Getting Onboard with SBIR
An in-depth look at the Small Business Innovation Research Program with Director Dusty Lang
July 6, 2021

presented by the Department of Homeland Security Science & Technology Directorate
SMALL BUSINESS INNOVATION RESEARCH PROGRAM

PHASE I Scientific and Technical Feasibility Study
PROOF OF CONCEPT
- Typically $150,000 threshold
- Funded with SBIR funds
- 2/3 of work must be performed by the small business
- All work must be performed in the U.S.
- Typically 5 months in duration
- Up to an additional $6,500 may be provided for Technical and Business Assistance
- Participation in DHS/NSF I-Corps Program at $50K

PHASE II Full Research/R&D
PROTOTYPE DEMONSTRATION
- Typically $1,000,000 threshold
- Funded with SBIR funds
- 50% of work must be performed by the small business
- Typically 24 months in duration
- All work must be performed in the U.S.
- $50K may be proposed for technical and business assistance (inclusive of threshold)
- Potential for Commercialization Readiness Pilot Program funds

PHASE III Commercialization
- Funded with non-SBIR dollars
- No dollar or time limits
- Size standards do not apply
- For work that derives from, extends, or completes Phase I/Phase II efforts
- Can be directed award; competition satisfied in Phase I & II

17% of Phase I submissions received a Phase I award
755 PHASE I AWARDS
46% of Phase I awards received a Phase II award
350 PHASE II AWARDS
57%+ of Phase II projects received Phase III funding
200+ PHASE III AWARDS

DIVERSE PERSPECTIVES + SHARED GOALS = POWERFUL SOLUTIONS

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DIVERSE PERSPECTIVES + SHARED GOALS = POWERFUL SOLUTIONS
SBIR | Supporting the DHS Mission

- Federal Emergency Management Agency (FEMA)
- Customs and Border Protection (CBP)
- U.S. Coast Guard (USCG)
- Transportation Security Administration (TSA)
- Immigration and Customs Enforcement (ICE)
- Cybersecurity and Infrastructure Security Agency (CISA)
- U.S. Secret Service (USSS)
- Countering Weapons of Mass Destruction Office (CWMD)
- First Responders

DIVERSE PERSPECTIVES + SHARED GOALS = POWERFUL SOLUTIONS
Typical Annual Solicitation Timeline

- Solicitation information at: [https://sbir2.st.dhs.gov/portal/SBIR/](https://sbir2.st.dhs.gov/portal/SBIR/)
- Topics determined by DHS in response to component and homeland security needs
- Annual solicitation released December (Pre-Solicitation Mid-November)
Other SBIR Opportunities

Innovation Corps (I-Corps)
- Six-week “Commercialization Bootcamp” managed by National Science Foundation
- Businesses learn their customer base needs
- DHS funds a limited number of SBIR Awardees to participate every year
- DHS provides funding to help costs

Commercialization Assistance Marketplace (CAM) Program
- Offered to all Phase II Awardees
- Assess needs to help the company move forward towards successful commercialization
- Provide support for market research, strategic planning, and other

Commercialization Readiness Pilot Program (CRPP)
- Must derive from a nearly completed DHS SBIR Phase II, be a promising technology with clear technology path, and be ready for testing
- $200K, 12-month effort to test Phase II prototype results with the focus of raising its Technology Readiness Level (TRL)
- Funds help address transition issues

Other Agency Technology Solutions (OATS)
- SBIR Policy allows federal agencies to award subsequent Phase IIs from other federal agencies’ Phase I or Phase II
- DHS OATS was established in 2015 to leverage the SBIR investment of other agencies that can satisfy DHS mission needs
- Typically, about four per year

DIVERSE PERSPECTIVES + SHARED GOALS = POWERFUL SOLUTIONS
Deconstructing SBIR Webinar Series

In the *Deconstructing SBIR* webinar series, DHS’s SBIR team breaks down particulars of the program and highlights opportunities for small businesses to work with S&T.


DIVERSE PERSPECTIVES + SHARED GOALS = POWERFUL SOLUTIONS
## Proposal Dashboard

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<th>Requirements</th>
<th>Status</th>
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![Image of Proposal Dashboard](image-url)
Period of Performance over allowed timeline
Small Business Concern ID not included

Have you registered with the company registry at SBIR.gov?

Yes

If yes, provide your SBC Control ID: SBC_

Reminder: Append your PDF from SBIR.gov’s company registry to your technical proposal.
Cost Proposal: Total Cost over the dollar threshold
### Proposal - exceeded page limit

**PROPOSAL UPLOADS**

For details, please refer to the solicitation details located at FedBiz:Opps website.

Use this form to upload your file. Find the file to upload using the "Browse..." button below. When ready to upload, click on the "Upload Now" button.

- It must be in PDF format.
- Do not include forms in this document.
- The file size must not exceed the maximum size listed in the solicitation.
- File name must not exceed 100 characters.
- Uploading a new document will replace the previous uploaded document.

**NOTE:** Do not upload classified information through this page.

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*Back to Dashboard*
**Briefing Chart Instructions**

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* Required Upload

[Upload Now]
DHS SBIR is seeking 5-page (single sided) white papers to learn how SBIR/STTR awardees from other federal agencies think their technologies may apply to the requirements provided for the following topics:

- **5G Internet of Things Situational Awareness System**

- **Autonomous Vessel Tracking for Ports and Waterways**

- **Standoff Chemical, Biological, Radiological, and/or Nuclear Threat Detection for City Wide Coverage**
National SBIR Week

www.sbirroadtour.com

Join entrepreneurs across the nation virtually to learn about

America’s Seed Fund

2021 National SBIR Week | July 19 - July 23

Learn how to access $4 billion in non-dilutive technology funding for startups, innovators, and small firms.

SBIR Resources

- DHS SBIR Program Website
  https://sbir2.st.dhs.gov

- DHS S&T Website
  www.dhs.gov/science-and-technology/sbir

- DHS SBIR Success Stories

- DHS Small Business Assistance
  www.dhs.gov/small-business-assistance

- DHS SBIR Office
  STSBIR.Program@hq.dhs.gov
  202-254-7000

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Connect with Us

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Small Business Innovation Research Program
Join our mailing list: https://sbir2.st.dhs.gov
Next Month on Insights Outreach!

An Industry Partnerships Webinar Series

R&D Addressing DHS Missions
Priorities, Partnerships, and Demand Signals

Tuesday, August 3, 2021  |  2–3 p.m. ET