




Small Business Innovation Research

# Small Business Innovation Research (SBIR) Program

## TARDEC Focus

The U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC) is focused on partnering with customers, industry and academia to harness new technologies for emerging systems, reduce operating and maintenance costs to fielded systems and ensure that our Soldiers have the best performing, most reliable and easiest to maintain ground vehicles in the world.

The TARDEC mission is to research, develop, engineer, leverage and integrate advanced technology into ground systems and support equipment throughout the life cycle.

TARDEC's SBIR Program specifically seeks out those companies interested in automotive technologies that will contribute to the Army's mission and have potential commercial applications. The program begins with establishing feasibility and technical merit and ends with the integration of a product into Army programs and/or the commercial market.

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**TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.**



## Overview

In 1982, Congress established the SBIR Program to ensure representation of small businesses in federal research and development (R&D) initiatives. The program is administered in accordance with the Small Business Administration SBIR Policy Directive. The SBIR Program is managed locally by TARDEC's National Automotive Center (NAC) as one of the U.S. Army's participating organizations. The SBIR Program's goal is to tap into the innovation and creativity of small businesses to help meet TARDEC's R&D objectives and to develop technologies, products and software that can be commercialized through sales in the private sector or to the government.

TARDEC scientists and engineers develop topics that address technology needs. Topics go through a rigorous review process beginning at the local command and concluding with a final selection board at Department of Defense (DOD) level. Topics are posted on DOD's Web site at <http://www.acq.osd.mil/osbp/sbir/>. For more information about the Army SBIR Program, go to <http://www.armysbir.com>.

### Phase I – Feasibility Study

Phase I projects are competitively selected from the proposals submitted against the topics. Once the proposals are received, they go through an evaluation and selection process to determine the best and most innovative projects. One in 10 quality proposals are awarded a Phase I contract. Phase I is a feasibility study in which a small business will receive up to \$70,000 for a 6-month project to demonstrate the selected concept's scientific, technical and commercial feasibility. An option is available for up to \$50,000 for interim activities between Phase I and Phase II, if a project is selected to receive a Phase II award.

### Phase II – Development

Successful Phase I projects are invited to participate in the SBIR Program's next phase. Phase II represents a major R&D effort, culminating in a deliverable prototype. The small business will receive up to \$730,000 over a 2-year period to develop a technology, product

or software that addresses specific TARDEC and Army requirements, but also has potential for commercialization. All qualified Phase I efforts are invited to participate in a Phase II project. Approximately 50 percent of reviewed projects are selected and funded for Phase II awards.

### Phase III – Commercialization

Commercialization is the ultimate goal of every SBIR effort. While no SBIR funding is available in Phase III, private sector funding is pursued to commercialize Phase II projects, or a federal agency may fund Phase III activities to enable its own application of the innovation. Phase III SBIR contracts do not require competition nor is a justification and approval required for sole source procurement. As early as Phase I, the SBIR Program provides two additional incentives to build strategic partners for Phase III investment and marketing.

### Fast Track

Phase I firms attracting outside investors that will match Phase II SBIR funds are provided an accelerated Phase II process, including evaluation and award. Matching rates are 4:1 for new firms and 1:1 for previous Phase II awardees.

### Commercialization Pilot Program (CPP)

The U.S. Army has established its new SBIR CPP in response to the *2006 National Defense Authorization Act*. The purpose is to increase SBIR technology transition and commercialization success. The Army will:

- Identify and focus on a set of ongoing SBIR Phase II participants for inclusion in the CPP.
- Determine the amount of additional funding from this fiscal year's anticipated \$15 million CPP allocation to support the selected participants' commercialization plans developed under the CPP.

Through the SBIR Program, the CPP will help accelerate much needed technology to Soldier equipment fielding. These enhanced capabilities will also benefit the Nation through stimulated technological innovation, improved manufacturing capability and increased competition, productivity and economic growth.

