



SBIR / STTR PROGRAM

Small Business Innovation Research / Small Business Technology Transfer
Small Business Program Office: sbir@darpa.mil

DARPA's mission is to make the pivotal early technology investments that create or prevent decisive surprise for U.S. national security.



MESSAGE I

Small Businesses must ensure they are ready to accept the level of effort, commitment, and investment required to bring an idea from the lab to the marketplace.

- Understand that the DARPA SBIR/STTR process is not linear, but is a continuous, iterative journey from proof-of-concept to prototype delivery and beyond.
- Understand that some technology areas may require additional feasibility studies related to the Phase I and/or additional testing and development during or after Phase II. Do not expect to go directly from Phase I to Phase II or directly from Phase II to Transition/Commercialization.

MESSAGE II

Small Businesses must align internal management activities with the government process to execute SBIR/STTR projects.

- Communicate with PMs and Contracting about positive and negative events to ensure contract requirements are met.
- Anticipate critical milestones; plan to add resources as required.
- Actively seek alternative funding arrangements. Do not rely solely upon the financial support of the SBIR/STTR award.
- Seek guidance from specialists such as attorneys, accountants, and contract administrators who can help coordinate SBIR/STTR requirements.

MESSAGE III

Small Businesses must plan for Transition and Commercialization throughout the entire process.

- Explore a diverse range of applications early in the process to help identify potential customers and investors.
 - Establish relationships with those who are willing and able to provide development or investment funds.
 - Seek opportunities to benchmark via concept or product demonstrations, or tests in operational environments.
- Participate in the Transition and Commercialization Support Program. The SBPO, in partnership with the T2C Team, can provide support.