

# TechOpp Consulting, Inc.

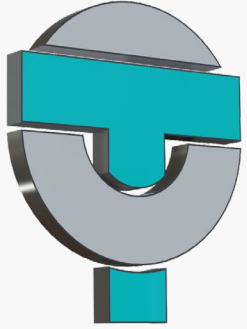
*Where Technology Meets Opportunity™*

## Moving Beyond SBIR Funding

We will begin promptly at 2:00pm (EDT)

Please mute your microphones

Thank you!



# TechOpp Consulting, Inc.

*Where Technology Meets Opportunity™*

## Moving Beyond SBIR Funding

Presented by

Bob Fielder and Randy Simpson

TechOpp Consulting, Inc.

9/21/2022

# Introduction and Purpose

# Motivation

We want to be part of the solution

- SBIR program reauthorization may be delayed
- Existing funded POPs will continue
- New projects will not be started
- Proposed changes may require more rapid transition to non-SBIR funded sources
- We want to be part of the solution

# Outline

Strategy

Actionable Intel

- Strategy to leverage sole-source feature of SBIR
- Improving positioning for federal funding
- Agency-specific opportunities
- Other contract vehicles
- State funding
- Commercial
- We will send slides

# Strategy to Leverage Sole-Source Feature of SBIR

# Reachback Phase II/III

Reachback and  
Sequential Phase II  
Basics

- Phase II award that is added to a previous Phase I or Phase II award
- Enabled by SBIR policy directive
- Bridges the gap to Phase III

## Previous SBIR Contract

Briefing



[https://www.navyfbir.com/presentations/Reachback\\_Tutorial-4-29-16.pdf](https://www.navyfbir.com/presentations/Reachback_Tutorial-4-29-16.pdf)



Phase III

# Leverages Sole-Source Advantage

Reachback and  
Sequential Phase II/III

1

## No Time Limit

A ReachBack Phase II may be awarded to any previous SBIR contract, from any agency, that has not accumulated more than \$3.6M in SBIR funding.

2

## Non-Competed Phase III Funding

Federal agencies are not required to compete Phase III awards as long as they derive from, or extend, previous Phase I or Phase II awards.

3

## Key Benefits

ReachBack Phase II and sole-sourced Phase III benefits the federal program through rapid acquisition, providing motivation to pursue them.

“4. Phased Structure of Programs  
(c) Phase III  
(7) Special acquisition requirement  
(ii) Sole Source Awards. If pursuing the Phase III work with the Awardee is found to be practicable, the agency must award a non-competitive contract to the firm.”



SBIR  
Policy Directive



# ReachBack Process

Match addressable need with funding



Work through TPOC, or SBIR Technology Manager



Must have clearly defined transition potential and Program Office Support



GSA now has Phase III authority and can rapidly execute contracts (4-6months)



# TechOpp's Reachback Search Tool

Searchable database of all previous SBIR awards

## Keyword Sources

- Program requirements
- RFIs / Sources Sought
- BAAs

TechOpp client's SBIR awards loaded into database



Relevance ranking algorithm



TechOpp's search tool allows rapid, ranked, matching between historical SBIRs and current opportunities.

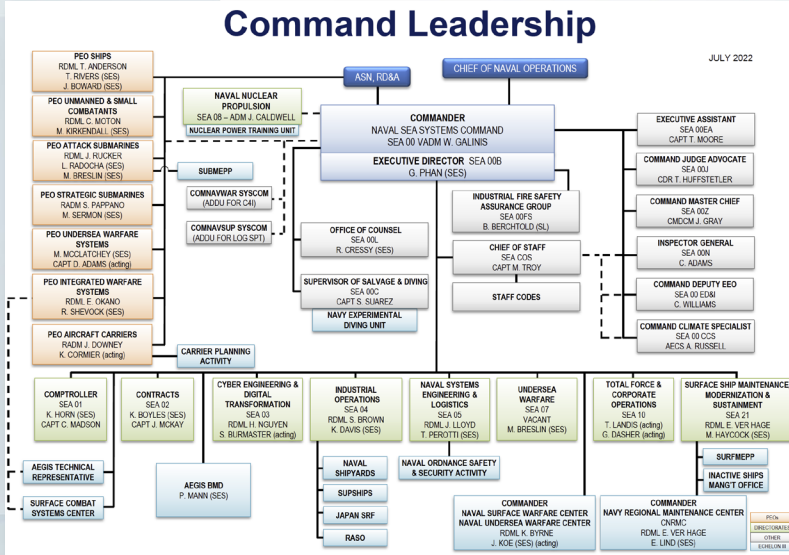


# Positioning for Non-SBIR Funding



# Know the Customer

Relationships are key



- Contact the customer ahead of RFP/FOA
- Understand their need
- Understand their acquisition process & requirements
- Utilize RFIs, Sources Sought, Notices of Intent, Industry Days

**PEO Aircraft Carriers** focuses on the design, construction and delivery, and life-cycle support of all aircraft carriers and the integration of systems into aircraft carriers.

**PEO Integrated Warfare Systems** develops, delivers and sustains operationally dominant combat systems for Sailors.

**PEO Ships** manages acquisition and complete life-cycle support for all U.S. Navy non-nuclear surface ships. These ships range from frontline combatants to amphibious ships that transport Marines and their equipment to supply and replenishment cargo ships. For these and all other non-nuclear surface craft, PEO Ships maintains "cradle to grave" responsibility including research, development, acquisition, systems integration, construction and lifetime support.

**PEO Attack Submarines** aligns Virginia-class efforts under one Flag officer.

**REIMAGINE NAVAL POWER**

Through partnerships with academia, industry and government, ONR coordinates and sponsors scientific research and technology development for the U.S. Navy and Marine Corps. [READ MORE >](#)

**CNR PRIORITIES**  
Read the chief of naval research's priorities for 2022

**FUNDING OPPORTUNITIES**  
Explore ONR research funding opportunities

**HOW TO APPLY**  
Apply for an ONR contract or grant

# Stay Informed

Opportunity landscape is constantly evolving

- Generally, there is no fixed schedule
- New opportunities emerge, and disappear, periodically
- Each RFP/FOA/BAA has unique requirements



FY22 Long Range Broad Agency Announcement for Navy and Marine Corps Science and Technology N00014-22-S-B001

Published: October 01, 2021 8:00 PM EST

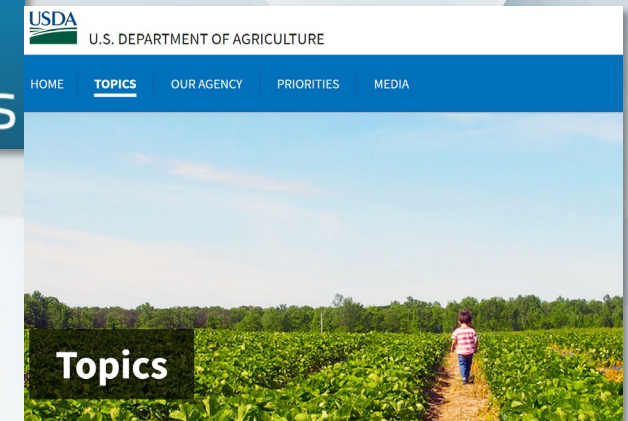
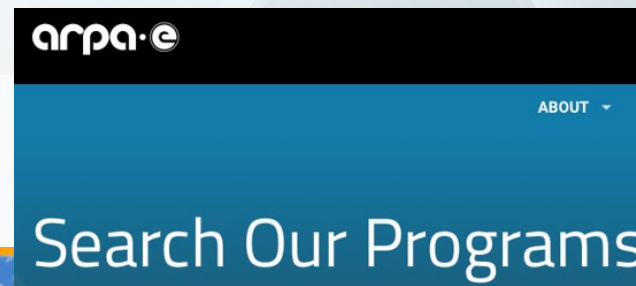
Full Proposals will be accepted until: September 30, 2022 11:59 PM EST



AR/VR Technology in Flood Risk Management Applications

Capability Assessment

Submissions Due  
08 September 2022



# Project Management

Larger contracts require rigorous project management



- Deliverable schedule
- Periodic meetings & reports
- Spend rate (not too fast, not too slow)
- Final contractual deliverables
- Position for next stage of funding



# Federal Funding Opportunities



# Intel for Federal Funding Opps

Get in Early  
Leverage Sole-Source

## SAM.gov

Search  All Words Industry Day

Select Domain Contract Opportunities

Filter By

Keyword Search

Showing 1 - 25 of 689 results

**Experimental Power Integration Design Support**

Notice ID: 1333ND22QNB670398

Current Date Offers Due August 29, 2022 at 05:00 PM EDT

Amendment 0001

The purpose of this amendment is to extend the due date for quotations to 5:00pm ET on Monday

Department/Ind Agency: COMMERCE, DEPARTMENT OF  
Subtier: NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY  
Office: DEPT OF COMMERCE NIST

Updated Date: Aug 17, 2022 (1)  
Published Date: Aug 17, 2022

**58--Radio Direction Finder**

Notice ID: PR10836008\_01

Current Date Offers Due August 18, 2022 at 05:00 PM EDT

This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in FAR Subpart 12.6, as supplemented with additio...

Department/Ind Agency: STATE, DEPARTMENT OF  
Subtier: STATE, DEPARTMENT OF  
Office: ACQUISITIONS - AQM MOMENTUM

Updated Date: Aug 17, 2022  
Published Date: Aug 17, 2022

**7A--KOFAX Maintenance Renewal**

Notice ID: 1052220173\_01

Current Date Offers Due August 18, 2022 at 05:00 PM EDT

This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in FAR Subpart 12.6, as supplemented with additio...

Department/Ind Agency: STATE, DEPARTMENT OF  
Subtier: STATE, DEPARTMENT OF  
Office: ACQUISITIONS - AQM MOMENTUM

Updated Date: Aug 17, 2022  
Published Date: Aug 17, 2022

## Grants.gov

SEARCH GRANTS

BASIC SEARCH CRITERIA:

Keyword(s):  Industry day

Opportunity Number:

CFDA:

SEARCH

OPPORTUNITY STATUS:

Forecasted (77)

Posted (653)

Closed (2,997)

Archived (29,463)

FUNDING INSTRUMENT TYPE:

All Funding Instruments

Cooperative Agreement (436)

Grant (414)

Other (91)

Procurement Contract (40)

ELIGIBILITY:

All Eligibilities

City or township governments (99)

County governments (102)

For profit organizations other than small businesses (44)

CATEGORY:

All Categories

Agriculture (36)

Arts (see "Cultural Affairs" in CFDA) (12)

Business and Commerce (18)

Community Development (19)

AGENCY:

All Agencies

All Agency for International Development [USAID] (147)

All AmeriCorps [AC] (1)

All Department of Agriculture [USDA] (36)

All Department of Commerce [DOC] (42)

All Department of Defense [DOD] (156)

All Department of Education [ED] (11)

All Department of Energy [DOE] (14)

All Department of Energy - Office of Science [PAMS] (6)

SORT BY: [Relevance (Descending)] Update Sort DATE RANGE

1 - 25 OF 730 MATCHING RESULTS:

Opportunity Number	Opportunity Title
SI-INDUSTRY-DAY	Solomon Islands Threshold Program Industry Day
DE-FOA-0001817	U.S. Industry Opportunities for Advanced Nuclear Technology Development
NOT-EB-21-024	Notice of Intent to Publish a Funding Opportunity Announcement for Biomedical-engineering Partnership with Industry (U01 Clinical Trial Not Allowed)
PAR-22-123	Bioengineering Partnerships with Industry (U01 Clinical Trial Optional)
HHS-2023-ACL-AOD-DNPA-0004	Access to Integrated Employment: National Data Collection on Day and Employment Services for Citizens with Developmental Disabilities
95332421K0004	Request for Information (RFI) No. 95332421K0004 - Community Engagement Services for the Solomon Islands Threshold Program
FZ2AS00398	FZ2AS00398 - MENTOR-Bat Program
FA9451-21-S-0001	DIRECTED ENERGY TECHNOLOGY EXPERIMENTATION RESEARCH ADVANCED RESEARCH ANNOUNCEMENT (DETER ARA)
22-567	Research Visioning for Computer and Information Science and Engineering (CISE): Future Research Directions for the CISE Community
W81XWH-22-MBRP-CTRA	DoD Military Bum. Clinical Translational Research Award
RF1263-20-00002	Business Egypt
72067020RFISS00001	Request for Information (RFI) and Sources Sought Libyan Economic Acceleration Project
RFA-OH-22-005	Commercial Fishing Occupational Safety Research Cooperative Agreement (U01)
NOAA-NOS-ORR-2022-2007199	FY22 NOAA Marine Debris Removal under the Infrastructure Investment and Jobs Act (IIJA)
RFI-GH-21-002	PROPEL Health Project (Promoting Results and Outcomes through Policy and Economic Levers)
HM0476-20-BAA-0001	National Geospatial Intelligence Agency Boosting Innovative GEONIT Research Broad Agency Announcement (NGA BIG-R BAA)
RFI-OAA-720617-22	USAID/Uganda's Feed the Future and WASH Activity
NAP-AX-22-001	Leading Edge Acceleration Projects (LEAP) in Health Information Technology
RFA-OH-22-006	Commercial Fishing Occupational Safety Training Project Grants (T03)
W911NF21S0009	LPS Qubit Collaboratory (LQC)
DE-FOA-0002781	DNN R&D UNIVERSITY PROGRAM CONSORTIUM

- RFI
- Sources Sought
- Industry Days
- Special Notices
- LRAFs





Search

[Search Results](#) [Saved Searches](#) [Actions](#)

SAM.GOV website is a good place to start searching for federal opportunities that are non-SBIR in nature. As noted, there are 105,346 opportunities in total.

Select Domain **Contract Opportunities**

Filter By

**Keyword Search**  
For more information on how to use our keyword search, visit our [help guide](#)

Any Words i  
 All Words i  
 Exact Phrase i

- Federal Organizations
- Dates
- Notice Type
- Product or Service Information
- Set Aside
- Place of Performance
- Contract Awardee
- Status

Active  
 Inactive

[More Filters](#) [Reset](#)

Showing 1 - **105,346** results Sort by Updated Date

**Modified Containers**

Notice ID: F3QCCM2210A001

Department/Ind.Agency <b>DEPT OF DEFENSE</b>	Subtier <b>DEPT OF THE AIR FORCE</b>	Office FA8571 MAINT CONTRACTING AFSC/PZIM	Contract Opportunities Current Date Offers Due <b>September 21, 2022, 04:00 PM EDT</b> Notice Type <b>Updated Solicitation</b> Updated Date <b>Sep 7, 2022 (4)</b> Published Date <b>Sep 7, 2022</b>
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**FDC PHILADELPHIA FY23 1ST QTR MILK**

Notice ID: 15B21723Q00000007

Department/Ind.Agency <b>JUSTICE, DEPARTMENT OF</b>	Subtier <b>FEDERAL PRISON SYSTEM / BUREAU OF PRISONS</b>	Office FCI FORT DIX	Contract Opportunities Current Date Offers Due <b>September 14, 2022, 08:00 AM EDT</b> Notice Type <b>Original Combined Synopsis/Solicitation</b> Updated Date <b>Sep 7, 2022</b> Published Date <b>Sep 7, 2022</b>
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**6640--Ferret Cages and Racks for Medina Laboratory**

Notice ID: 36C24522Q0994

Department/Ind.Agency <b>VETERANS AFFAIRS, DEPARTMENT OF</b>	Subtier <b>VETERANS AFFAIRS, DEPARTMENT OF</b>	Office 245-NETWORK CONTRACT OFFICE 5 (36C245)	Contract Opportunities Current Date Offers Due <b>September 15, 2022, 12:00 PM EDT</b> Notice Type <b>Updated Combined Synopsis/Solicitation</b> Updated Date <b>Sep 7, 2022 (1)</b> Published Date <b>Sep 7, 2022</b>
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Adding other criteria narrows the search

**Response/Date Offers Due**

Custom date

**From**

Oct 7, 2022

**To**

Oct 7, 2023

**Updated Date**

Anytime

1,264

**NAICS Code**

Example: 621511

54 - Professional, Scientific, and Technical Services

152

**Keyword Search**

For more information on how to use our keyword search, visit our [help guide](#)

- Any Words
- All Words
- Exact Phrase

e.g. W91QVN-17-R-008

cyber

2

Showing 1 - 2 of 2 results

Sort by: Updated Date

<p><b>Enterprise Cyber Capabilities (EC2)</b></p> <p>Contract Opportunities</p> <p>Notice ID: FA877322R0005</p> <p>Department/Ind.Agency: DEPT OF DEFENSE   Subtier: DEPT OF THE AIR FORCE   Office: FA8773 ACC 38 CONS</p> <p>Current Response Date: October 23, 2022, 04:00 PM EDT</p> <p>Notice Type: Updated Presolicitation</p> <p>Updated Date: Aug 7, 2022 (13)</p> <p>Published Date: Aug 7, 2022</p>		
<p><b>C5ISR 2018 BAA (Formerly S&amp;TCD) Rev 16</b></p> <p>Contract Opportunities</p> <p>Notice ID: BAA-18-R-STCD</p> <p>United States (U.S.) Army, Combat Capabilities Development Command (CCDC), Command, Control, Computers, Communications, Cyber, Intelligence, Survei ...</p> <p>Department/Ind.Agency: DEPT OF DEFENSE   Subtier: DEPT OF THE ARMY   Office: W6QK ACC-APG</p> <p>Current Response Date: June 19, 2023, 11:59 PM EDT</p> <p>Notice Type: Updated Presolicitation</p> <p>Updated Date: Mar 22, 2022 (54)</p> <p>Published Date: Mar 22, 2022</p>		

- Search grants.gov for “cyber”
  - Returns 69 opportunities
  - Limit to grants—no cooperative agreements or procurement contracts
    - Returns 55 opportunities
  - Limit to small businesses
    - Returns 3 opportunities

[Search Tips](#) | [Export Detailed Data](#) | [Save Search](#)

**SORT BY:** Relevance (Descending) 
**DATE RANGE:** All Available

**1 - 3 OF 3 MATCHING RESULTS:**

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
<a href="#">FA9550-21-S-0001</a>	Research Interests of the Air Force Office of Scientific Research	DOD-AFOSR	Posted	06/09/2021	
<a href="#">FA8651-22-S-0001</a>	Air Delivered Effects	DOD-AFRL-RW	Posted	03/22/2022	03/21/2027
<a href="#">W911NF-18-S-0005</a>	U.S. Army Research Institute for the Behavioral and Social Sciences Broad Agency Announcement for Basic, Applied, and Advanced Research (Fiscal Years 2018-2023)	DOD-AMC	Posted	04/30/2018	04/29/2023

GRANTS.GOV > Search Grants

### SEARCH GRANTS

**BASIC SEARCH CRITERIA:**  
 Keyword(s):   
 Opportunity Number:   
 CFDA:

**OPPORTUNITY STATUS:**  
 Forecasted (0)  
 Posted (8)  
 Closed (9)  
 Archived (71)

**FUNDING INSTRUMENT TYPE:**  
 All Funding Instruments  
 Cooperative Agreement (8)  
 Grant (8)  
 Other (5)  
 Procurement Contract (5)

**ELIGIBILITY:**  
 Others (see text field entitled 'Additional Information on Eligibility' for clarification) (2)  
 Private institutions of higher education (5)  
 Public and State controlled institutions of higher education (5)  
 Small businesses (8)

**CATEGORY:**  
 All Categories  
 Energy (1)  
 Opportunity Zone Benefits (3)  
 Science and Technology and other Research and Development (7)

**AGENCY:**  
 All Agencies  
 All Department of Agriculture [USDA] (2)  
 All Department of Commerce [DOC] (1)  
 All Department of Defense [DOD] (5)  
 All Department of Energy [DOE] (3)  
 All Department of Energy - Office of Science [PAMS] (1)  
 All Department of Health and Human Services [HHS] (22)

**AGENCY:** [X] All Department of Defense, [X] All Department of Energy  
**CATEGORY:** [X] Energy, [X] Science and Technology and other Research and Development  
**ELIGIBILITY:** [X] Small businesses  
**FUNDING INSTRUMENT:** [X] Grant

Search Tips | Export Detailed Data |

**SORT BY:** Posted Date (Descending)  **DATE RANGE:** All Available

**1 - 8 OF 8 MATCHING RESULTS:**

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
DE-FOA-0002761	Electric Vehicles for American Low-Carbon Living (EVs4ALL) - SBIR/STTR	DOE-ARPAE	Posted	05/03/2022	09/19/2022
FA8651-22-S-0001	Air Delivered Effects	DOD-AFRL-RW	Posted	03/22/2022	03/21/2027
FA9550-21-S-0001	Research Interests of the Air Force Office of Scientific Research	DOD-AFOSR	Posted	06/09/2021	
W911NF21S0009	LPS Qubit Collaboratory (LQC)	DOD-AMC	Posted	04/16/2021	04/30/2026
FA8651-20-S-0008	Air Superiority Technology Broad Agency Announcement	DOD-AFRL-RW	Posted	11/01/2019	10/31/2024
DE-FOA-0001954	SOLICITATION ON TOPICS INFORMING NEW PROGRAM AREAS SBIR/STTR	DOE-ARPAE	Posted	12/20/2018	09/30/2022
W911NF-18-S-0005	U.S. Army Research Institute for the Behavioral and Social Sciences Broad Agency Announcement for Basic, Applied, and Advanced Research (Fiscal Years 2018-2023)	DOD-AMC	Posted	04/30/2018	04/29/2023
DE-FOA-0001817	U.S. Industry Opportunities for Advanced Nuclear Technology Development	DOE-ID	Posted	12/07/2017	10/11/2022

- Forecasted
- Posted
- Grant
- Small Business
- DoD and DOE

# Agency-Specific Opportunities

# DoD Innovation Units

Non-SBIR funding for innovators

- Defense Innovation Unit
  - *Submit to open solicitation*
  - *Get invited to submit proposal*
  - *Submission to award: 60-90 days*
- National Security Innovation Capital
  - *Submit a pitch at any time*
  - *TRL 3-6 innovations accepted*
  - *OTA contract vehicles*
- National Security Innovation Network Propel—source talented companies from economically challenged areas
  - *Propel 2022—focus on the Mid-Atlantic region’s innovation community*

# ONR BAAs (examples; there are more...)

FY22 Long Range Broad Agency Announcement for Navy and Marine Corps Science and Technology N00014-22-S-B001

**Published:** October 01, 2021 8:00 PM EST

**Full Proposals will be accepted until:** September 30, 2022 11:59 PM EST

FY22 Department of Navy (DON) Science, Technology, Engineering & Mathematics (STEM), Education and Workforce Program N00014-22-S-F003

**Published:** January 24, 2022 7:00 PM EST

**Full Proposals will be accepted until:** September 02, 2022 11:59 PM EST

**White Papers due no later than:** April 15, 2022 11:59 PM EST

<https://www.nre.navy.mil/work-with-us>

# Navy

## R&D areas of interest

- For ONR, need to drill into specific branches to find topics of interest
- For NRL, topics are listed, but still need a funding source

NRL BAAs:

The screenshot shows the U.S. Naval Research Laboratory website. The header includes the logo and name: "U.S. NAVAL RESEARCH LABORATORY THE DEPARTMENT OF THE NAVY'S CORPORATE LABORATORY". There are social media icons for Facebook, Twitter, Instagram, YouTube, and LinkedIn, along with a search bar. The navigation menu includes: Home, About Us, Our Work, News & Media, Doing Business, Careers, STEM, and Contact Us. The main content area shows a breadcrumb trail: "Home : Doing Business : Contracts : Broad Agency Announcements". Below this, there is a section titled "Broad Agency Announcements (BAA)" and a sub-section for "Contracts". At the bottom, contact information is provided: "Email: [nrlproposals@nrl.navy.mil](mailto:nrlproposals@nrl.navy.mil)" and "Phone: (202) 923-1495".

<https://www.nrl.navy.mil/Doing-Business/>

# Army Corps of Engineers / ERDCWERX

Tech Challenges

## Current Events and Tech Challenges:

**INSTALLATION NEXT**  
Marine Corps / ERDC  
Collaboration Event -  
Base Modernization  
(ERDC Only)  
Submissions Due  
18 August 2022  
(EXTENDED DEADLINE)

**Amphibious Research Vehicle  
Capability Assessment**  
Submissions Closed

**Hands-Free Mooring  
Capability Assessment**  
Submissions Closed

**Facility-Related Control  
System Industry Forum**  
21 March 2022 through  
13 May 2022 (Virtual)

**Unmanned Aircraft Systems  
Mentorship Program  
Capability Assessment**  
Submissions Closed

**Matted Geophone Array  
Capability Assessment**  
Submissions Closed

**Portable Vehicle Barrier  
Capability Assessment**  
Submissions Closed

**Pavement Repair  
Technology  
Capability Assessment**  
Submissions Closed

- Funding typically allocated
- Utilize two OTA contract vehicles
- Civil engineering
- Physical protection
- Base modernization
- CSO
- Prototype Opp.

## Recent topic

**AR/VR Technology in  
Flood Risk Management  
Applications  
Capability Assessment**  
Submissions Due  
08 September 2022

<https://www.erdowerx.org/partner-with-us.html>



# DARPA

BAAs

Seedlings

Programs



DEFENSE ADVANCED  
RESEARCH PROJECTS AGENCY

EXPLORE BY TAG

ABOUT US / OUR RESEARCH / NEWS / EVENTS / WORK WITH US / Q

> Defense Advanced Research Projects Agency > Office-wide Broad Agency Announcements

## Office-wide Broad Agency Announcements

DARPA publicizes funding opportunities primarily by posting Broad Agency Announcements (BAAs) that formally solicit proposals tied to program-specific areas of research and development. In addition to those opportunities, each DARPA technical office maintains an "office-wide" BAA that offers a mechanism for researchers to reach DARPA with an idea that may fall outside of DARPA's current priorities, but that the proposer feels could be valuable to national security.

Office-wide BAAs are refreshed on an annual basis and provide each office's current technical areas of interest to guide potential proposers. The following list includes the office-wide BAAs that are currently active:

- [Biological Technologies](#) (closes 4/20/2023)
- [Defense Sciences](#) (closes 6/4/2023)
- [Information Innovation](#) (closes 10/28/2022)
- [Microsystems Technology](#) (closes 3/16/2024)
- [Strategic Technology](#) (closes 10/31/2022)
- [Tactical Technology](#) (closes 6/21/2023)

<https://www.darpa.mil/work-with-us/opportunities>

### ■ BAA Types:

- *Tech Offices will issue program-specific BAAs throughout the year*
- *Tech Offices will also issue one or two year-long BAAs with a more general scope (rolling submission process)*

### ■ Seedlings

- *Open to all capable sources*
- *Usually submitted through Office-Wide BAA*
- *Small short duration (6-9 months) projects*
- *Move concepts from "disbelief" to "mere doubt"*
- *May lead to the next generation of program ideas*

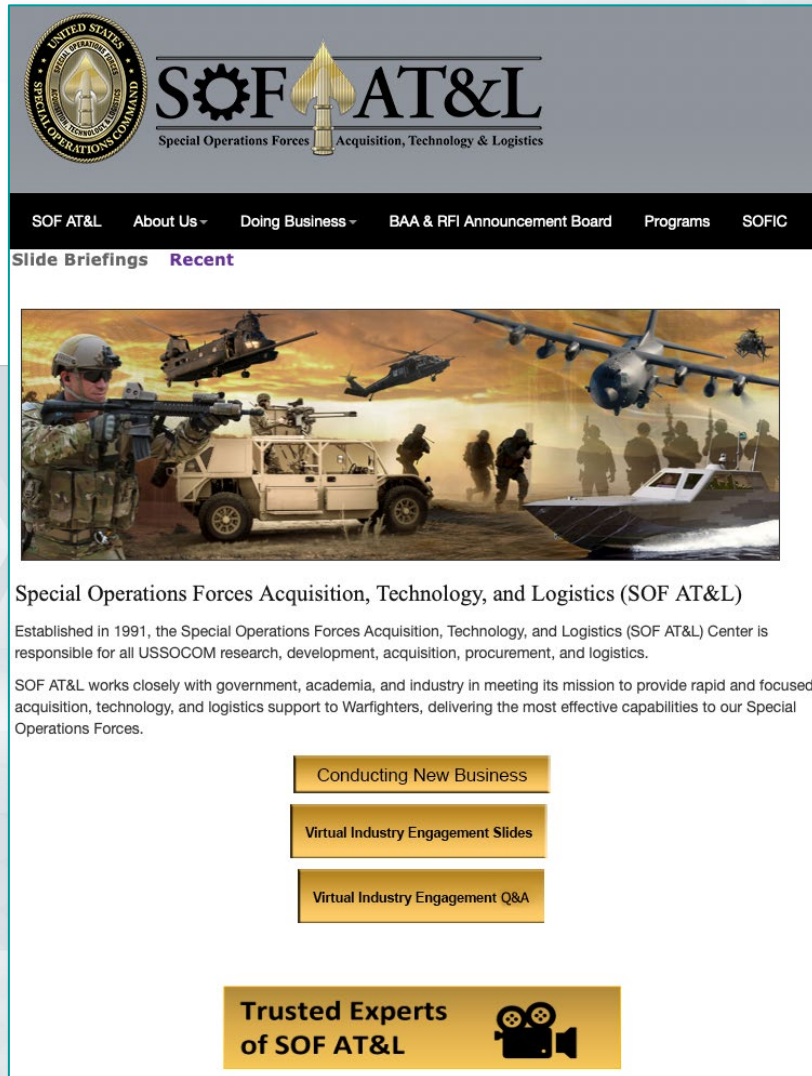
### ■ Programs

- *Open to all capable sources*
- *Proposals solicited through specific program BAAs*
- *Often multi-year, multi-disciplinary efforts*
- *Technology development to move from "possibility" to "capability"*



TechOpp Consulting, Inc.  
*Where Technology Meets Opportunity™*








The screenshot shows the SOF AT&L website. At the top left is the United States Special Operations Command logo. Next to it is the SOF AT&L logo, which includes a gear and a torch. Below the logo is the text "Special Operations Forces Acquisition, Technology & Logistics". A navigation bar contains links for "SOF AT&L", "About Us", "Doing Business", "BAA & RFI Announcement Board", "Programs", and "SOFIC". Below the navigation bar is a "Slide Briefings" section with a "Recent" link. The main content area features a large image of Special Operations Forces personnel in a desert environment, with a military vehicle, a boat, and aircraft in the background. Below the image is the title "Special Operations Forces Acquisition, Technology, and Logistics (SOF AT&L)" and a paragraph of text: "Established in 1991, the Special Operations Forces Acquisition, Technology, and Logistics (SOF AT&L) Center is responsible for all USSOCOM research, development, acquisition, procurement, and logistics. SOF AT&L works closely with government, academia, and industry in meeting its mission to provide rapid and focused acquisition, technology, and logistics support to Warfighters, delivering the most effective capabilities to our Special Operations Forces." Below the text are three yellow buttons: "Conducting New Business", "Virtual Industry Engagement Slides", and "Virtual Industry Engagement Q&A". At the bottom is a yellow banner with the text "Trusted Experts of SOF AT&L" and a video camera icon.

<https://www.socom.mil/SOF-ATL/Pages/Doing-Business-With-USSOCOM.aspx>

## TECHNOLOGY

### INCREMENTAL INNOVATION

1x      8x      15x

Incremental innovation serves existing customers or markets. It may involve new, improved, refined, or “incrementally better” products or services. These innovations are usually closely tied to the core business.

Example: 8x Optical Scope to 15x Optical Scope

### ADJACENT INNOVATION

goTenna


<p><b>Project Summary</b></p> <p style="font-size: 6px;">The project summary provides a high-level overview of the project. It includes the project name, the project start and end dates, and the project manager.</p>	<p><b>Project Timeline</b></p> <p style="font-size: 6px;">The project timeline shows the project start and end dates, and the project manager.</p>
<p><b>Resources Consumed</b></p> <p style="font-size: 6px;">The resources consumed section lists the resources used for the project, including personnel, equipment, and materials.</p>	<p><b>Project Results</b></p> <p style="font-size: 6px;">The project results section provides a summary of the project's outcomes, including the project's success rate and the project's impact on the organization.</p>

SOFWERX

Adjacent innovation involves expansion to an adjacent business or customer arrangement. This innovation typically leverages the company's expertise, but does so in new or innovative ways. For the government, this often means the adoption of dual-use technologies.

Example: goTenna / goTenna Pro

### TRANSFORMATIONAL INNOVATION




Transformational innovation involves the creation of entirely new businesses to serve new markets and new customers. Considered the most high-risk style of innovation, transformational innovation often requires new capabilities, and yields totally new products and markets.

Example: Individual Aerial Mobility System Board (IAMS)

# SOFWERX

## About

- The SOFWERX ecosystem is comprised of Industry, Labs, Academia and Government Stakeholders that care about solving challenging Warfighter problems to protect our freedoms and way of life.



### JOIN THE MISSION

We believe that some of our nation's toughest challenges are only one or two connections away from being solved. By joining our ecosystem, you are committing to take part in the networked solution. You will occasionally receive e-mails informing you of our current challenges and how you can participate. If the challenge is not within your area of expertise, you probably know someone who can help. By passing along the information, you're helping us create a vibrant ecosystem.

Come and join us.

\* Required

First name\*

Last name\*

Organization name\*

Email\*





## AFVENTURES

An investment program that creates simple pathways for commercial innovators and private capital investment to help the Department of the Air Force solve problems. This program continues to evolve with innovative contracting and funding pathways.

[LEARN MORE](#)



## SPARK

A program that empowers and develops intrapreneurial Airmen and Guardians, connecting them to commercial innovators using virtual collaboration, immersive training and networking opportunities that inspire ideas and cultivate a creative Force.

[LEARN MORE](#)



## PRIME

An industry accelerator program that expands technology transition pathways to accelerate emerging dual-use markets by leveraging government resources for rapid and affordable fielding while bolstering U.S. tech advantage.

[LEARN MORE](#)



## SPACEWERX

An innovation arm for the U.S. Space Force, SpaceWERX serves to inspire and empower collaboration with innovators to accelerate capabilities and secure our future in space.

[LEARN MORE](#)

<https://afwerx.com>

AFWERX  
Webinar



**TechOpp Consulting**, Inc.  
*Where Technology Meets Opportunity™*

## ■ Research Grants

- *R01—Research Project Grant Program*
- *R03—NIH Small Grant Program*
- *R15—NIH Academic Research Enhancement Award (AREA)*
- *R21—NIH Exploratory/Developmental Research Grant Award*
- *R34—NIH Clinical Trial Planning Grant*
- *R56—NIH High Priority, Short-Term Project Award*
- *U01—Research Project Cooperative Agreement*
- *K90/R00—NIH Pathway to Independence (PI) Award*

Opportunities with NIH

[https://grants.nih.gov/grants/funding/funding\\_program.htm](https://grants.nih.gov/grants/funding/funding_program.htm)



DEPARTMENT OF ENERGY  
OFFICE OF SCIENCE



**FY 2022 CONTINUATION OF SOLICITATION FOR THE OFFICE OF SCIENCE FINANCIAL ASSISTANCE PROGRAM**

FUNDING OPPORTUNITY ANNOUNCEMENT (FOA) NUMBER:  
**DE-FOA-0002562**

FOA TYPE: **Amendment 000001**  
CFDA NUMBER: **81.049**

*This amendment is being made to clarify instructions about how to identify individuals who should not serve as merit reviewers. See pages i, iii, and 75.*

FOA Issue Date:	September 30, 2021
Submission Deadline for Pre-Applications:	A Pre-Application is optional/encouraged
Submission Deadline for Applications:	Not Applicable This Funding Opportunity Announcement (FOA) will remain open until September 30, 2022 or until replaced by a successor FOA. Applications may be submitted any time during that period.

- Estimating \$400M in awards
- Multiple subtopic descriptions
- Contact info for technical leads

## Research areas of interest

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Annual opportunity closing Sept 30-2022

# DOE Office of Energy Efficiency and Renewable Energy

Opportunity Exchange

EERE FUNDING OPPORTUNITY ANNOUNCEMENTS						
Jump to a FOA:						
FOA Number	FOA Title	Announcement Type	Program	LOI Deadline	CP Deadline	FA Deadline
DE-FOA-0002745	Bipartisan Infrastructure Law (BIL): Solar and Wind Grid Services and Reliability Demonstration FOA	Funding Opportunity Announcement (FOA)	Solar Energy Technologies (SETO)		9/1/2022 05:00 PM ET	11/10/2022 05:00 PM ET
DE-FOA-0002776	Geothermal Energy from Oil and Gas Demonstrated Engineering (GEOEDE) Funding Opportunity Announcement	Funding Opportunity Announcement (FOA)	Geothermal Technologies (GTO)			10/28/2022 05:00 PM ET
DE-FOA-0002807	Notice of Intent to Issue Funding Opportunity Announcement DE-FOA-0002795, "Funding Opportunity in Support of the Hydrogen Shot and a University Research Consortium on Grid Resilience."	Notice of Intent to Publish FOA (NOI)	Hydrogen and Fuel Cell Technologies Office (HFTO)			TBD
DE-FOA-0002817	RFI - Low-Income Community Solar Subscription Platform	Request for Information (RFI)	Solar Energy Technologies (SETO)			8/31/2022 05:00 PM ET
DE-FOA-0002769	Bipartisan Infrastructure Law: Advancing Equity through Workforce Partnerships	Funding Opportunity Announcement (FOA)	Solar Energy Technologies (SETO)	9/13/2022 05:00 PM ET	9/20/2022 05:00 PM ET	12/6/2022 05:00 PM ET
DE-FOA-0002812	Notice of Intent to Issue Funding Opportunity Announcement No. DE-FOA-0002813, Bipartisan Infrastructure Law: Building Energy Codes (Section 40511): Resilient and Efficient Codes Implementation (RECI)	Notice of Intent to Publish FOA (NOI)	Building Technologies (BTO)			TBD
DE-FOA-0002611	Fiscal Year 2022 Vehicle Technologies Office Program Wide Funding Opportunity Announcement	Funding Opportunity Announcement (FOA)	Vehicle Technologies (VTO)		8/25/2022 05:00 PM ET	11/10/2022 05:00 PM ET
DE-FOA-0002609	Fiscal Year 2022 Solar Manufacturing Incubator Funding Opportunity Announcement	Funding Opportunity Announcement (FOA)	Solar Energy Technologies (SETO)	9/16/2022 05:00 PM ET		10/3/2022 05:00 PM ET
DE-FOA-0002582	Bipartisan Infrastructure Law: Photovoltaics Research and Development (PVRO)	Funding Opportunity Announcement (FOA)	Solar Energy Technologies (SETO)	8/5/2022 05:00 PM ET	8/12/2022 05:00 PM ET	10/17/2022 05:00 PM ET
DE-FOA-0002790	RFI - Challenges and Opportunities for Vehicle Photovoltaics	Request for Information (RFI)	Solar Energy Technologies (SETO)			8/22/2022 05:00 PM ET
DE-FOA-0002632	Community Geothermal Heating and Cooling Design and Deployment Funding Opportunity Announcement (FOA)	Funding Opportunity Announcement (FOA)	Geothermal Technologies (GTO)			10/11/2022 05:00 PM ET
DE-FOA-0002803	Notice of Intent to Issue FOA DE-FOA-0002804 - Industrial Efficiency and Decarbonization FOA	Notice of Intent to Publish FOA (NOI)	Advanced Manufacturing (AMG)			TBD
DE-FOA-0002762	BIPARTISAN INFRASTRUCTURE LAW (BIL) - REQUEST FOR INFORMATION (RFI) Energy Policy Act of 2005 Section 243 and 247 Hydroelectric Incentive Programs	Request for Information (RFI)	Water Power Technologies (WPTO)			TBD
DE-FOA-0002737	Clean Energy Manufacturing Innovation Institute for Industrial Decarbonization through Electrification of Process Heating	Funding Opportunity Announcement (FOA)	Advanced Manufacturing (AMG)		8/9/2022 05:00 PM ET	10/25/2022 05:00 PM ET
DE-FOA-0002565	Energysched: Exploring Place-Based Generation	Funding Opportunity Announcement (FOA)	Cross-Cutting			8/1/2022 05:00 PM ET
DE-FOA-0002768	Notice of Intent to Issue Funding Opportunity Announcement No. DE-FOA-0002779 - Bipartisan Infrastructure Law: Additional Clean Hydrogen Programs (Section 40314): Regional Clean Hydrogen Hubs	Notice of Intent to Publish FOA (NOI)	Office of Clean Energy Demonstration (OCED)			TBD
DE-FOA-0002723	Request for Information (RFI): "Research and Development Opportunities in Energy Management Control Systems"	Request for Information (RFI)	Building Technologies (BTO)			7/18/2022 11:59 PM ET
DE-FOA-0002638	PY22 Scale-Up of Integrated Biorefineries and Greenhouse Gas Reduction in First Generation Ethanol Production (Scale-Up+)	Funding Opportunity Announcement (FOA)	Bioenergy Technologies (BETO)		7/8/2022 05:00 PM ET	9/9/2022 05:00 PM ET
DE-FOA-0002748	Notice of Intent to Issue FOA DE-FOA-0002737 - Clean Energy Manufacturing Innovation Institute for Industrial Decarbonization through Electrification of Process Heating - Institute 2	Notice of Intent to Publish FOA (NOI)	Advanced Manufacturing (AMG)			TBD
DE-FOA-0002718	Fiscal Year 2022 Vehicle Technologies Office Program Wide FOA	Notice of Intent to Publish FOA (NOI)	Vehicle Technologies (VTO)		TBD	TBD
DE-FOA-0002777	DE-FOA-0002777 Request for Information (RFI) BIL Section 41001 Energy Storage Demonstration Projects	Request for Information (RFI)	Office of Clean Energy Demonstration (OCED)			6/16/2022 05:00 PM ET
DE-FOA-0002897	Foundational Agrivoltaic Research for Megawatt Scale (FARMS)	Funding Opportunity Announcement (FOA)	Solar Energy Technologies (SETO)	6/1/2022 05:00 PM ET	6/22/2022 05:00 PM ET	8/30/2022 05:00 PM ET
DE-FOA-0002661	Notice of Intent (NOI) for Community Geothermal Heating and Cooling Design and Deployment	Notice of Intent to Publish FOA (NOI)	Geothermal Technologies (GTO)			TBD

- Range of opportunities, including RFIs
- NOIs to publish FOAs – Get in early

Read about EERE's cross-cutting, corporate-level initiatives and projects:

- Better Buildings Initiative
- Co-Optima Initiative
- EERE Cybersecurity Multiyear Program Plan
- EERE Small Business Innovation Research
- Energy Education and Workforce Development
- Energy Materials Network
- Energy Transitions Initiative
- Grid Modernization Initiative
- i2X: The Interconnection Innovation e-Xchange
- International Partnerships and Projects
- State and Local Energy Efficiency Action Network (SEE Action)
- State Energy Advisory Board
- Uniform Methods Project



# ARPA-E

Advanced, high-risk,  
high-impact research



[VIEW AVAILABLE FUNDING](#)

[ABOUT](#) [TECHNOLOGIES](#) [NEWS & MEDIA](#) [EVENTS](#)

## Search Our Programs

[Home](#) / [Technologies](#)

Keyword Search	Technical Categories	Program Status	Program	Sort by
<input type="text"/>	- Any -	- Any -	- Any -	Program Name
Order				
Asc				
<input type="button" value="SEARCH"/>				

- 73 different programs
- 44 are active





# NASA Acquisition Forecast

Reach out to POCs and develop relationships early

Acquisition Status	New								
Buying Office	Title of Requirement	Product Service Line	Type of Requirement	Detailed Description (synopsis)	Value	Period of Performance	Competition	Socio Economic Preference	Quarter of Sol. Release
JSC	NEUTRAL BUOYANCY LABORATORY OPERATIONS CONTRACT II (NOC II)	Engineering	Services	Provides support and sustaining services for the Neutral Buoyancy Laboratory (NBL).	>\$100M	5 years	Yes	NONE	Q4
	NSI & NSD Procurements	Engineering	Supplies (Incl. Equipment)	Procure NASA Standard Initiators (NSI) and NASA Standard Detonators (NSD) under IDIQ contract 80JSC021D0034.	\$1M - \$5M	2 years	No	NONE	Q3
	Safety and Mission Assurance Engineering Contract III (SMAEC III)	Safety and Mission Assurance (S&MA)	Services	SMAEC III will support the SMA Directorate by providing safety and mission assurance services to assure successful spaceflight and to promote a safe and healthy work environment.	>\$100M	5 years	Yes	NONE	Q3
	Thermal conditioning chiller system for TVAC	(blank)	Supplies (Incl. Equipment)	Thermal transfer conditioning chiller system required for Thermal Vacuum Systems backup controls	\$250K - \$1M	1 year	Yes	NONE	Q3
KSC	Deep Space Logistics Engineering Support	Engineering	Services	This contract is for Insight, Surveillance, Systems Engineering, Analysis, and Mission Operations support services to the Gateway Deep Space Logistics (DSL) Project at the NASA Kennedy Space Center (KSC).	\$5M - \$25M	5 years	Yes	SB SET ASIDE	Q2
	Install Area Warning System, Propellants Servicing Area	Construction	Construction (Incl. A&E)	Provide safety upgrades to KSC's Propellants North Servicing Area by installing a paging and area warning system (PAWS). Install new audible and visual area warning systems. The system will be installed at various facilities within the Propellants North Complex.	\$1M - \$5M	1 year	TBD	TBD	Q2
	Replace O&C South Wing Electrical Distribution Equipment	Construction	Construction (Incl. A&E)	Project replaces the existing electrical substations and all associated support elements at the Neil Armstrong Operations & Checkout (O&C) South Wing building with new, reliable, code compliant substations.	\$5M - \$25M	2 years	TBD	TBD	Q2
LaRC	Research, Science, and Engineering Services (RSES)	Engineering	Research & Development	TEAMS 3, STARSS III and the NIA have undergone an Acquisition Strategy Assessment and a Product Service Line review. The technical requirements for these contracts are being consolidated into the Research, Science, and Engineering Services (RSES). See this link for the RSES Draft RFP: <a href="https://sam.gov/opp/99eae453cf3942ee88c37df62ade71b3/view">https://sam.gov/opp/99eae453cf3942ee88c37df62ade71b3/view</a> . See this link for background information from the AST: <a href="https://sam.gov/opp/93c3a303d8d8447b84acadda1f74662b/view">https://sam.gov/opp/93c3a303d8d8447b84acadda1f74662b/view</a>	>\$100M	More than 5 years	Yes	SB SET ASIDE	Q3

# National Science Foundation

National Science  
Foundation

The screenshot shows the NSF website's funding search interface. At the top left is the NSF logo. A navigation bar includes links for Science Topics, News & Multimedia, About NSF, and Funding & Awards. Below this is a secondary navigation bar with Overview, Fund Your Research (selected), NSF-Funded Projects, and Research Directorates & Offices. The main content area features a search bar with the text 'Search', a dropdown for 'All fields', a search button, and an information icon. Below the search bar, it indicates '3 filtered results'. A note states that the search contains only current opportunities, with archived ones on the legacy site. A link to a survey and an email address (beta-nsf-feedback@nsf.gov) are provided. A filter section includes three active filters: 'Award Type: Standard Grant', 'Directorate: Directorate for Engineering (ENG)', and 'Division: Division of Ocean Sciences (GEO/OCE)'. There is also a 'Reset all filters' link. Below the filters are several dropdown menus for 'Limited submissions', 'Award type', 'Advancing diversity', 'Directorate', 'Division', and 'Education level'. At the bottom of the filter section, there is a checkbox for 'Show only NSF-wide/cross-directorate opportunities (1)'.

<https://beta.nsf.gov/funding/opportunities>

## The USDA Forecast of Procurement Opportunities for FY 22 is now available.

1. [Agricultural Research Service FY 2022 Procurement Forecast](#) (XLSX, 67 KB)

# Department of Homeland Security

Searchable database of opportunities



Department of Homeland Security  
(DHS)

HOME

FUNDING

NEWS &  
EVENTS

AWARDS

RESOURCES

LRBAA TBAA

## Result Filters

Research Area

Managing Incidents

Managing Incidents

Preventing Terrorism

Protecting from Terrorist Attacks

Securing Aviation

Securing Borders

Securing Critical Infrastructure

R&D Need

Keyword

10

Topic Dates



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- The Forecast includes projections of anticipated contract actions generally above the simplified acquisition threshold that small businesses, small disadvantaged businesses, women-owned small businesses, HUBZone small businesses, and service-disabled veteran-owned small businesses may be able to perform through direct contracts with DOJ, or through subcontracting opportunities.
- Sam.gov website is the government wide repository for federal contracting opportunities greater than \$25,000.




United States Environmental Protection Agency

Environmental Topics    Laws & Regulations

### Current Opportunities

Home / Current Opportunities

- By Record Number
- By End User AAShip or Region
- By Procurement Office
- By Dollar Range
- By NAICS Code
- By Solicitation Issue Date
- By Target Award Date



United States Environmental Protection Agency

Environmental Topics    Laws & Regulations    About EPA

Search EPA.gov

### Current Opportunities by NAICS Code

Home / Current Opportunities / By NAICS Code

**Note:**  
 1. Click on the column heading to sort or filter data.  
 2. To download the file, use the "Actions" button below and select "Download".

Q  Go Rows 50 Actions

NAICS Code

**NAICS Code: 54512**

View Record	Record Number	Procurement Office	AAShip/Region	Description	Procurement Method	Estimated Dollars	Solicitation Year	Solicitation Quarter	Target Award Year	Target Award Quarter	EPA Contact	Contact Email	Place Of Performance
	FY 2018 - 12524	Headquarters Acquisition Division (HQAD)	Office of the Chief Financial Officer (OCFO)	To provide services to include routine system maintenance and daily operational support, requirements analysis, test plans and software development, business intelligence reporting, development and maintenance of system and user documentation and user support.	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$10M - \$25M	2019	QTR2	2020	QTR1	Sanjib Chaki	chaki.sanjib@epa.gov	Nation-wide

**NAICS Code: 221121**

View Record	Record Number	Procurement Office	AAShip/Region	Description	Procurement Method	Estimated Dollars	Solicitation Year	Solicitation Quarter	Target Award Year	Target Award Quarter	EPA Contact	Contact Email	Place Of Performance
	FY 2021 - 13658	-	Office of Mission Support (OMS)	Green Power RECS	To Be Decided After Market Research	\$25,001 - 150,000	2021	QTR4	2022	QTR1	Conan Wilson	wilson.conan@epa.gov	Nation-wide

# Intelligence Agencies

Acquisition Research Center

- Accounts available for unclassified opportunities
- Interface between business and the intelligence agencies
- Register as a contractor

<https://acq.westfields.net>

The screenshot shows the 'the Acquisition Research Center' website. The header includes the 'ACE' logo and navigation links like 'Set as Home', 'Search Site', 'My Home', and 'Contact Us'. A user is logged in as 'randy.simpson@techoppconsulting.com'. The main navigation bar contains 'Links', 'My ARC', 'Current Efforts', 'NRO', 'NGA', 'CIA', 'DNI', 'Other Agencies', 'Contractor Registry', and 'Help Resources'. The page content includes a breadcrumb trail 'Home > My ARC > My Homepage', a 'MY ARC HOMEPAGE' heading, 'Common Links' (Current IC Efforts, Reading Room Scheduler), and a 'My Library' section with a table. The table has columns for 'Origin', 'Document', 'Date Added', and 'Remove', and currently displays 'No records to display.'. Below the table are icons for NRO, NGA, CIA, and DNI, each with links to announcements and reference libraries. The footer includes the 'ACQ.WESTFIELDS.NET' logo, navigation links, version information (2022.7.28.1036), browser compatibility notes, and a green 'UNCLASSIFIED' banner.

Origin	Document	Date Added	Remove
No records to display.			



# Other Contract Vehicles





### ■ Army Sponsored OT Consortia

- *Aviation & Missile Technology Consortium*
- *Cyberspace Operations Broad Response Agreement*
- *Consortium for Command Control and Communications in Cyberspace*
- *Consortium for Energy Environment and Demilitarization*
- *Defense Automotive Technologies Consortium*
- *Engineer Research and Development Center*
- *Medical Technologies Enterprise Consortium*
- *National Advanced Mobility Consortium*
- *Sensor Communications and Electronics Consortium*
- *Training and Readiness Accelerator Consortium*



### ■ Navy Sponsored OT Consortia

- *Information Warfare Research Project*
- *Naval Aviation Systems Consortium*
- *Naval Surface Technology and Innovation Consortium*
- *Maritime Sustainment Technology & Innovation Consortium*
- *Strategic & Spectrum Missions Advanced Resilient Trusted Systems*
- *Strategic & Spectrum Missions Advanced Resilient Trusted Systems Research*
- *Undersea Technology Innovation Consortium*

- **Air Force Sponsored OT Consortia**
  - *AFLCMC Consortium Initiative*
  - *AFRL OTAFI*
  - *Open System Acquisition Initiative*
  - *Propulsion Directorate Consortium Initiative*
  - *Space Enterprise Consortium*
  - *Supply Chain Consortium Initiative*



# State Funding Opportunities



# Procurement Technical Assistance Centers

Logistics and Contracting Support

The screenshot shows the APTAC website interface. At the top left is the APTAC logo (Association of Procurement Technical Assistance Centers). A dark blue navigation bar contains links for HOME, ABOUT US, GOVERNMENT CONTRACTING ASSISTANCE, APTAC PARTNERS, and PTAC LOGIN. Below the navigation bar, there is a search section titled 'Find a PTAC' with a 'Select a State' dropdown menu. To the right of the search section is a red banner with the text 'HELP FOR GOVERNMENT CONTRACTING'. Below this banner, the text reads 'Procurement Technical Assistance Centers (PTACs)' followed by a red exclamation mark icon and the text 'Free Help with SAM Registration – and other government contracting issues.' Below this, it states 'System for Award Management (SAM) registration is FREE, and your PTAC can help you with this and everything else you need to sell to federal, state and local government agencies at little or no charge.' There are two bullet points: 'Workshops and Matchmaking Events' and 'One-on-One Counseling'. At the bottom of the section is a blue button that says 'Find your PTAC now! »'. On the left side of the screenshot, there is a map of the United States and a link to 'Find American Indian PTACs »'.

- Administered by DLA
- 94 PTACs with over 300 local offices
- Diverse contracting support
- Matching funds through state and local governments
- Focused on federal procurement

APTAC home:

<https://www.aptac-us.org/>

State-by-state registry:

<https://www.aptac-us.org/contracting-assistance/>

# State Matching Funds

## Matching funds for SBIR



### State funds for SBIR companies

*Including SBIR matching grants and cash assistance for "Phase 0"*

State	Phase 0	Phase I	Phase II
Alabama		■	■
Alaska	■		
Arkansas		■	■
Colorado	■		
Delaware		■	
Florida		■	
Hawaii	■	■	■
Illinois		■	
Indiana		■	
Iowa		■	■
Kentucky		■	■
Louisiana	■		
Maryland		■	■
Massachusetts		■	■
Michigan		■	■
Minnesota		■	■
Mississippi	■		
Montana	■	■	■
Nebraska	■	■	■
New Jersey		■	■
New Mexico		■	■
New York	■		
North Carolina	■	■	
Oregon	■	■	■
Rhode Island	■	■	■
South Carolina		■	
South Dakota	■		■
Tennessee	■	■	■
Vermont	■		
Virginia		■	■
West Virginia	■	■	■
Wisconsin	■	■	■
Wyoming		■	■

- When SBIR is reauthorized, be sure to take advantage of state matching funds
- Phase I/II matching funds
- Funding for Phase 0 proposal support

[https://www.sbir.gov/sites/default/files/2021/State-Funds-for-SBIR-companies\\_0826.pdf](https://www.sbir.gov/sites/default/files/2021/State-Funds-for-SBIR-companies_0826.pdf)

# Commercial / Private



# Commercial and Other Funding

Primes are looking for small business partners

## Commercial / Private

- Lockheed Martin Ventures
- Shell Gamechanger
- ExxonMobil
- TechInfusion business unit

## Lockheed Martin – Defense Sector

### Lockheed Martin Ventures Focus Areas

- Artificial Intelligence
- Autonomy & Robotics
- Cybersecurity
- Human Potential
- Materials & Manufacturing
- NextGen Electronics
- Power & Propulsion
- Quantum Technologies
- Sensor Technologies
- Signals & Communication Tech
- Space Technologies
- Synthetic Biology

<https://www.lockheedmartin.com/en-us/who-we-are/lockheed-martin-ventures.html>

## Shell Gamechanger – Energy Sector

### **SHELL GAMECHANGER**

Shell's GameChanger programme works with start-ups and businesses on unproven early-stage ideas that have the potential to impact the future of energy. The GameChanger team provides support, expertise and seed funding, while the start-ups keep the independence to make their own decisions.

<https://www.shell.com/energy-and-innovation/entrepreneurs-and-start-ups/shell-gamechanger.html>



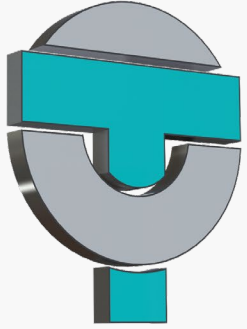
# Action



# Pursuing Non-SBIR Opportunities

Where to go from here

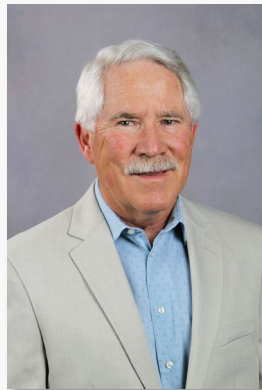
- Some of these can be pursued under TABA projects
- TechOpp can support capture management and proposal development
- Start with a broad survey
- Establish inroads within target organizations
- Pursue specific opportunities



# TechOpp Consulting, Inc.

*Where Technology Meets Opportunity™*

## Thank You



Randy Simpson

COO

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Bob Fielder

President

[Bob.Fielder@TechOppConsulting.com](mailto:Bob.Fielder@TechOppConsulting.com)