



SMALL BUSINESS

FORUM & ANNUAL BUSINESS
MATCHMAKER/NETWORKING EVENT



SMALL BUSINESS FORUM:

Strengthening Small Business Participation in the Defense Industrial Base

MONDAY, 25 AUGUST 2025

2:40P.M. UNTIL 4:20 P.M.



PEO BES

MATCHMAKER & BUSINESS NETWORKING

MONDAY, 25 AUGUST 2025

4:25 P.M. UNTIL 5:30 P.M.

5:30 P.M. UNTIL 6:00 P.M.

*Appointment Only Matching Session

**Business Networking Session (Open to all)

Department of the Air Force

Mentor-Protégé Program (MPP)



Mr. Dave Morgan
SAF/SB
v. 12

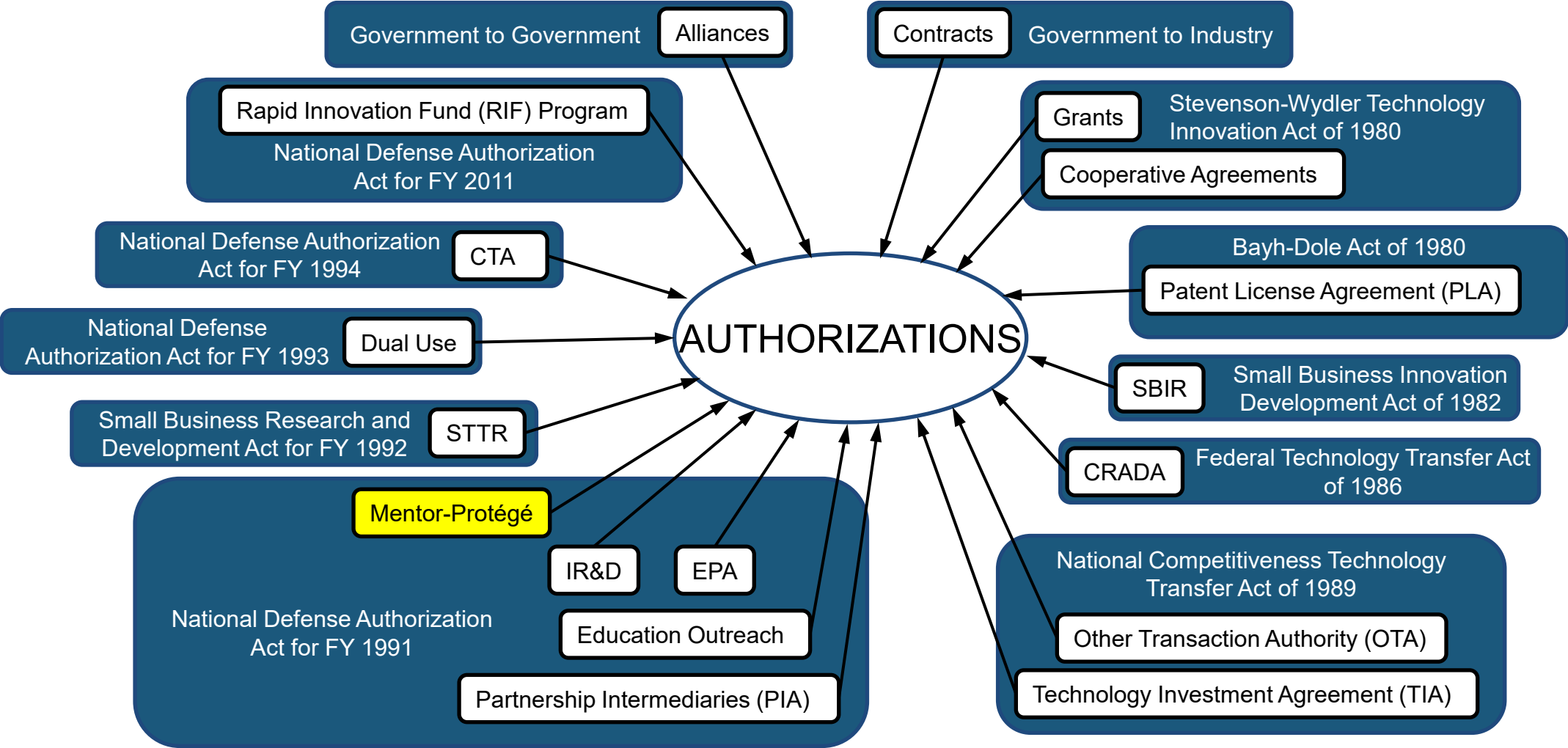


DEPARTMENT OF THE AIR FORCE SMALL BUSINESS PROGRAMS

- *Maximizing opportunities for United States-owned small businesses to deliver Combat Power for our Airmen and Guardians and to grow Economic Power for our Nation.*
- *Delivering DAF warfighting innovations and technological advantages, bringing efficient, agile warfighter solutions, and strengthening America's supply chains, through leveraging competitive, best-value US small business contributions.*



Partnership Authorities





Goals and Objectives



The Mentor-Protégé Program (MPP) provides developmental assistance designed to enhance the capabilities of disadvantaged* small business concerns (Protégé Firms) by partnering with eligible companies (Mentor Firms).

* Small business that is: HUBZone; Women-Owned; Service-Disabled Veteran-Owned; Owned and controlled by an Indian Tribe, Native Hawaiian, or Alaskan Native organization; Owned and controlled by socially and economically disadvantaged individuals; Qualified organization employing severely disabled individuals; Nontraditional defense contractor; or Currently provided good or services in the private sector that are critical to enhancing the capabilities of the defense supplier base and fulfilling key DoD needs



Increase participation of Protégé Firms as subcontractors and suppliers under DoD contracts and subcontracts, other Federal Government contracts, and commercial contracts.



Facilitates the establishment of long-term business relationships to develop a stable and robust small business Defense Industrial Base.



Types of Assistance

- **A MPA may provide the following types of developmental assistance:**
 - **General business development assistance;**
 - **Engineering and technical assistance (technology transfer); and**
 - **Any other assistance designed to develop the capabilities of the protege firm to:**
 - Participate in DoD, Federal, and/or commercial contracts and subcontracts; and
 - Increase small business subcontracting opportunities in industry categories where eligible protégés or other small business firms are not dominant in the company's vendor base.
- **A MPA must provide assistance in understanding contract regulations of the Federal Government and DoD (such as FAR, DFARS, DAFFARS, etc.).**



Engineering and Technical Assistance

- **Technical Program Management**
 - **Cybersecurity**
 - **Information Technology (IT)**
 - Software Development
 - IT Infrastructure
 - Network Support
 - The Internet of Things (IoT)
 - Cloud Computing
 - Authority to Operate (ATO)
 - **Quality**
 - Quality Management System (QMS)
 - Quality Control
 - **Operational Excellence (OpEx)**
 - Process Optimization
 - Modeling and Simulation (M&S)
 - **Product Lifecycle Management**
 - **Artificial Intelligence (AI)**
 - **Data Management**
 - **Workforce Development**
 - **Systems Engineering (SE)**
 - **Facility Security Clearance (FCL)**
 - **Design and Manufacturing**
 - Automation
 - Enterprise Resource Planning (ERP)
 - Supply Chain
 - Test and Evaluation (T&E)
 - Manufacturing Readiness Level (MRL)
 - Computer-Aided Design (CAD)
 - Design for Manufacturing and Assembly (DFMA)
 - Additive Manufacturing
 - Specific Manufacturing Processes
 - Modeling and Simulation (M&S)
 - Facility Layout
 - **Certifications**
-



General Business Development Assistance

- **Organizational Management**
- **Organizational Planning**
- **Change Management**
- **Business Development (BD)**
- **Sales**
- **Human Resource Management**
- **Financial Management**
- **Facilities Management**
- **Contract Management**
- **Understanding contract regulations of the Federal Government and DoD**
- **Business Ethics**
- **Enterprise Risk Management**
- **Executive / Leadership Coaching**
- **Knowledge Management**
- **Legal**
- **Program Management**
- **Certifications**



Other Mentor Assistance

- Award of subcontracts to the Protégé firm under DoD contracts or other contracts on a noncompetitive basis;
- Payment of progress payments for performance of the Protege firm under such a subcontract in amounts as provided for in the subcontract;
- Advance payments under such subcontracts;
- Loans; and
- Assistance obtained by the Mentor for the Protege from one or more **Authorized Subcontractor**.



Authorized Subcontractors

- **Authorized Subcontractors**
 - Historically Black Colleges and Universities (HBCUs)
 - Minority Serving Institutions (MSIs)
 - Small Business Development Centers (SBDCs)
 - Apex Accelerators (Formerly PTACs)
 - Manufacturing Extension Partnerships (MEPs)
 - Women Business Centers (WBCs)
 - Manufacturing Innovation Institutes (MIIs)
 - Independent 3rd Party Certifiers
 - All others require advance justification and approval



Benefits of the Program

Mentor:

- **Develop a high-quality subcontractor pool**
- Enhance the technical capability of the firm
- Pursue new market opportunities as part of a team
- Issue subcontracts to their Protégé on a non-competitive basis
- Receive cost reimbursement or Small Business subcontracting credit

Protégé:

- **Improve / gain competitive advantage**
- **Receive relevant and specific developmental assistance**
- Develop a business relationship with an experienced prime contractor
- Expand subcontracting opportunities
- Leverage expertise of the Mentor to bid on small business set-aside contracts
- May be able to receive funds for engineering, software development, and manufacturing customization (Protégé Technical Reimbursement Pilot Program)

DoD / DAF:

- **Support the warfighter**
- **Develop a more capable and robust Defense Industrial Base (DIB)**
- Combat obsolescence
- Assist in transition of innovative technology into Defense acquisition programs
- Ensures capacity & capability to support prime and subcontracting requirements
- Foster the establishment of long-term business relationships which benefit DoD, DAF, and the DIB



Mentor Eligibility

To be eligible to participate as a Mentor, an entity must:

- Be eligible for the award of a Federal contracts; and
- Demonstrate that it:
 - Is qualified to provide assistance that will contribute to the purpose of the program;
 - Is of good financial health and character;
 - Is not on a Federal list of debarred or suspended contractors; and
- Be capable of imparting value to a Protégé firm because of experience gained as DoD contractor or through knowledge of general business operations and government contracting, as demonstrated by evidence that such entity:
 - Received DoD contracts and subcontracts equal to or greater than \$25 Million during the previous FY;
 - Is a Prime contractor to DoD with an active subcontracting plan;
 - Has graduated from the 8(a) Business Development Program and provides documentation of its ability to serve as a Mentor; or
 - Demonstrates the capability to assist in the development of Proteges firms.



Protégé Eligibility

To be eligible to participate as a Protégé (disadvantaged small business concern), an entity must be:

- Eligible for the award of Federal contracts;
- Not more than the SBA size of standard for its primary North American Industry Classification System (NAICS) code;
- Not owned or managed by individuals or entities that directly or indirectly have stock options or convertible securities in the Mentor firm; and
- At least one of the following:
 - A qualified HUBZone small business concern;
 - A women-owned small business concern;
 - A service-disabled veteran-owned small business concern;
 - An entity owned and controlled by an Indian tribe;
 - An entity owned and controlled by a Native Hawaiian organization;
 - An entity owned and controlled by socially and economically disadvantaged individuals;
 - A qualified organization employing severely disabled individuals; or
 - A small business concern that:
 - Is a nontraditional defense contractor; or
 - Currently provides goods or services in the private sector that are critical to enhancing the capabilities of the defense supplier base and fulfilling key DoD needs.



Other Information

- OSD Office of Small Business Programs (OSBP) manages the Mentor application and approval process
 - Located at: <https://mpp.acq.osd.mil/mpp/#/>
 - Mentors required to revalidate approval every 5 years
- **Mentor firms are solely responsible for selecting Protégé firms**
- A Protégé firm may not be a party to more than one DoD MPA at a time
- There is no current limit on the number of MPAs for a Mentor
- A Protégé may have participated in the SBA Mentor-Protégé Program



Types of Agreements

Direct Reimbursement:

- Allows for direct Cost reimbursement-type contract with allowable costs, including:
 - Direct labor costs (for assistance by Mentor firm employees)
 - Assistance provided by Authorized Subcontractor(s)
 - Other costs

Cost Reimbursement as Credit:

- Costs incurred under Credit Agreement may be applied towards Small Disadvantaged Business subcontracting goals under any Federal Agency Subcontracting plan

Hybrid:

- Agreements start out as a Credit Agreement for the first year and then can be modified to include Reimbursable Agreement provisions for remainder of the agreement



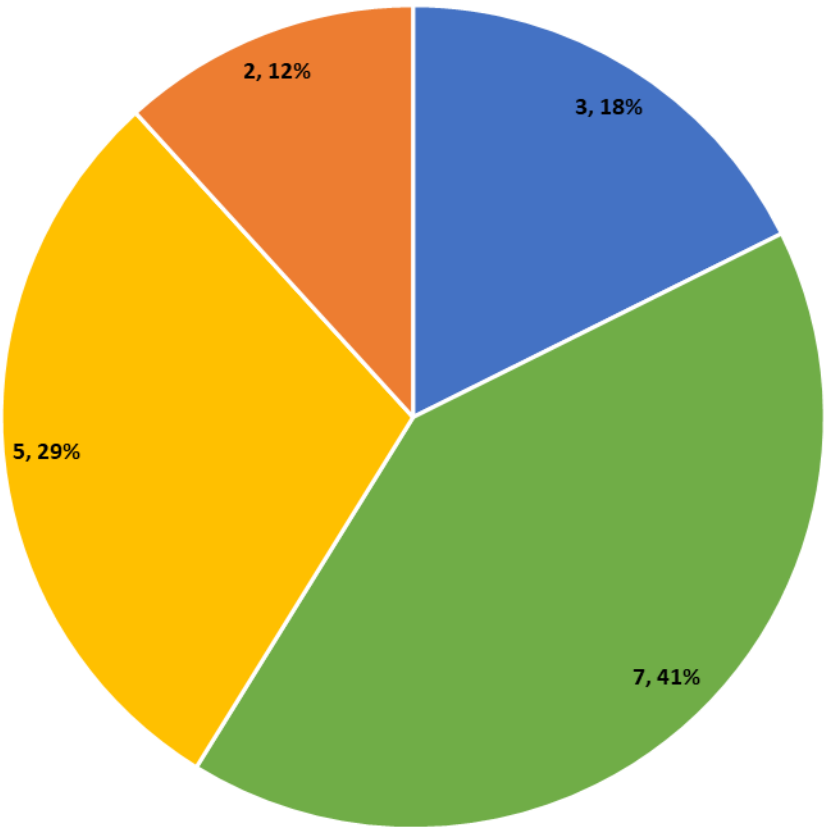
DAF MPP Objectives

- **The DAF MPP is looking for Mentor Protégé Agreements (MPA) that:**
 - a. Directly supports a DoD or DAF Program of Record;
 - b. Aligns with a DoD or DAF mission need or strategic plan; or
 - c. Increases the likelihood of success in transition and/or commercialization of a technology funded by another authority
- **DAF MPP Process:**
 - Issues a formal announcement via SAM.gov with a designated response timeframe
 - Utilizes a two-step process
 - Number of awards is determined by availability of funds



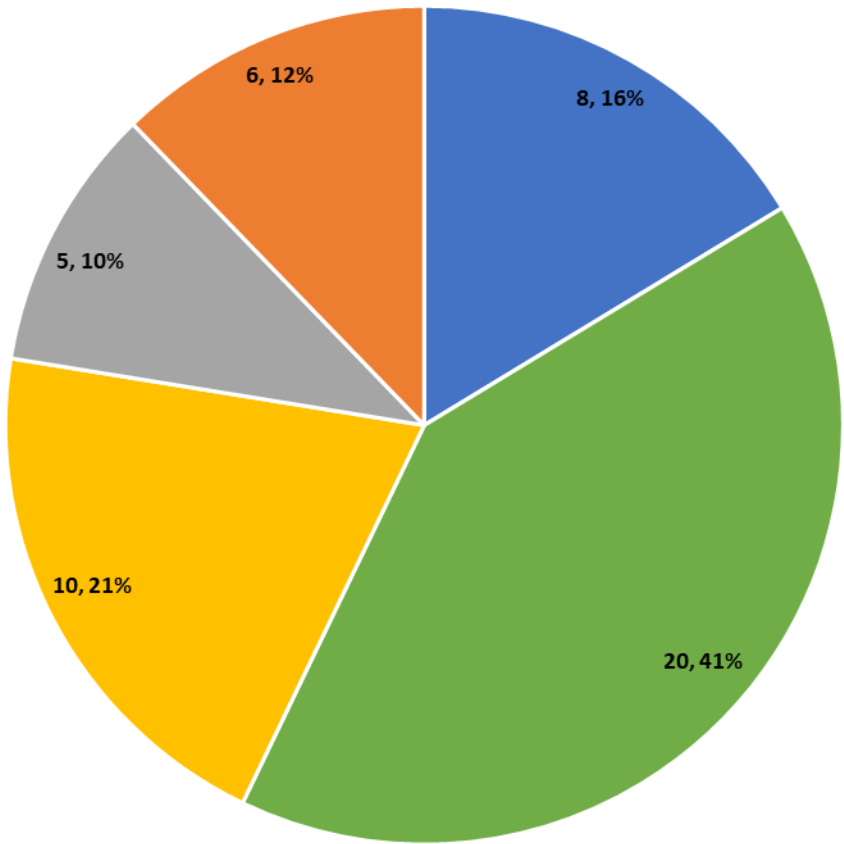
DAF MPP Statistics

Dept. Air Force Mentor Protege Agreements
Currently Active



- Technical and Engineering Services
- Part and Equipment Manufacturing
- Professional Services
- Medical / Medical Product Manufacturing
- Information Technology / Cybersecurity

Dept. Air Force Mentor Protege Agreements
FY15 to Present





DAF MPP Process

- Reference Past Announcement: <https://sam.gov/opp/1319725899e64b71bdca2e3ff6ce6d47/view>

Step 1 - Open Call Announcement

Tentative Agreement Package

1. Executive Overview
2. Proposed Agreement Information
3. Letters of Endorsement and Commitment
4. Executive Quad Chart
5. Protégé Pilot Initiative (PPI) Application

Selected Offeror – By Notification Only

Step 2 - Request for Proposal

Selected Offeror

1. Fully executed Mentor Protégé Agreement (MPA)
2. Cost Proposal
3. Technical Proposal

Contract Negotiations and Award!



DAF MPP Specifics

- **A minimum 50% of the total work effort must be Engineering and Technical Assistance**
- **Typical annual cost reimbursement is \$500,000 per year**
 - Must provide justification and demonstrate significant benefits to exceed
- **Do not require letter of affirmation from a Government Office, must show alignment to need or mission**
- **Allow non-traditional mentors** - DAF was the first to have a University as a Mentor
- **Participation by an Authorized Subcontractor is highly encouraged but is not required**
 - There is no minimum amount required
- **Mentor subcontracting to Protégé is highly encouraged but is not required**
- **Refer to Open Call for complete details and mandatory templates**
- **Other Military Services and Components may have different requirements**



Protégé Pilot Initiative (PPI)

- **The Protégé Pilot Initiative (PPI)** or as identified in statute, the Protégé Technical Reimbursement Pilot Program is:
 - A pilot program under which a Protege Firm **may receive up to 25 percent** of the reimbursement for which the Mentor Firm of such Protege Firm is eligible under the Mentor-Protege Program for a covered activity.
 - A covered activity is an **engineering, software development, or manufacturing customization** that the Protege Firm implements to ensure that a technology developed by the Protégé Firm will be ready for integration with a program or system of the Department of Defense.



Application of PPI

- **Funding is primarily intended for capital expenditures, not to offset labor expenses**
 - Potential exception for use in hiring new personnel, but requires assessment of supportability after MPP ends
- **The Protégé is responsible for identifying the items intended to be covered under this reimbursement, in coordination with the Mentor**
 - Mentor is ultimately not responsible for how the Protégé uses the funding, will not impact DCMA risk rating or CPARS
- **Protégé data rights regarding the technology they are developing will not be affected by the funding they receive under this initiative.**
- **All items purchased are the property of the Protégé**

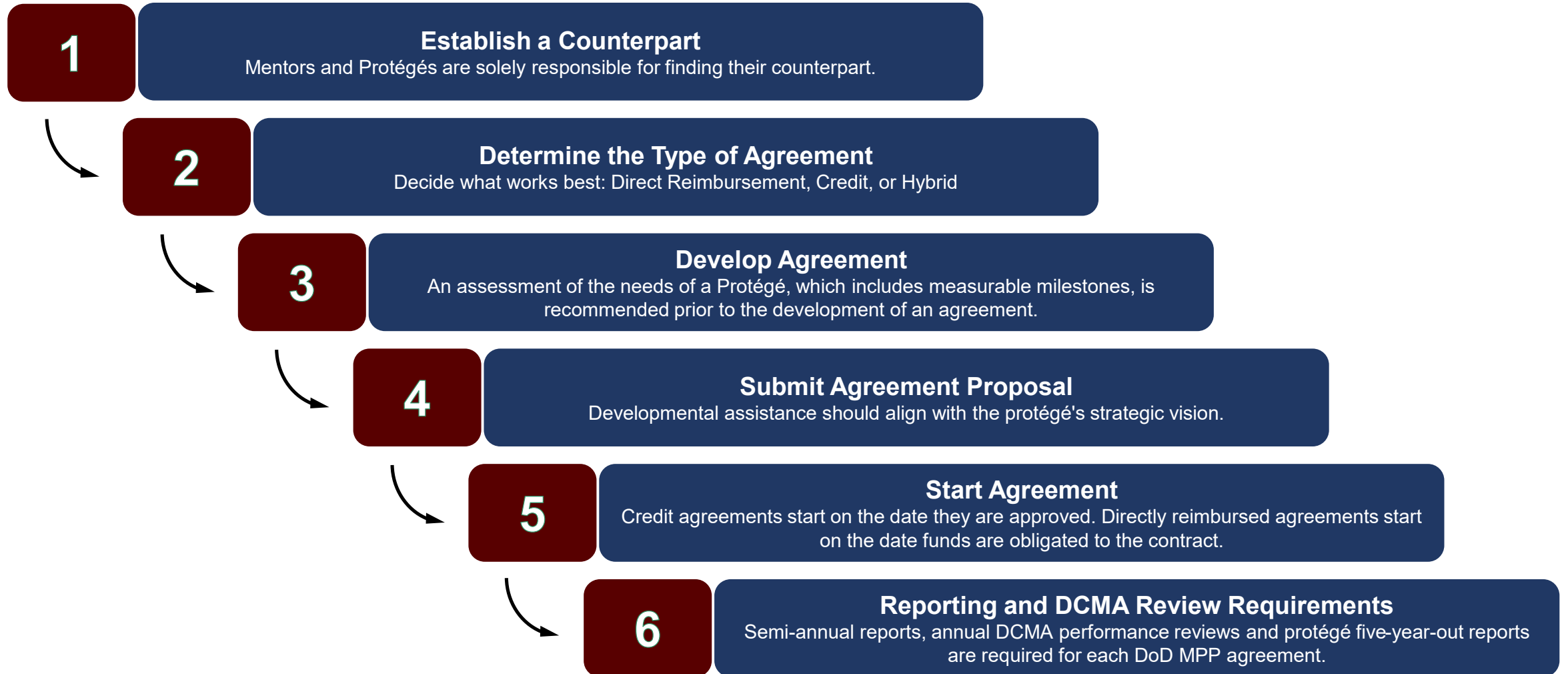


PPI Funding

- This is an additional annual amount and will not affect the amount of reimbursement approved for the Mentor
- Will be awarded as a separate line item on the Mentor's contract
 - Mentor is eligible for an amount not to exceed of 3% of the Protégé cost for administrative costs
- Example:
 - Core MPP agreement funding: \$500,000 per year
 - Eligible PPI is: 25% of \$500,000 or \$125,000
 - Mentor admin: 3% of \$125,000 or \$3,750
 - Total award: $\$500,000 + \$125,000 + \$3,750 = \$628,750$

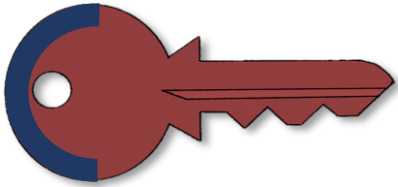


How to Participate



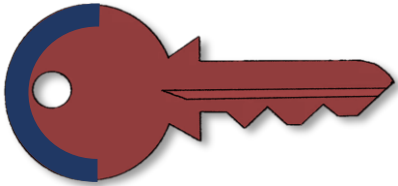


Keys to Successful Agreements



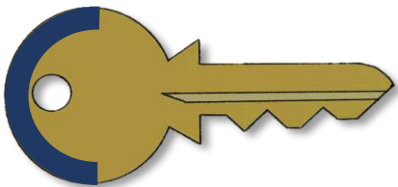
Mentor

- Recognize the Protégés limitations (resources and schedule)
- Focus on the critical areas the Protégé needs to rise to the next level of qualifications for competitiveness for both prime and subcontract opportunities
- The Authorized Subcontractors can be vital members of the team



Protégé

- Realistically evaluate the level of investment needed (time and money)
- Priority is being a business, somewhere after is being a Protégé
- Focus on the critical areas....
- Don't be afraid to ask for assistance



Communication and Commitment are keys to success!



Contact Information

Mentor Protégé Program Office

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Phone: 703-693-6047



DAF OFFICE OF SMALL BUSINESS PROGRAMS (SAF/SB)

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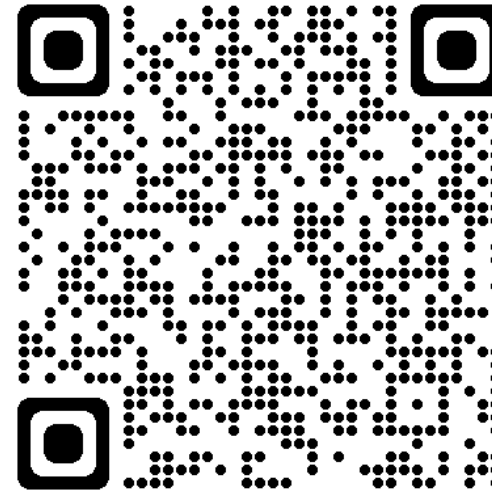


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Department of the Air Force
Small Business Website



DAF Small Business Website: www.airforcesmallbiz.af.mil

Email: DAFSmallBusinessInquiries@Outlook.com



U.S. AIR FORCE

Department of the Air Force Office of Small Business Programs

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MAXIMIZE SMALL BUSINESS OPPORTUNITIES
FOR AIR AND SPACE OPERATIONS.



USSF



Your Questions?



FAQ #1

“How should I find a Mentor?”

- Do you have a customer where you have a good history of providing goods or services to?
- Is there someone that is potentially interested in working with you “if you only had...”?
- If you are looking to see what companies are currently approved Mentors, please visit the DoD Office of Small Business Programs website (<https://business.defense.gov/Programs/Mentor-Protege-Program/>) and look under the “Additional Information” for a link to the current list but recognize you are not limited to only those on the list.
- We have new Mentors and new Proteges apply every announcement and win contracts.



FAQ #2

“Is it ok if a small business is not registered with SBA?”

- At the time of the Tentative Agreement Package submission, all parties (Mentor, Protégé, Subcontractors) must be registered in SAM.gov.
- Proteges should know their primary and secondary NAICS codes and register them.
- If you would like assistance with registering, there are many local resources available such as the:
 - APEX Accelerators (<https://www.apexaccelerators.us/#/>)
 - Small Business Development Centers (SBDCs) (<https://americassbdc.org/>), and
 - Women's Business Centers (WBCs) (<https://www.sba.gov/local-assistance/resource-partners/womens-business-centers>).



“Are there any minimum requirements for a small business?”

- **The Air Force has no minimum:**
 - Number of employees required,
 - Amount of annual revenue required, or
 - Length of time being in business.

However.....

- **You will need to have a conversation with any potential mentor(s). They may have a different view.**



“At what point should we consider participating?”

- **Mentor-Protégé is an intensive program for the proteges (not an insignificant investment). Some questions to consider:**
 - Have you reached a plateau when the next step in growth requires additional capabilities or certifications?
 - Do you have the needed infrastructure to be able to absorb the developmental assistance?
 - Do you have the needed resources available (time and money)?
- **Have an open and honest conversation with any potential mentor(s). Ask them for their honest evaluation on where you are and where you can improve.**

Department of the Air Force

Department of the Air Force (DAF)

Small Business Innovation Research (SBIR)

Small Business Technology Transfer (STTR)



Mr. Dave Morgan
SAF/SB
v. 3

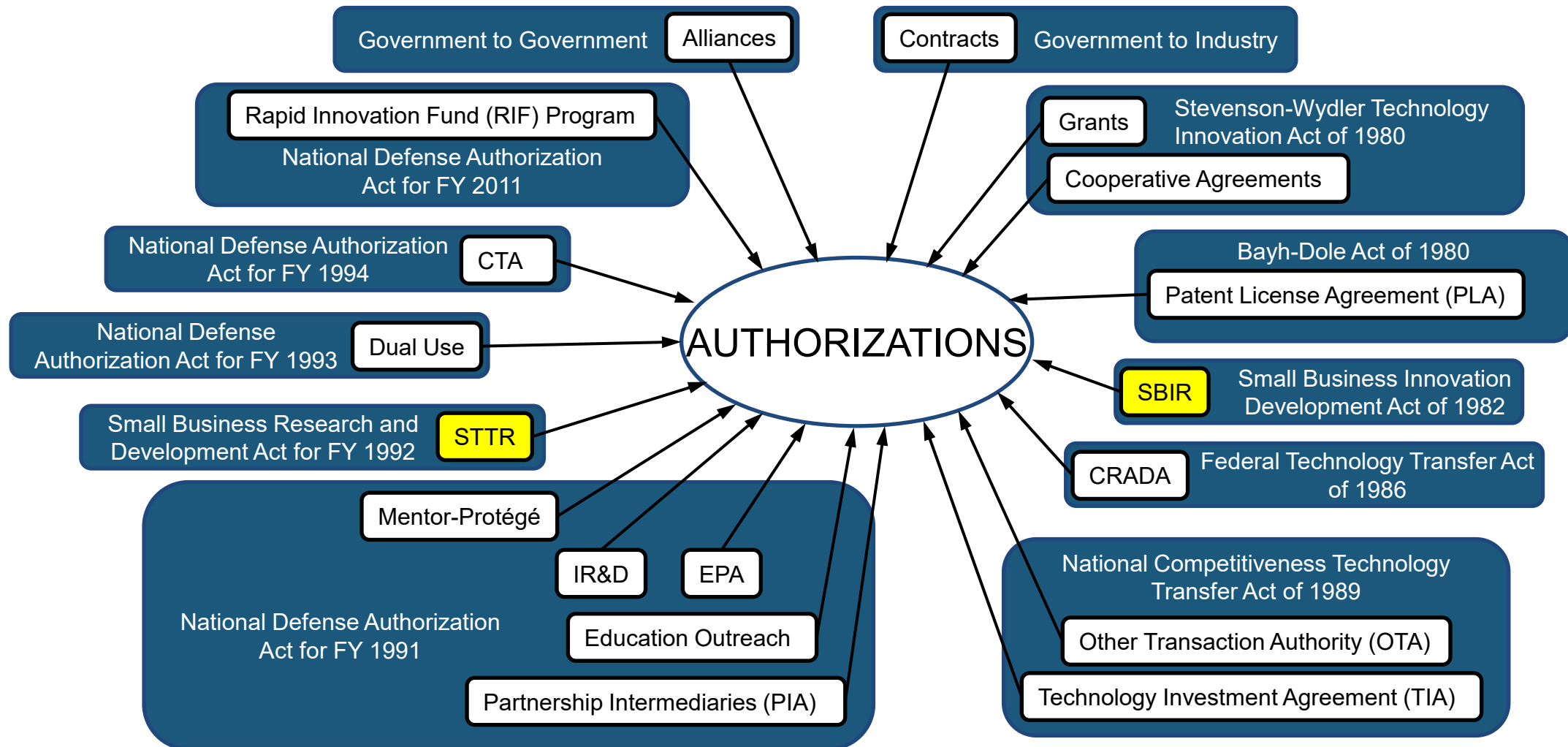


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Partnership Authorities





SBIR/STTR Program Goals

Small Business Innovation Research (SBIR) Program

Program Goals

- Stimulate technological innovation
- Increase small business participation in federally funded Research & Development (R&D)
- Foster participation by socially and economically disadvantaged firms in technological innovation
- Increase private sector commercialization of federal R&D

Small Business Technology Transfer (STTR) Program

Program Goals

- Create vehicles for moving ideas from research institutions to market
- Enable researchers to pursue commercial application of technologies
- Bridge funding gap between basic research and commercial product



About SBIR/STTR

Small Business Innovation Research (SBIR)

Small Business Technology Transfer (STTR)

- Funded as a set-aside assessment of extramural Research, Development, Test, and Evaluation (RDT&E) budget;
 - SBIR for Agencies with **>\$100M RDT&E** budget
 - STTR for Agencies with **> \$1B RDT&E** budget
- Small Business Administration (SBA) has programmatic authority over the Federal SBIR & STTR programs





3 Phased Program

The SBIR/STTR Programs are structured in three phases.

- Phase I determines the scientific, technical and commercial merit and feasibility of the ideas submitted.
- Phase II is the major research and development effort, funding the prototyping and demonstration of the most promising Phase I projects.
- Phase III is the goal of each SBIR/STTR effort and statute requires that Phase III work be funded by sources outside the SBIR/STTR Program.



Phase I:
Feasibility Study



Phase II:
**Full Research, R&D
to Prototype**



Phase III:
Commercialization



Phase I: Feasibility



Purpose

- Determine the scientific, technical, and commercial merit and feasibility of ideas proposed

Solicitation

- Small businesses submit proposals in response to agency requirements, as defined by topics contained in an agency solicitation
- Topics may be general or narrow in scope, depending on the needs of the agency

Phase I Award

- SBIR: up to \$314,363 over a period of 6 months
- STTR: up to \$314,363 over a period of 12 months
- Several different proposed solutions to a given problem may be funded

Dollar values show are maximum SBA Limits, individual agency limits may be different



Phase II: Prototyping



Purpose

- Major R&D effort, funding the most promising Phase I projects
- Expected to produce and demonstrate a well-defined, deliverable prototype

Solicitation

- No solicitation for Phase II proposals
- Phase I awardees are eligible to submit a Phase II proposal
- Can not invite, pre-screen, or pre-select
- Phase I awardees may be from any Agency

Phase I Award

- SBIR: up to \$2,095,748 over a period of 24 months
- STTR: up to \$2,095,748 over a period of 24 months
- Limits one additional Phase II award for continued work

Dollar values show are maximum SBA Limits, individual agency limits may be different



Phase III: Commercialization



Purpose

- Commercializing work that derives from, extends, or completes an effort performed under prior SBIR/STTR agreements, including:
 - Activity in the military or private sector
 - SBIR/STTR-derived products or services
 - Continuation of R&D

Participation

- SBIR/STTR funds cannot be used for Phase III contracts
- Only businesses that were awarded Phase I or II contracts are eligible to participate in Phase III

Phase III Award

- No limit on number, award amount, or duration of Phase III contracts
- May be awarded on a **sole-source basis** without further competition
- Small business size standards do not apply to Phase III
- Awarding agency will notify small business if product is deemed not practicable for Phase III contract



Eligibility Requirements

- Is organized for profit, with a place of business located in the United States (US), which operates primarily within the US, or which makes a significant contribution to the US economy
- Be a concern which is more than 50% directly owned and controlled by one or more individuals who are US citizens or permanent resident aliens, other business concerns, Indian tribe, Native Hawaiian Organization (NHO), or Alaska Native Corporation (ANC) or combination of these
- Has, including its affiliates, not more than 500 employees
- Special requirements for multiple venture capital operating companies, hedge funds, private equity firms, or any combination of these.

Be sure to read the full eligibility requirements on SBIR.gov
<https://www.sbir.gov/about#eligibility>



Comparing SBIR and STTR

	SBIR	STTR
Assessment	3.2%	0.45%
Partnerships	Research partnerships are allowed	Partnership with a non-profit U.S. research institution (RI) is required
Work Requirement	Small business may outsource: <ul style="list-style-type: none">• 33% of Phase I research• 50% of Phase II research	Minimum work requirements: <ul style="list-style-type: none">• 40% by small business• 30% by RI The remaining work may be done by either or outsourced
Principal Investigator (PI)	Primary employment (>50%) must be with the small business	PI must be employed by either the RI or small business

- The small business is always the Prime contractor



Federal Agencies

SBIR + STTR Programs



Department of
Defense (DoD)



Department of
Health and Human
Services (HHS)



Department of
Energy (DoE)



National Aeronautics
and Space
Administration (NASA)



National Science
Foundation (NSF)

SBIR Program only:



Department of
Agriculture
(USDA)



Department of
Education (DoEd)



Department of
Transportation (DoT)



Environmental
Protection
Agency (EPA)



Department of
Homeland Security
(DHS)



Department of
Commerce
(DoC)



DoD Participating Organizations



Army



Navy



Air Force



Missile Defense Agency (MDA)



Defense Threat Reduction Agency (DTRA)



Defense Microelectronics Activity (DMEA)



Defense Advanced Research Projects Agency (DARPA)



Defense Health Program (DHP)



Chemical and Biological Defense (CBD)



Special Operations Command (SOCOM)



Defense Logistics Agency (DLA)



National Geospatial Intelligence Agency (NGA)



Why Small Businesses Participate

- Largest source of Federal R&D funds for small businesses
- SBIR invests more than VC community in pre-seed and early-stage technology
- No dilution of equity
- Company retains data rights for 20 years
- Follow-on Phase III awards can be sole-source
- Company may maintain ownership of equipment purchased under Phase I and Phase II
- Builds credibility to company's research while learning government contracting processes to become a supplier
- Some state economic development programs, angels, and VC use SBIR as a pre-qualifier for their investment



How DoD Benefits



- Safe way to try out high-risk R&D
- Small businesses are often more cost effective and innovative than large primes (i.e., agile, niche)
- Test drive new companies while they establish a track record
- Allows Acquisition programs to establish 2nd source/method to augment ongoing programs (risk management)



DAF Program: About

Open Topic:

- Technology-agnostic solicitation
- Encourages commercial industry to submit dual-use technology solutions without having a known end-user
- Used to capture the best capabilities and emerging technologies that can impact our Airmen and Guardians

Specific Topic:

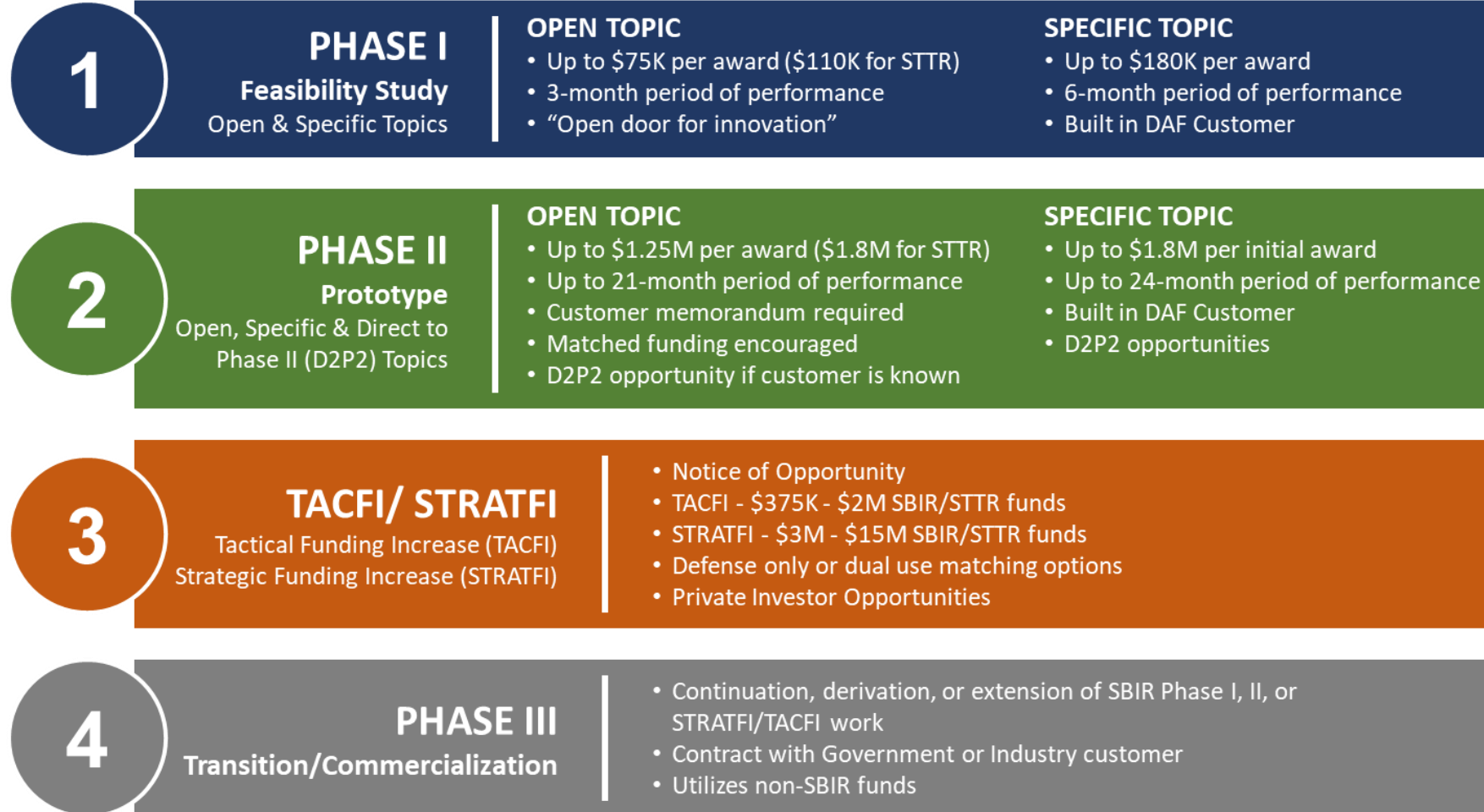
- Seeks innovative solutions for a particular problem set defined by a DAF end user or customer
- Many times, the topics and requirements are not a dual-use capability and are specific to the DoD
- These topics have clearly-defined requirements and a known DAF customer built into the topic solicitation

STRATFI / TACFI:

- STRATFI (Strategic Funding Increase) Program
- TACFI (Tactical Funding Increase) Program
- Awards help scale Phase II efforts to the level needed to achieve better technology transitions
- De-risks development through syndication with multiple transition focused partners and leveraging outside investment



DAF Program: Details





Defense SBIR/STTR Innovation Portal (DSIP)

- The single site for all of DoD SBIR and STTR solicitations

<https://www.dodsbirsttr.mil/submissions/login>

Use DSIP to:

- Find a Solicitation
- Find a Topic
- Register Your Firm
- Start a Proposal
- Submit Proposal

The screenshot shows the DSIP homepage with a navigation bar at the top containing links for HOME, SOLICITATION INFO, PROGRAM INFO, and a Login/Register button. The main content area features a welcome message and a sign-up section for the DSIP Listserv. Below this, there are quick links for solicitation documents and topics, and a section for active solicitations.

DSIP Defense SBIR/STTR Innovation Portal
Proposal Submissions

HOME SOLICITATION INFO PROGRAM INFO Login/Register

Welcome to the DSIP (Defense SBIR/STTR Innovation Portal)!

Sign Up for the DSIP Listserv

It is recommended that all DSIP users sign up for the DSIP Listserv to receive emails regarding upcoming topics, updates to BAA, and SBIR-related events by clicking on the DSIP Listserv in the below Quick Links. To check if you are already subscribed, you can enter your email on the Listserv sign up page and the system will confirm your membership status or, if you are not yet a member, it will send you a confirmation email. New members must click the link in the confirmation email to finalize membership.

For further information on the DSIP Listserv, please contact DSIP Support at DoDSBIRSupport@reisystems.com.

Quick Links

- Solicitation Documents & Instructions**
View active and archived solicitations
- Topics and Topic Q&A**
View available topics for each solicitation and ask questions during Pre-Release periods

Active Solicitations

- DoD SBIR 2024.4**
12 Topics Active
- DOD STTR 2024.D**
2 Topics Active



DoD SBIR/STTR Schedule

- Remaining schedule for FY25
- Not every Service or Agency may be in every solicitation
- Solicitation Schedule is subject to change

FY 2025 DoD SBIR/STTR Solicitation Schedule			
Solicitation Cycle	Announcement Period		
	Pre-Release Date	Open Date	Close Date
SBIR 25.4/STTR 25.D Release 11 SBIR 25.3/STTR 25.C	6-Aug-25	27-Aug-25	24-Sep-25
SBIR 25.4/STTR 25.D Release 12	3-Sep-25	24-Sep-25	22-Oct-25



DoD SBIR/STTR Schedule

- Every month, DoD issues two SBIR and two STTR solicitations
 - BAA for SBIR and STTR – Specific Topic
 - CSO for SBIR and STTR – Open Topic
- Not every Service or Agency may be in every solicitation
- Solicitation Schedule is subject to change

FY 2026 DoD SBIR/STTR Solicitation Schedule							
Solicitation Cycle	Announcement Period			Solicitation Cycle	Announcement Period		
	Pre-Release Date	Open Date	Close Date		Pre-Release Date	Open Date	Close Date
SBIR/STTR BAA & CSO Release 1	1-Oct-25	22-Oct-25	19-Nov-25	SBIR/STTR BAA & CSO Release 7	1-Apr-26	22-Apr-26	20-May-26
SBIR/STTR BAA & CSO Release 2	5-Nov-25	3-Dec-25	7-Jan-26	SBIR/STTR BAA & CSO Release 8	6-May-26	27-May-26	24-Jun-26
SBIR/STTR BAA & CSO Release 3	3-Dec-25	7-Jan-26	4-Feb-26	SBIR/STTR BAA & CSO Release 9	3-Jun-26	24-Jun-26	22-Jul-26
SBIR/STTR BAA & CSO Release 4	7-Jan-26	28-Jan-26	25-Feb-26	SBIR/STTR BAA & CSO Release 10	1-Jul-26	22-Jul-26	19-Aug-26
SBIR/STTR BAA & CSO Release 5	4-Feb-26	25-Feb-26	25-Mar-26	SBIR/STTR BAA & CSO Release 11	5-Aug-26	26-Aug-26	23-Sep-26
SBIR/STTR BAA & CSO Release 6	4-Mar-26	25-Mar-26	22-Apr-26	SBIR/STTR BAA & CSO Release 12	2-Sep-26	23-Sep-26	21-Oct-26



Communication During a Solicitation

Specific Topic

■ **Pre-release**

- Small businesses are permitted to email the Technical Point of Contact (TPOC) to ask technical questions about the topics.
- The topics will include contact information for the assigned TPOC.

■ **Open Period**

- Questions should be limited to specific information related to improving the understanding of a particular topic requirement.
- Questions and answers deemed to be useful to all proposing firms will also be posted to the DSIP Topic Q&A

Open Topic

- Open Topic does not have a pre-release and only has an open period.
- No direct communication between small business and DAF personnel/subject matter experts is permitted
- 'Ask Me Anything' (AMA) webinars are hosted during each open solicitation period to provide an opportunity to ask questions



Required Registrations

In order to submit a proposal, your company must be registered with the following four databases:

- **Unique Entity Identifier (UEI)**
 - Replaced DUNS number, requested and assigned in SAM
- **System for Award Management (SAM)**
 - Allows your company to get paid
 - Process can take up to six weeks
- **Small Business Administration's Company Registration**
 - Will need your UEI and Tax ID or EIN
- **Defense SBIR/STTR Innovation Portal (DSIP)**
 - Department of Defense proposal submission portal
 - <https://www.dodsbirsttr.mil/submissions/login>



Due Diligence Program

- Due diligence program to assess security risks presented by small business concerns seeking a Federally funded award
 - SBIR and STTR Extension Act of 2022 (Pub. L. 117-183)
- Collect *Disclosures of Foreign Affiliations or Relationships to Foreign Countries*
- Conduct a risk-based due diligence review:
 - Cybersecurity practices
 - Patent analysis
 - Employee analysis
 - Foreign ownership of a small business concern - financial ties and obligations of the SBC and employees to a foreign country, foreign person, or foreign entity.
- Assess proposals utilizing open-source analysis and analytical tools, for the nondisclosures of the information set forth in 15 U.S.C. 638(g)(13).

Effective June 2023



Increased Minimum Performance Standards

Phase I to Phase II Transition Rate Benchmark

- 51 or more Phase I awards during past five fiscal years (excluding current yr.)
- Requires an average of one Phase II for every two Phase I awards received during the measurement period

Commercialization Rate Benchmark

- Tier One: 51+ Phase II awards over last 10 years, requires average at least \$250,000 in aggregate sales and investments per Phase II
- Tier Two: 101+ Phase II awards over last 10 years, requires average at least \$450,000 in aggregate sales and investments per Phase II

Effective April 2023
[Sbir.gov/performance-benchmarks](https://sbir.gov/performance-benchmarks)



Helpful Hints

- Each Service and Agency is different. Read and follow announcement instructions
- Know your customer. Make sure your approach is relevant
- Take advantage of the pre-release. Contact the TPOC to ask questions
- Emphasize your innovative approach. Articulate how it compares to the state of the art
- Clearly and concisely answer who, what, when, where, how, and importantly, why
- If there are technical barriers...address them!
- Don't underestimate commercialization. State your plan NOW!
- Provide a detailed work plan and schedule with tasks that flow smoothly
- Ensure that the proposed solution is reasonable, realistic, and feasible
- Check spelling and grammar. Proposals can be difficult to read due to poor grammar

READ AND FOLLOW ANNOUNCEMENT INSTRUCTIONS



Resources

SBIR.gov Tutorials

<https://www.sbir.gov/tutorials/>

DSIP Tutorials

<https://www.dodsbirsttr.mil/submissions/learning-support/training-materials>

AFWERX Weekly Webinar Series and FAQs:

<https://afwerx.com/afventures-weekly-webinar-series/>

SBIR/STTR Help Desk

usaf.team@afsbirsttr.us



DAF OFFICE OF SMALL BUSINESS PROGRAMS (SAF/SB)

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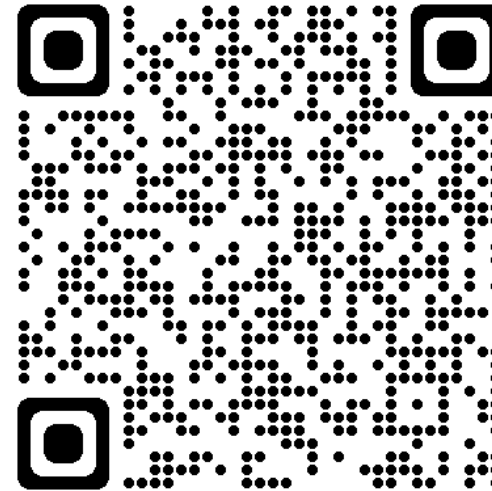


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QUESTIONS?

**SEND AN EMAIL TO
BESSTRATCOMM@US.AF.MIL**