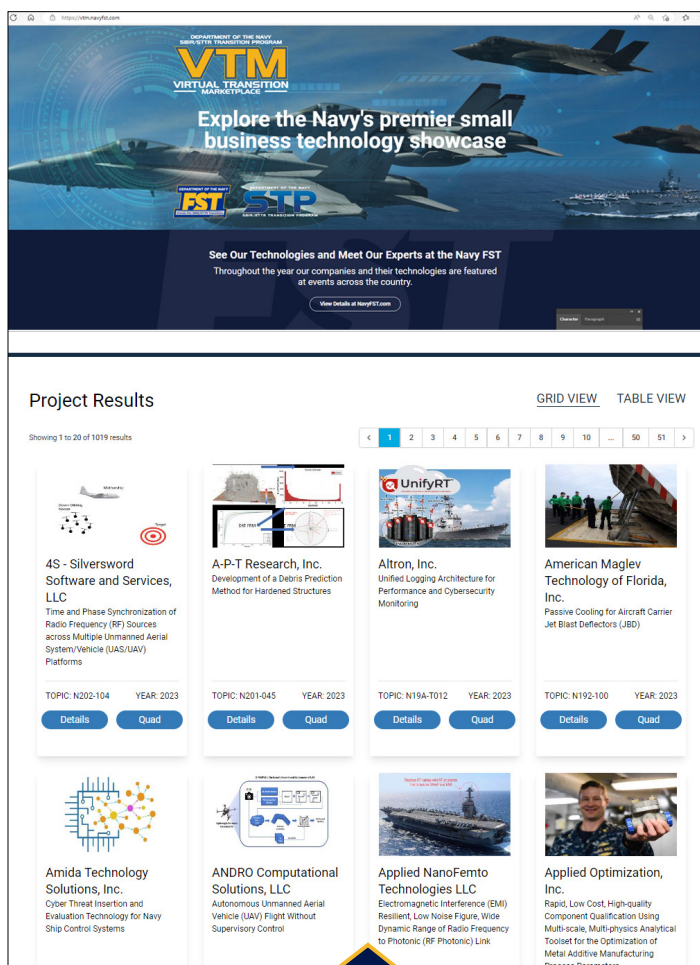
The Navy STP Virtual Transition Marketplace (Navy STP VTM) is the Navy's premier small business technology marketplace. Over 130 new Navy SBIR/STTR-funded technologies from the current Navy STP cohort are now available to help solve technical problems and address warfighter needs. To explore these innovative Phase II technologies, go to the Navy STP VTM at: <https://vtm.navyfst.com/>.

Each small business technology entry contains a technology abstract, quad chart, company capability brochure, and ways to contact the small business developing the technology. Several entries also include a recording of the company's 10-minute Tech Talk presentation. There are currently over 1000 mature and transition-ready technologies showcased in the marketplace.

The Navy STP VTM shows technology the Navy and Marine Corps have invested significant capital in. Each participant is a qualified government contractor who has met the competition clause of the Federal Acquisition Regulation (FAR) and is able to engage for future development using a sole source contract and other contracting vehicles to speed up the development timeline. Since sole source SBIR/STTR Phase III contracts are easy to implement, utilizing SBIRs and STTRs reduces the time needed to get technology out to the warfighter.

The Navy STP VTM provides a centralized resource for technologies ready to transition to DoD communities of interest in the following areas:

- Advanced Electronics
- Air Platforms
- Autonomy
- Biomedical (ASBREM)
- Command, Control, Communications, Computers and Intelligence (C4I)
- Cyber



The Navy STP Virtual Transition Marketplace is the Navy's premier small business technology marketplace. Over 130 new Navy SBIR/STTR-funded technologies from the current Navy STP cohort are now available on the Navy STP VTM to help solve technical problems and address warfighter needs.

- Electronic Warfare
- Energy and Power Technologies
- Engineered Resilient Systems
- Ground and Sea Platforms
- Human Systems
- Materials & Manufacturing Processes
- Sensors
- Sustainment
- Weapons Technologies

Visit the Navy STP VTM at <https://vtm.navyfst.com/> and find a great partner to help meet the needs of our warfighters.



## Learn about Emerging Tech at Upcoming Navy STP Innovative Technology Showcase Events

Navy SBIR Transition Program Innovative Technology Showcase (Navy STP Showcase) events feature Navy STP Phase II companies' technologies at multiple events throughout the year. These Navy STP Showcase events are designed to engage the fleet, primes, and acquisition stakeholders by promoting mature technologies that are ready for transition, connecting the small business innovators with Navy decisionmakers and industry across the country, identifying transition possibilities and facilitating transition.

The events promote mature technologies developed by companies participating in the Navy STP based on their Navy or Marine Corps sponsored SBIR/STTR Phase II awards. Navy STP Showcase events connect these small businesses with government and industry personnel through on-demand Tech Talks and an enhanced online presence via the Navy STP Virtual Transition Marketplace (Navy STP VTM), found at: <https://vtm.navyfst.com/>.

All events provide exposure of promising SBIR/STTR-sponsored technologies developed to address needs of the Navy, which may also have application across the Department of Defense and in commercial markets. The events present excellent opportunities for national security and defense stakeholders to review technology breakthroughs that may improve defense readiness and response capabilities.

Three Navy STP Showcases are scheduled in the next three months.

### **WEST 2023**

The first Navy STP Showcase event will be held at WEST 2023 on 14-16 February in San Diego.

There will be a Navy STP Showcase booth (#1709) for technology displays and opportunities

for discussion 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 at:

<https://navyfst.com/events/west-2023/>.

Visit the Navy STP Showcase booth focusing on Navy STP cohort members with leading edge technologies supporting:

- Advanced Electronics
- Autonomy
- Battlespace Environments
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Electronic Warfare
- Ground and Sea Platforms
- Human Systems
- Materials & Manufacturing Processes
- Sensors
- Sustainment
- Weapons Technologies

WEST is the premier Naval conference and exposition on the West Coast. 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. To register and learn more about WEST 2023, visit:

<https://www.westconference.org>.

### **NAVAIR & NAVSEA Innovative Technologies Showcase**

The second Navy STP Showcase event for the current program year will be the NAVAIR & NAVSEA Innovative Technologies Showcase on 14-16 March 2023 in Washington. Tech Talk presentations will be available on-demand online prior to the event. Presentations can be found at: <https://navyfst.com/events/navair-navsea-fst-days-2023/>.

*Learn about Emerging Tech at Upcoming Navy STP Innovative Technology Showcase Events...Continued*

Register to attend the NAVAIR & NAVSEA Innovative Technologies Showcase at: <https://events.navystp.com/login> Attendance is open to both government and industry personnel but is limited.

Over three days, the NAVAIR & NAVSEA Showcase will focus on Navy STP cohort members with innovative technologies in the following areas:

**March 14th**

- Advanced Electronics
- Autonomy
- Command, Control, Communications, Computers, & Intelligence (C4I)
- Cyber
- Electronic Warfare
- Energy and Power Technologies

**March 15th**

- Air Platforms
- Engineered Resilient Systems
- Ground and Sea Platforms
- Human Systems
- Sensors
- Weapons Technologies

**March 16th**

- Biomedical
- Materials & Manufacturing Processes
- Modeling and Simulation Technology
- Sustainment

**Sea-Air-Space**

The final Navy STP Showcase will be held at Sea-Air-Space 2023, the Navy League's Global Maritime Exposition. To learn about Navy STP participants' cutting-edge technology, visit booth # 537 at the event scheduled for 3-5 April at the Gaylord National Resort and Convention Center in National Harbor, Maryland. Tech Talk presentations will be available on-demand online prior to the event and can be found at: <https://navyfst.com/events/sea-air-space-2023/>.

The focus at this event will be on technologies advancing maritime systems and warfighting capabilities in the following technology categories:

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

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. To register and learn more about Sea-Air-Space 2023, visit:

<https://seairspace.org/>.

**Navy STP Connect**

In April 2023 Navy STP will hold virtual one-on-one meetings between industry or government representatives and Navy STP participants. These one-on-one meetings will enable in-depth discussions about the small businesses' technologies and potential transition opportunities.

For updates on showcased technologies, upcoming opportunities, and newly scheduled Navy STP Showcase events, visit:

[www.NavyFST.com](http://www.NavyFST.com).

## 2023 Upcoming Events

DATE	EVENT & LINK	LOCATION
April 3-5	Sea-Air-Space Conference and Exposition <a href="https://seairspace.org/">https://seairspace.org/</a>	National Harbor, Maryland
April 11-13	AIAA Defense Forum <a href="https://www.aiaa.org/defense">https://www.aiaa.org/defense</a>	Laurel, Maryland
April 18-20	MRO Americas Aviation Week <a href="https://mroamericas.aviationweek.com/en/home.html">https://mroamericas.aviationweek.com/en/home.html</a>	Atlanta
April 18-20	World Aviation Training Summit <a href="https://wats-event.com/">https://wats-event.com/</a>	Orlando, Florida
April 26-28	Army Aviation Mission Solutions Summit <a href="https://s7.goeshow.com/aaaa/missionsolutions/2023/index.cfm">https://s7.goeshow.com/aaaa/missionsolutions/2023/index.cfm</a>	Nashville, Tennessee.
April 30-May 1	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, Florida
May 8-11	AUVSI XPONENTIAL <a href="https://www.auvsi.org/events/xponential/xponential-2023">https://www.auvsi.org/events/xponential/xponential-2023</a>	Denver
May 9-11	Submarine Technology Symposium <a href="https://www.navalsubleague.org/events/submarine-technology-symposium/">https://www.navalsubleague.org/events/submarine-technology-symposium/</a>	Laurel, Maryland
May 9-12	BATTCON 2023 <a href="http://www.battcon.com/Media/Details/26261">http://www.battcon.com/Media/Details/26261</a>	Orlando, Florida
May 9-12	International Conference on Information Processing in Sensor Networks <a href="http://ipsn.acm.org/2023/">http://ipsn.acm.org/2023/</a>	San Antonio
May 10-11	Border Security Expo <a href="https://www.bordersecurityexpo.com/">https://www.bordersecurityexpo.com/</a>	El Paso, Texas
May 16-18	Marine Corps Aviation Association (MCAA) Annual Symposium <a href="https://www.flymcaa.org/annualsymposium">https://www.flymcaa.org/annualsymposium</a>	Dallas
May 20-22	Institute of Industrial and Systems Engineers Annual Conference and Expo <a href="https://iise.org/Annual/">https://iise.org/Annual/</a>	New Orleans
May 22-25	CLEANPOWER 2023 Conference & Exhibition <a href="https://cleanpower.org/expo/">https://cleanpower.org/expo/</a>	New Orleans
May 23-26	2023 Annual Modeling and Simulation Conference <a href="https://scs.org/annsim/">https://scs.org/annsim/</a>	Mowhawk College, Ontario, Canada
June 5-8	OCEANS 2023 <a href="https://limerick23.oceansconference.org/">https://limerick23.oceansconference.org/</a>	Limerick, Ireland
June 12-16	2023 AIAA Aviation Forum <a href="https://www.aiaa.org/aviation">https://www.aiaa.org/aviation</a>	San Diego and Virtual
June 13-15	MegaRust <a href="https://www.navalengineers.org/Symposia/MR2023_SBIR/STTR_Spring_Innovation_Conference">https://www.navalengineers.org/Symposia/MR2023_SBIR/STTR_Spring_Innovation_Conference</a> <a href="https://techconnectworld.com/SBIRSpring2023/">https://techconnectworld.com/SBIRSpring2023/</a>	Hampton, Virginia
June 19-21	SBIR/STTR Spring Innovation Conference <a href="https://techconnectworld.com/SBIRSpring2023/">https://techconnectworld.com/SBIRSpring2023/</a>	Washington
June 27-29	Modern Day Marine <a href="https://marinemilitaryexpos.com/modern-day-marine/home/">https://marinemilitaryexpos.com/modern-day-marine/home/</a>	Washington



## 2023 Upcoming Navy STP Innovative Technology Showcase Events



Tech Talks about the Navy STP Innovative Technology Showcase small businesses' technologies will be available at <https://vtm.navyfst.com>. Learn more about our Navy STP Showcases at [www.NavyFST.com](http://www.NavyFST.com)



**WEST 2023**  
San Diego  
14-16 February

### WEST 2023

Visit our showcase booth focusing on Navy STP cohort members with innovative technologies supporting Advanced Electronics, Autonomy, Battlespace Environments, C4I, Electronic Warfare, Ground and Sea Platforms, Human Systems, Materials & Manufacturing Processes, Sensors, Sustainment, and Weapons Technologies. Visit us at booth 1709.

Learn more about West 2023 at: <https://www.westconference.org>.



**NAVAIR & NAVSEA Innovative Technologies Showcase:**  
A Navy STP Showcase Event  
Washington  
14-16 March

### NAVAIR & NAVSEA Innovative Technologies Showcase: A Navy STP Showcase event.

The Innovative Technologies Showcase will focus on Navy STP cohort members with innovative technologies supporting Advanced Electronics, Air Platforms, Autonomy, Biomedical, C4I, Cyber, Electronic Warfare (EW), Energy & Power Technologies, Engineered Resilient Systems, Ground and Sea Platforms, Human Systems, Materials & Manufacturing Processes, Modeling and Simulation Technology, Sensors, Sustainment, and Weapons Technologies.

Register to attend the NAVAIR & NAVSEA Innovative Technologies Showcase at: <https://events.navystp.com/login> Attendance is open to both government and industry personnel but is limited.



**Sea-Air-Space 2023**  
National Harbor, Maryland  
3-5 April

### Sea Air Space Conference and Exhibition

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 & Manufacturing Processes, Modeling and Simulation Technology, Sensors, and Sustainment. Visit us at booth 537.

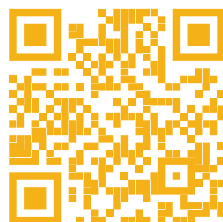
Learn more about Sea Air and Space at: <https://seairspace.org/>

**Tech Talks of the showcased technologies will be available at <https://vtm.navyfst.com>**



# STP

**NAVY SBIR TRANSITION PROGRAM**



[www.NavySTP.com](http://www.NavySTP.com)



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