



## Virtual Small Business Training Week 2021 August 17 - 19

### Session Q&As

Day 1: Tuesday, August 17 @ 4:30pm – 5:30pm

Session: Harnessing the Innovation of Small Businesses and Research Institutes through the SBIR/STTR Programs

**NOTE:** For additional future questions, please reach out to the central email:

[osd.ncr.ousd-r-e.mbx.sbir-sttr@mail.mil](mailto:osd.ncr.ousd-r-e.mbx.sbir-sttr@mail.mil)

<b>Q</b>	<b>When it gets to phase III is it commercial or does it have to remain non-commercial throughout all three phases?</b>
<b>A</b>	A Phase III is defined as an award that derives from, extends, or completes prior SBIR/STTR effort and is funded with non-SBIR/STTR funds. This definition contains two important components: the fact that a Phase III derives from, extends or completes prior SBIR/STTR effort or work; and the requirement that it be funded with non-SBIR/STTR funds. The government has an option the to purchase or license the technology that is derived from the Phase III technology. Small business concerns also have the option to sell or license the technology to commercial markets.
<b>Q</b>	<b>Is there a better process for Small Business Professional (SBP) to be better prepared (i.e notified of what organization Directorate has the need/requirement) to speak with these SBIR/STTR awardees? What we are seeing in the USSF/AF is these awards are being made and then the awardee is reaching out to Installation/Garrison Commanders to provide a Phase II demonstration. Commanders will contract their local SBP who then must play catch up.</b>
<b>A</b>	SBPs are encouraged to sign up for the DoD List Serve to be notified of the upcoming SBIR/STTR BAA notices as well as reach out to the agency's SBIR/STTR Program Manager.
<b>Q</b>	<b>What is the typical lead time for response from the Offer Date?</b>
<b>A</b>	It takes at least 6 months after submission for a successful application to receive an award. Please note that the duration the award time is approximate. Some applications will take longer or have a shorter award time than others to go through the process.
<b>Q</b>	<b>Can you please touch on AFWERX, and pitch days? Will other agencies be doing pitch days events? or "rapid contracting" events?</b>

A	Please reach out to AFWERX at <a href="mailto:afventures@afwerx.af.mil">afventures@afwerx.af.mil</a> to learn more about their pitch days. Each component has different virtual and in person events scheduled throughout the year. Please find links to each component SBIR/STTR page at <a href="https://rt.cto.mil/rtl-small-business-resources/sbir-sttr/contacts/">https://rt.cto.mil/rtl-small-business-resources/sbir-sttr/contacts/</a> or keep an out on events by visiting <a href="https://www.sbir.gov/events">https://www.sbir.gov/events</a> .
Q	<b>Can an offeror submit multiple proposals to the same agency at the same time - on different topics?</b>
A	<p>The short answer is "Yes," but there are a lot of factors to consider before recommending this approach to a small business.</p> <p>First, firms must follow each agency's unique proposal rules and requirements, which are provided in the BAA.</p> <p>Second, the proposal must be tailored to the interests, priorities, and culture of each agency. Firms should not write a generic "everyone will want one" proposal and submit it to all the agencies. Instead, firms should consider each agency's concerns and needs, their terminology, their level of emphasis on commercialization, and tailor each proposal to fit the agency.</p> <p>Third, firms are required to disclose in each proposal if they are submitting a "similar or related idea" to other agencies.</p> <p>Fourth, if the proposals are truly duplicative, and if multiple agencies select the firm's SBIR/STTR proposal, the firm can only accept one offer. Recommend that the firm notify the agencies to determine if there are substantial and important differences between the proposals submitted – the agencies must make this determination and decide if it is possible to make multiple awards, or perhaps cost share.</p> <p>One final bit of advice: do not submit multiple proposals on the same idea if it means that you have to sacrifice the quality of the proposals. We have known applicants who try to generate as many proposals as possible with the hope that one or more will be successful. If submitting two proposals means putting half as much time into each one as is needed to do a good job, then we suggest you pick one or the other and focus all your resources on it. SBIR/STTR demand high quality proposals, so don't sacrifice quality for quantity.</p>

**Questions Below Were Answered Live During the Presentation and Do Not Require an Additional Response**

Q	Is there a consolidated listing of SBIR projects, Phase 1 Awards, topics being solicited?
Q	Any suggestions for when a Small Business is looking for a "sponsor" to proceed?
Q	Where can one find information on awarding a purchase order for a SBIR phase III for the air force?
Q	So, in order to get involved with the SBIR a need has to be established. Can an SBIR be driven by industry?