



Moving Beyond SBIR Funding

Randy Simpson

COO

TechOpp, Inc.

07/23/2025

Webinar Outline

Purpose is to help small businesses prepare and adapt

- Context – Why are we here?
- Positioning for Non-SBIR Funding
- Sole Source Phase III
- Non-SBIR Federal Funding Opportunities
- Agency-Specific Opportunities
- Resources from TechOpp

Intro to TechOpp

Who we are and what we do

- Founded in 2009
- All about helping small businesses
- Focus on technology commercialization
- SBIR/STTR and other federal funding



Randy Simpson

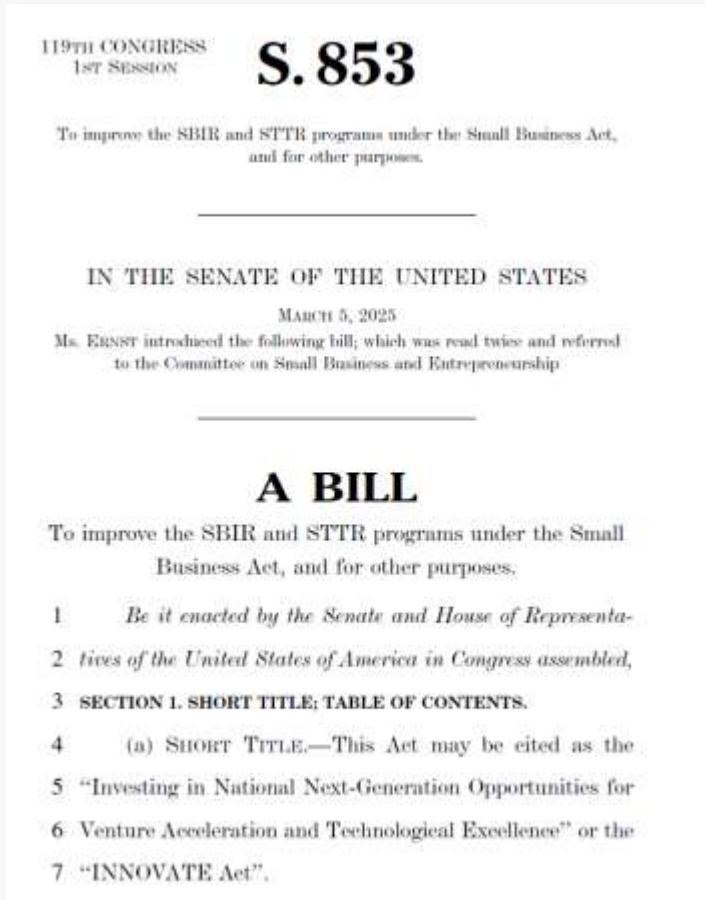
- B.S. Aerospace Engineering
- Over 50 years of Aerospace and Defense experience
- Provide Strategic Capture and Proposal Development coaching for small businesses



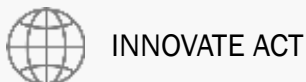
Context

SBIR Reauthorization

Reauthorization
deadline is 9/30/2025



- SBIR program is reauthorized every few years
- Currently three separate bills
- First and most complete is the INNOVATE Act
- Some key provisions include:
 - *Lifetime cap on SBIR funding (\$75M max)*
 - *Increased requirement for non-SBIR revenue*
 - *Phase IA opportunity for first time participants*
 - *Increased minimum standards for Phase I to Phase II conversion*
- Our webinar series provides strategies for each of these provisions



Webinar Series

In case you missed them

- Webinar 1: Overview of proposed changes
- Webinar 2: Leveraging changes for new companies
- Webinar 3: Meeting Phase II conversion requirement
- Webinar 4: Meeting the non-SBIR funding requirement

	Maximizing Your Phase I to Phase II Conversion Rate There are proposed minimum requirements for Phase I to Phase II conversion rates. In this webinar, we covered how to give yourself the best chance at winning more Phase II proposals.
	Leveraging Proposed SBIR Changes for Early-Stage Businesses Potential changes to the SBIR program could be beneficial to early-stage businesses. We reviewed the proposed changes and how to take advantage of them.
	Navigating SBIR Reauthorization The SBIR program must be reauthorized by 9/30/2025 to continue to provide R&D funding to small businesses. We present an overview of changes proposed to the SBIR program through the INNOVATE ACT, and strategies to adapt.



Webinar archive

Transitioning to Non-SBIR Funding

Renewed focus with
Reauthorization
Uncertainty

- About 70 small businesses will be eliminated due to proposed \$70M cap
 - *It is likely some compromise will be negotiated*
 - *However, it is best to prepare for the worst case*
- There are also other provisions that push for non-SBIR funding
 - *Minimum required non-SBIR funding for multiple award winners*

Bottom Line

Let's get ahead of the curve

- Now is the time to consider other forms of federal R&D funding
 - *SBIR/STTR is not the “only game in town”*
- We have researched other non-dilutive grant funding
 - *The following slides are meant to be comprehensive*
 - *Listing many opportunities in federal agencies*
- It is important to note these contract vehicles may be different
 - *IP protection may be different*
 - *Firm Fixed Price contracts may not be offered*
 - Which may require a DCAA-approved Accounting System

Federal Funding “Flavors”

“It depends”

- Non-dilutive federal funding is available for R&D
- You can also enter into procurement arrangements with a high enough TRL solution
- Today we focus on “Non-SBIR/STTR R&D opportunities”

Positioning for Non-SBIR Funding

Federal Funding Priorities

Know where the funding is going

- H.R.1 was signed on July 4, 2025
 - *Legally binding reconciliation package*
- H.Con.Res.14–*This concurrent resolution*
 - *Establishes the congressional budget for the federal government for FY2025*
 - *Sets forth budgetary levels for FY2026-FY2034, and*
 - *Provides reconciliation instructions for legislation that increases or decreases the deficit and increases the statutory debt limit by specified amounts.*

One Big Beautiful Bill Act

SBIR/STTR Program
budget follow suite

	Agency	Details of changes	Budget Impact
	EPA	RDT&E	-54.5%
	DHS	Procure advanced border security technology, modernize the fleet and facilities of the Coast Guard	+64.9%
	DoD	Golden Dome, Shipbuilding, Space Force, F-47, Nuclear deterrent	+13.4%
	DOE	Funding changes: Kills CO2 removal and climate change. Focus: bioenergy, domestic fossil energy, critical minerals, nuclear fuels	-9.4%
	DOT	Funding changes: increases FAA operations, NAS upgrades, INFRA grants, rail, shipbuilding and ports	+5.8%
	USDA	Cuts to Agricultural Research Service	-18.3%
	NASA	Increases human space, decreases everything else (space science, mission support, earth science, SLS/Gateway, space technology, ISS, aeronautics, STEM)	-24.3%
	NSF	Reduces research in climate, clean energy, social engineering. Maintains AI and quantum information science research. Eliminates DEI-related programs	-55.8%



Discretionary budget request

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
- It is critical to establish business relationships
 - *And LISTEN to the prospective customer*
 - *To understand THEIR requirements*
 - *Then align your solution to meet all their requirements*

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

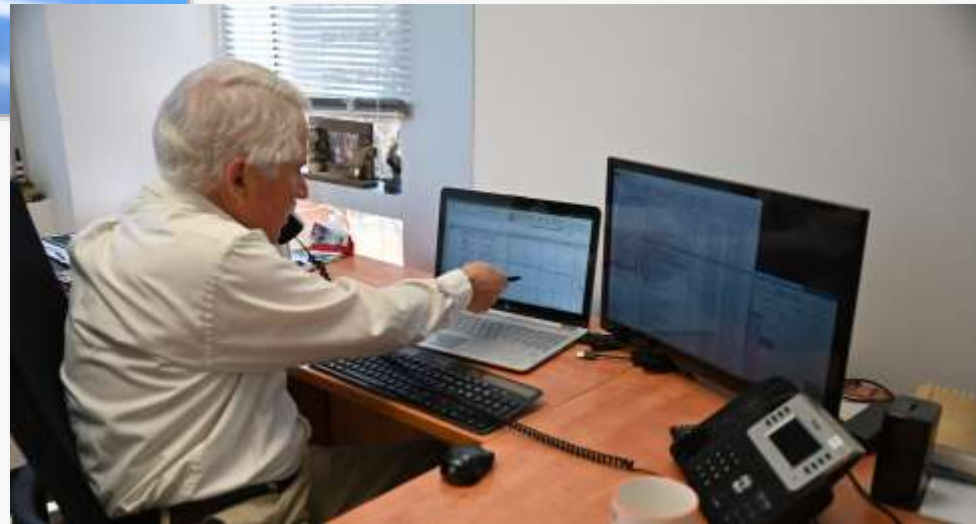


Non-SBIR Project Management

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



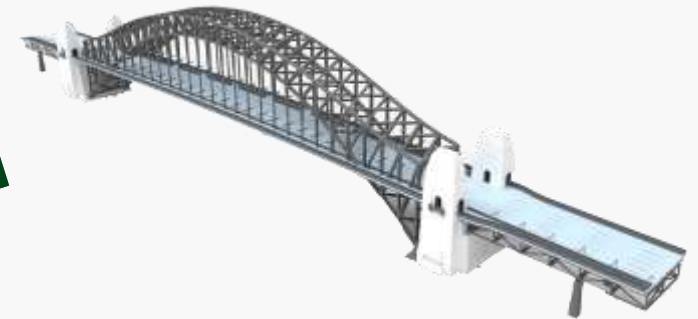
Sole Source Phase III

Sole Source Phase III

Enabled by SBA Policy Directive

- Another award in addition to a previous Phase I or Phase II award
 - *Derives from, extends, or completes SBIR/STTR effort*
 - *Funded by sources other than the SBIR/STTR program*
- Phase III work
 - *Commercial application*
 - *Federal use products or services*
 - *Continuation of SBIR/STTR work*
- Not required to conduct another competition
- No limit on the number, duration or dollar value
- No limit on elapsed time between Phase I/II and Phase III award

Previous SBIR Contract



Phase III



Leverage Sole-Source Advantage

Phase III

1

No Time Limit

A Phase III may be awarded to any previous SBIR contract, from any agency, for any value and for any timeframe

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

Sole-sourced Phase III benefits the federal program through rapid acquisition, providing motivation to pursue them.

SBIR Policy Directive

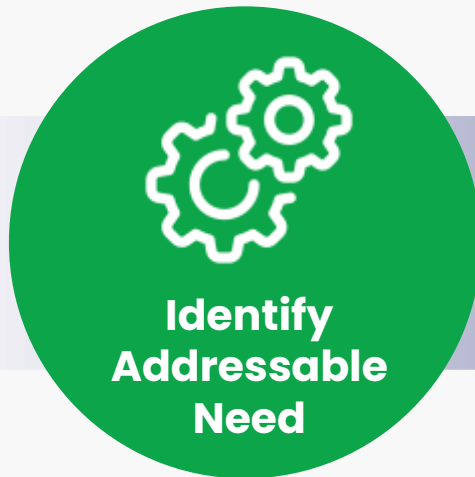
(3) Competition Requirement. The competitions for SBIR/STTR Phase I and Phase II awards satisfy any competition requirement of the Armed Services Procurement Act, the Federal Property and Administrative Services Act, and the Competition in Contracting Act. An agency that wishes to fund an SBIR/STTR Phase III award, which is an extension of prior Phase I and/or Phase II awards, is not required to conduct another competition for the Phase III award in order to satisfy those statutory provisions.



SBIR Policy Directive

Phase III Process

Match addressable need with funding



Work through TPOC, or SBIR Technology Manager



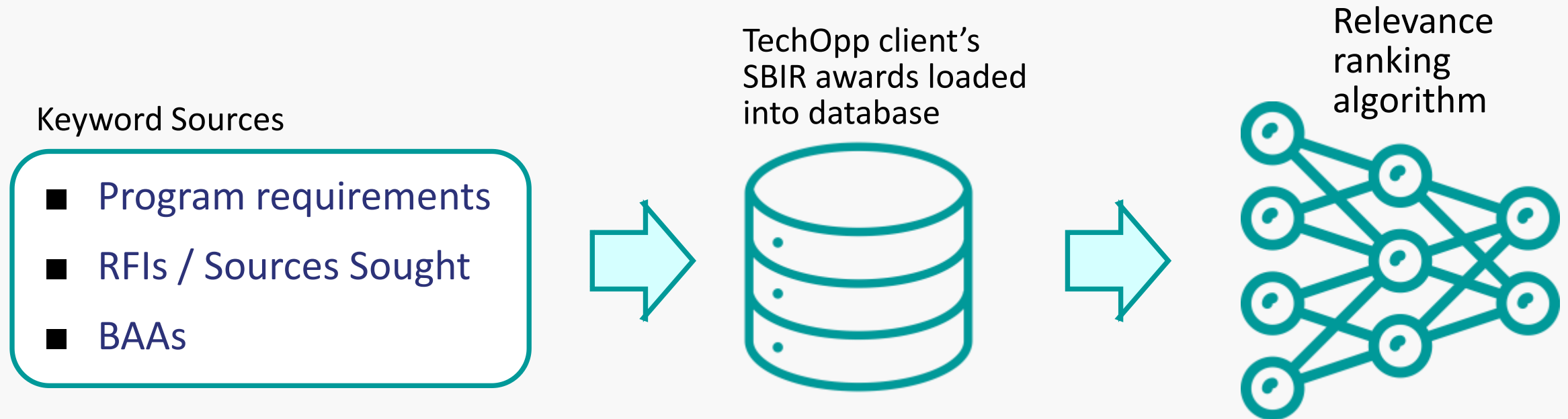
Must have clearly defined transition potential and Program Office Support



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

TechOpp's Sole Source Search Tool

Searchable database
of all previous SBIR
awards



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

Federal Funding Opportunities

Intel for Federal Funding Opps

Register for list serves
Check back often

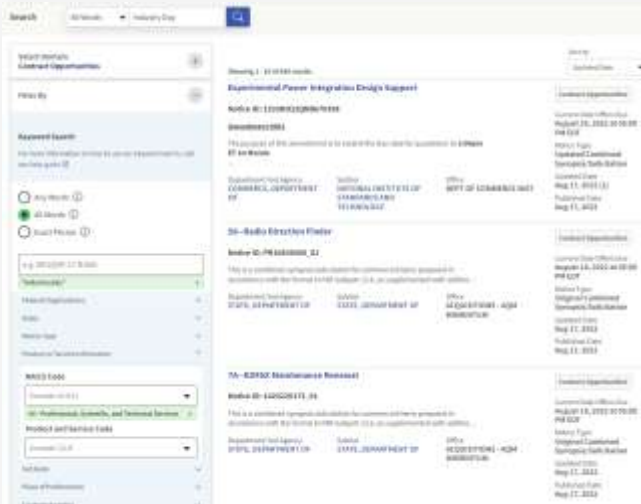
- Request for Information
- Sources Sought
- Industry Days
- Special Notices
- Long Range Acquisition Forecasts

I will attempt to align each opportunity with the desired TRL for your solution

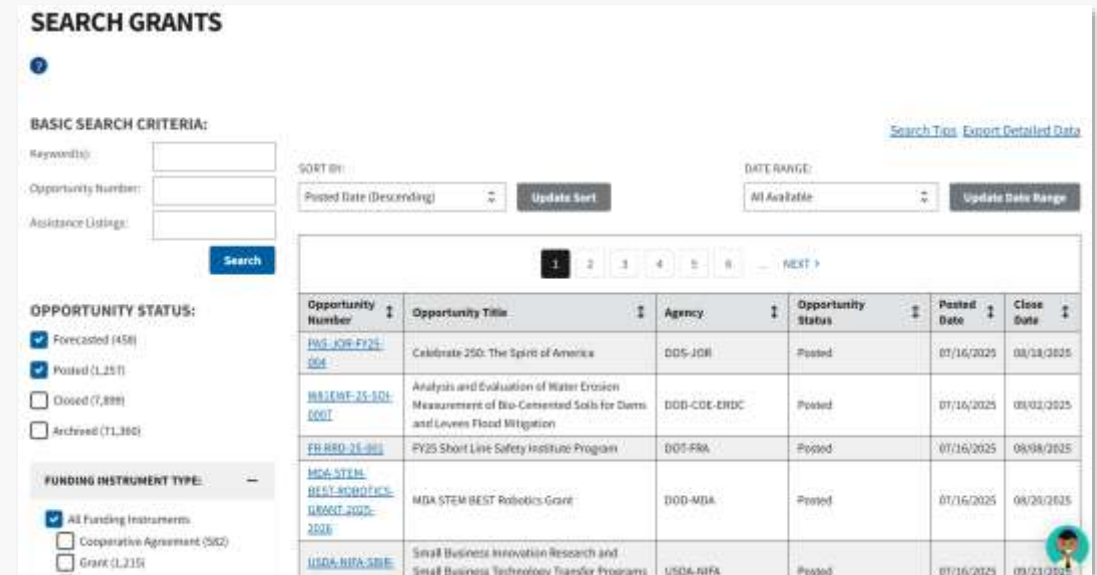
Technology Readiness Level



SAM.gov



Grants.gov

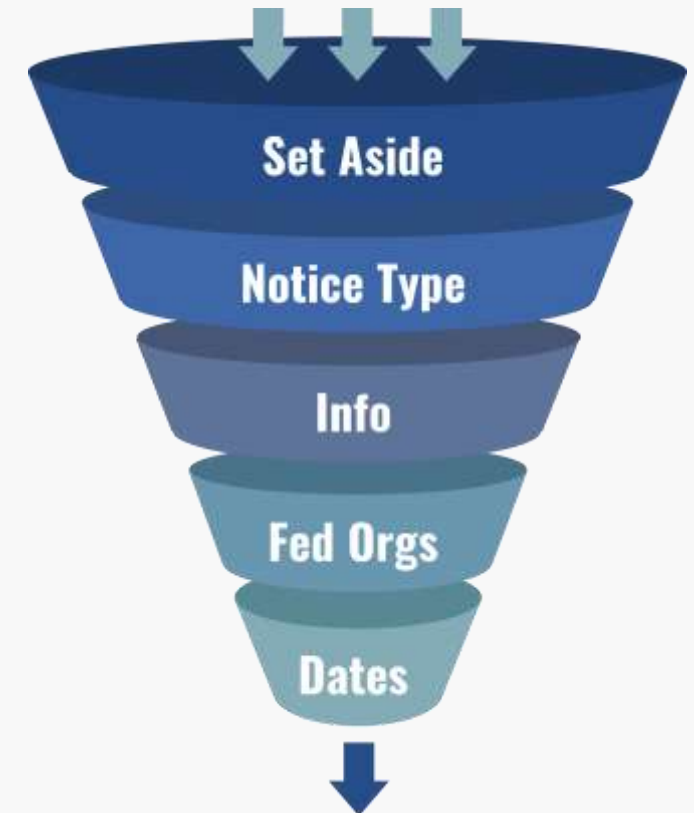
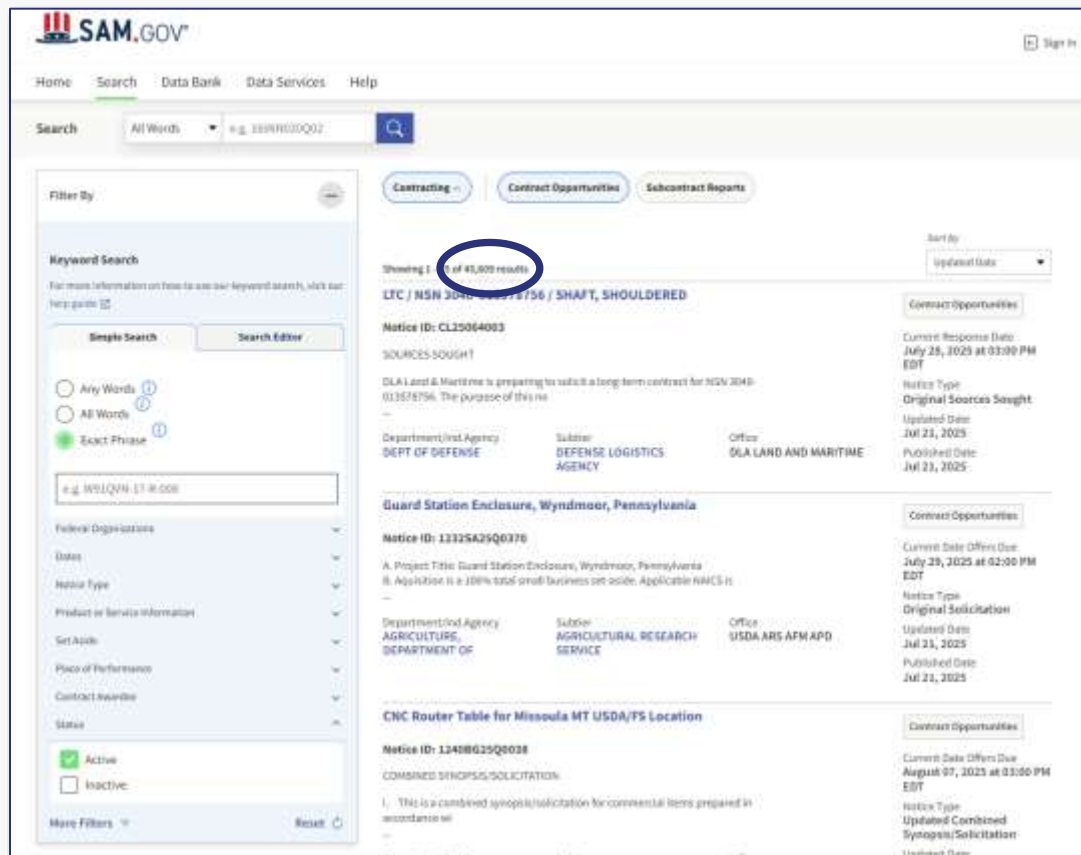


Sam.gov

Find procurement opportunities for High TRL technology

- Sam.gov is a good place to start
- Currently 45,609 opportunities total

Filter by multiple criteria



Adding Additional
criteria narrows
the search

Response/Date Offers Due
Custom date

From
Jul 1, 2025

To
Jul 1, 2026

Updated Date
Anytime

21,243

NAICS Code

Example: 621511

54 - Professional, Scientific, and Technical Services

1,515

- ☐ Any Words *i*
- ☐ All Words *i*
- ☒ Exact Phrase *i*

e.g. W91QVN-17-R-008

cyber

17

Showing 1 - 17 of 17 results

Sort by
Updated Date

Certified Space Security Specialist Professional (CSSSP) training and exam

Contract Opportunities

Notice ID: CSSSP_Level1_2

Level I CSSSP training should provide the following

Space Cybersecurity Mission Management
Overview of Space Cyber Intelligence and C

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE AIR FORCE

Office
FA8773 ACC 38 CONS

Current Date Offers Due
July 25, 2025 at 01:00 PM EDT

Notice Type
Original Solicitation

Updated Date
Jul 21, 2025

Published Date
Jul 21, 2025

WC-135R Filter Insertion System (FIS) and FIS Alignment Tool

Contract Opportunities

Notice ID: FA830725RB075

The Joint Cyber Command and Control (JCC2) Contracting Branch (AFLCMC/HNCKJ) intends to award a Firm-Fixed-Price (FFP) contract on a sole-source ba

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE AIR FORCE

Current Response Date
August 02, 2025 at 01:00 PM EDT

Notice Type
Original Special Notice

Updated Date
Jul 18, 2025

Published Date
Jul 18, 2025

Grants.gov

Another source of R&D funding

- Search grants.gov for “cyber”
 - Returns 96 opportunities
 - Limit to grants—no cooperative agreements or procurement contracts
 - Returns 46 opportunities
 - Limit to “Small Business” or “Unrestricted” eligibility
 - Returns 12 opportunities

Filter by multiple criteria



Searching on
grants.gov

This search for
“Other” Funding
Instrument type
returns 28 open
Broad Agency
Announcements
including the
word “cyber”

You must dig into
each one to
validate
relevance!

SEARCH GRANTS

BASIC SEARCH CRITERIA:

Keyword(s):

Opportunity Number:

Assistance Listings:

Search

OPPORTUNITY STATUS:

☒ Forecasted (0)

☒ Posted (18)

☐ Closed (27)

☐ Archived (288)

FUNDING INSTRUMENT TYPE:

☐ All Funding Instruments

☐ Cooperative Agreement (17)

☐ Grant (15)

☒ Other (18)

☐ Procurement Contract (16)

ELIGIBILITY:

☒ All Eligibilities

☐ Independent school districts (1)

☐ Individuals (1)

☐ Nonprofits having a 501(c)(3) status with the IRS, other than

CATEGORY:

☒ All Categories

☐ Agriculture (1)

☐ Arts (1)

☐ Community Development (1)

AGENCY:

☒ All Agencies

☐ All Department of Agriculture [USDA] (18)

☐ All Department of Commerce [DOC] (23)

☐ All Department of Defense [DOD] (140)

☐ All Department of Education [ED] (14)

☐ All Department of Energy [DOE] (11)

☐ All Department of Energy - Office of Science [PAMS] (1)

Sort By:

Relevance (Descending) **Update Sort**

DATE RANGE:

All Available **Update Date Range**

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date	Close Date
FA7000-21-S-0001	Research Interests of the United States Air Force Academy (formerly USAFA-BAA-2021)	DOD-USAFA	Posted	11/02/2020	
W111NF-20-S-0009	UNITED STATES MILITARY ACADEMY Broad Agency Announcement	DOD-AMC	Posted	04/01/2020	03/31/2021
W111NF-21-S-0001	DEVCOM ARMY RESEARCH LABORATORY BROAD AGENCY ANNOUNCEMENT FOR FOUNDATIONAL RESEARCH	DOD-AMC	Posted	11/21/2022	11/20/2027
N000142050301	FY25 Long Range Broad Agency Announcement (BAA) for Navy and Marine Corps Science and Technology	DOD-ONR	Posted	10/01/2024	09/30/2025
HR00112550013	Defense Sciences Office (DSO) Office-wide BAA	DOD-DARPA-DSO	Posted	06/03/2025	06/02/2026
FA8651-22-S-0001	Air Delivered Effects	DOD-AFRL-RW	Posted	03/22/2022	03/21/2027
FA2301-23-S-0401	Pioneering Aerospace Capabilities, Engineering and Research (PACER)	DOD-AFRL	Posted	07/26/2023	05/10/2043
HR00112550034	Biological Technologies	DOD-DARPA-BTD	Posted	09/11/2024	09/10/2025
W111NF-21-S-0010	UNITED STATES ARMY RESEARCH INSTITUTE FOR THE BEHAVIORAL AND SOCIAL SCIENCES (ARI) BROAD AGENCY ANNOUNCEMENT FOR BASIC, APPLIED, AND ADVANCED SCIENTIFIC RESEARCH	DOD-AMC	Posted	05/01/2023	04/30/2028
N00521-25-S-0001	FY25 Naval Air Warfare Center Aircraft Division Office-Wide Broad Agency Announcement	DOD-ONR-AIR	Posted	06/27/2025	06/22/2026
FA86512550001	Air Dominance Broad Agency Announcement (BAA)	DOD-AFRL-RW	Posted	04/14/2025	10/31/2029
FA95502550001	Research Interests of the Air Force Office of Scientific Research	DOD-AFOSR	Posted	05/20/2025	05/18/2026
HR00112550038	Microsystems Technology Office (MTO) Office-wide	DOD-DARPA-MTO	Posted	05/09/2024	10/09/2025
W111NF-24-S-0008	ARMY APPLICATIONS LAB BROAD AGENCY ANNOUNCEMENT FOR DISRUPTIVE APPLICATIONS	DOD-AMC	Posted	06/26/2024	04/04/2028
PAS-TOWO-FY25-SOI-S2	Statement of Interest (SOI) Annual Program Statement	DOS-JPM	Posted	05/01/2025	09/30/2025
HM0476138AA0001	Boosting Innovative GEQINT - Science & Technology Broad Agency Announcement (BG-ST BAA)	DOD-NGIA	Posted	12/15/2023	12/14/2026
HR001125500802	Information Innovation Office (I2O) Office-Wide	DOD-DARPA-I2O	Posted	10/30/2024	10/25/2025
HT34202350AA1	DOD Defense Health Agency (DHA) Research & Development FY23-FY27 BROAD AGENCY ANNOUNCEMENT for Extramural Medical Research	DOD-AMRAA	Posted	09/22/2022	09/30/2027

Technology Readiness Level

1  9

Validate TRL Requirement

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*
 - *<https://www.diu.mil/work-with-us/open-solicitations>*
- National Security Innovation Capital
 - *Submit a pitch at any time*
 - *TRL 3-6 innovations accepted*
 - *OTA contract vehicles*
 - *HQ0845-24-S-N001 Amendment 0004 20 June 2025*
- National Security Innovation Network Propel
 - *Collaborating with innovative and non-traditional partners*
 - *Current opportunity for “ready now” uncrewed systems solutions*
 - *<https://www.diu.mil/work-with-us/submit-solution/PROJ00598>*



FY26 funding increase

Accelerate the Procurement and Fielding of Innovative Technologies program

High-TRL required (7-9)

Under Secretary of Defense for Research and Engineering

Technology Readiness Level



- Workshop held in March 2025
 - Recorded
 - *Hot Link to the right*
- Provide procurement funding for innovative projects that have completed development and are ready to transition into operational use



APFIT Basics

- RDT&E complete and DoD is interested in procuring
- U.S.-based small business or non-traditional defense contractor
- \$10M-\$50M could be used to accelerate procurement
- Project is endorsed by an APFIT-designated Submitting Organization

APFIT Selection Process

1. Submitting organizations collect projects internally
2. Submitting organizations prioritize projects and send top selections to OUSD(R&E)
3. OUSD(R&E) conducts a review with services and the Joint Staff
4. Final selections are announced



The graphic features a satellite in space at the top. Below it, the text 'SUBMITTING ORGANIZATIONS' is displayed. Underneath are five circular logos representing various U.S. military and intelligence agencies. The graphic is divided into sections: 'Services', 'Combatant Commands', 'Agencies', and 'Other Organizations', each with a list of participating entities.

SUBMITTING ORGANIZATIONS

Services

Combatant Commands

Agencies

- Defense Health Agency
- Defense Intelligence Agency
- Defense Logistics Agency
- Defense Threat Reduction Agency
- Missile Defense Agency
- National Geospatial Intelligence Agency
- National Reconnaissance Office

Other Organizations

- DARPA
- Defense Innovation Unit
- National Guard Bureau
- OASD(S&T), OASD(CT), OASD(MC)
- OUSD(I&S)
- Strategic Capabilities Office

APFIT is open for business

Call to Action

FY26 Cycle Status

May 23, 2025

The FY26 APFIT selection cycle is currently open. Please have a government sponsor work with their [APFIT organization lead](#) for internal deadlines and submission details. The APFIT non-acquisition organization due date is July 25, 2025. The acquisition organization due date is August 29, 2025. Please note, each submitting organization conducts an internal down-selection prior to submitting projects to APFIT and may have an earlier, internal submission window



Navy

R&D areas of interest

Technology Readiness Level



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

FY25 Long Range Broad Agency Announcement (BAA) for Navy and Marine Corps Science and Technology N0001425SB001

Published: October 01, 2024 1:55 PM EST

Full Proposals will be accepted until: September 30, 2025 2:00 PM EST

Notice of Funding Opportunity (NOFO) Fiscal Year (FY) 2026 Office of Naval Research (ONR) Young Investigator Program (YIP) N0001425SF004

Published: June 20, 2025 4:57 PM EST

Full Proposals will be accepted until: August 01, 2025 5:00 PM EST



Working with ONR



Doing business with NRL

- For ONR, Technology and Research areas are listed:
 - <https://www.onr.navy.mil/our-research/onr-technology-and-research>
- For NRL, Areas of interest are listed:
 - <https://www.nrl.navy.mil/Our-Work/Areas-of-Research/directorates-divisions/>

General Information

Document Type:	Grants Notice	Version:	Synopsis 5
Funding Opportunity Number:	N00173-24-S-BADL	Posted Date:	Mar 01, 2024
Funding Opportunity Title:	NRL Long Range Broad Agency Announcement (BAA) for Basic and Applied Research	Last Updated Date:	Jun 03, 2025
Opportunity Category:	Discretionary	Original Closing Date for Applications:	Dec 31, 2024
Opportunity Category Explanation:		Current Closing Date for Applications:	Sep 30, 2025
Funding Instrument Type:	Cooperative Agreement Grant	Archive Date:	
Category of Funding Activity:	Science and Technology and other Research and Development	Estimated Total Program Funding:	
Category Explanation:		Award Ceiling:	\$0
Expected Number of Awards:		Award Floor:	\$0
Assistance Listings:	12.300 — Basic and Applied Scientific Research		
Cost Sharing or Matching Requirement:	No		

NavalX

ONR Innovation Branch

Technology Readiness Level



- NavalX helps manage the DoN's innovation branch
- The Tech Bridge Network is comprised of regional Tech Bridges which can assist small businesses in building connections within the Navy
 - *Tech Bridge partners also receive additional resources to acquire Technology Transfer (T2) partnership agreements*
 - *Better suited to high TRL technologies*



NavalX Network

Army Corps of Engineers / ERDCWERX

Tech Challenges

Technology Readiness Level



Current Events and Tech Challenges:

 Traction Aids for Ground Vehicle Mobility Deadline — August 15, 2025 ERDC seeks to identify and investigate viable solutions that improve traction for vehicles operating in austere or contested environments. TECH CHALLENGES Read More →	 Overtopping Breach Mitigation Deadline — July 31, 2025 ERDC seeks to identify and investigate emerging solutions that can help reduce flood-induced overtopping of earthen levee embankments. TECH CHALLENGES Read More →	 Innovation 2 Market Deadline — August 8, 2025 The Innovation 2 Market (I2M) Patent Showcase in Champaign, IL, will help businesses and investors pursue opportunities to introduce ERDC innovations to government and commercial markets. EVENTS, PATENT COMMERCIALIZATION Read More →	 Contingency Basing Integration Training & Evaluation Center Deadline — Continuously Open ERDC's Contingency Basing Integration Training & Evaluation Center (CBITEC) is a venue for training, assessing, evaluating, and integrating ERDC capabilities in a realistic military environment to support the warfighter. CONSTRUCTION ENGINEERING RESEARCH, DEMONSTRATION AND TESTING Read More →
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- Funding typically allocated
- Utilize two OTA contract vehicles
- Civil engineering
- Physical protection
- Base modernization
- CSO
- Prototype Opp.

Recent topic



Webinar: Waterways Engineering

Deadline — July 14, 2025

ERDC's patented technologies that address challenges in waterways engineering have strong market potential. During this webinar, attendees will learn how commercialization of these technologies can be beneficial for business growth and development.

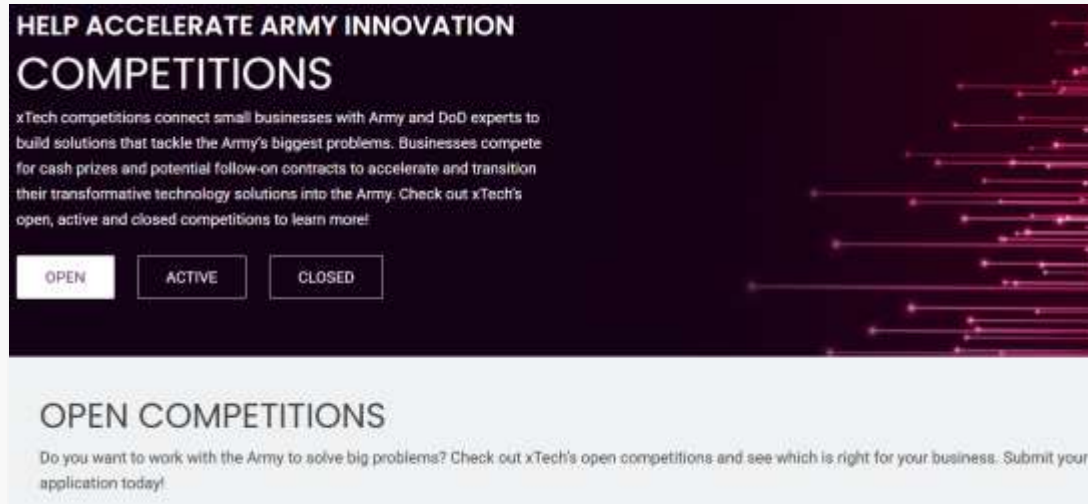


ERDCWERX Events



Army

xTech Program



HELP ACCELERATE ARMY INNOVATION
COMPETITIONS

xTech competitions connect small businesses with Army and DoD experts to build solutions that tackle the Army's biggest problems. Businesses compete for cash prizes and potential follow-on contracts to accelerate and transition their transformative technology solutions into the Army. Check out xTech's open, active and closed competitions to learn more!

OPEN **ACTIVE** **CLOSED**

OPEN COMPETITIONS

Do you want to work with the Army to solve big problems? Check out xTech's open competitions and see which is right for your business. Submit your application today!



ACTIVE

xTechSoldier Fire Control

The U.S. Army invites interested entities to participate in the xTechSoldier Fire Control competition, a competition for eligible small and...

LEARN MORE



ACTIVE

xTech AI Grand Challenge

The U.S. Army invites interested Artificial Intelligence (AI) focused businesses to participate in the xTech AI Grand Challenge, a competition...

LEARN MORE

Technology Readiness Level



- Offers competitions for offerors to present technology concepts in specified technology areas to Army and DoD SMEs
- Open to small and medium business
- Each competition is different
 - Access to restricted SBIR topic
 - Opportunity to engage with Army and DoD representatives
 - Optional Accelerator program to receive education, mentorship and strategic exposure to assist in growing their companies for DoD and commercial use





DARPA

BAAs, ERIS

- BAA Types:
 - Tech Offices will issue program-specific BAAs throughout the year
 - Tech Offices will also issue one or two year-long BAAs
 - <https://www.darpa.mil/work-with-us/opportunities>--18 open now
- DARPAConnect Expedited Research Implementation Series (ERIS) Marketplace—topic area focused—5 topic areas now
 - Submit 7-minute video
 - It is assessed by a team of experts
 - If awardable, placed in Marketplace



FY26 funding
increase



USSOCOM

Special Forces

Technology Readiness Level



Technology Readiness Level



Technology Readiness Level



- ENGAGE SOF (eSOF)—USSOCOM’s Digital Front Door
 - *Begins with Vulcan—get an account, create a “Scout Card”*
 - Description, TRL, Technical specifications, Points of Contact
 - *Technical Experimentation (TE) events provide invited technology developers in-person opportunities to meet with SOCOM personnel*
- BAA, Commercial Solutions Opening and RFI
 - *Posted on sam.gov—search “BAA USSOCOM”*
- SOFWERX—sofwerx.org/ecosystem
 - Innovation platform for the United States Special Operations Command as a 501(c)(3) nonprofit
 - Accelerate delivery of innovative capabilities to USSOCOM
 - Facilitate capability refinement through exploration, experimentation and assessment of promising technology
 - *events.sofwerx.org*
 - TechTuesday
 - Other engagement events to meet USSOCOM personnel and discuss technology



FY26 funding
increase



AFWERX

STRATFI/TACFI

Technology Readiness Level



- In an effort to help bridge the “Valley of Death” between Phase II and Phase III, the Ventures program has developed the Strategic Funding Increase (STRATFI) and Tactical Funding Increase (TACFI) Programs.
- Small businesses that have been awarded a Phase II contract within the last two years are eligible to apply for this annual notice of opportunity.
- The program requires various levels of matching funding and avenues for Defense and/or Industry matching, depending on the program sought.

AWARD AMOUNTS	
TACFI	Tactical Funding Increase \$375K–\$2M
STRATFI	Strategic Funding Increase \$3M–\$15M

MATCHING OPTIONS		
	Defense-Only	Dual-Use
TACFI	1:1 SBIR/STTR: Gov	1:1 SBIR/STTR: Private
STRATFI	1:2 SBIR/STTR: Gov	1:1:2 SBIR/STTR: Gov: Private
Notice of Opportunity		AF Customer RFP Release and Contract Award



AFWERX Events

National Institutes of Health

National Institutes of Health-NIH

■ Research Grants

- Research project grants support discrete, specified, circumscribed biomedical research and development at universities, medical and other health professional schools, colleges, hospitals, research institutes, for-profit organizations, and government institutions.
- Projects are performed by named project directors/principal investigators in scientific areas representing their specific interests and competencies.

Technology Readiness Level



The screenshot shows the NIH Guide for Grants and Contracts website. It includes search filters for Funding Category, Funding Organization(s), and Keyword. Below the filters, there is a table of funding opportunities. The table has columns for Title, Notice Number, Issuing Organization, Participating Organization(s), Release Date, Expiration Date, and Activity Codes. Two rows are visible in the table.

Title	Notice Number	Issuing Organization	Participating Organization(s)	Release Date	Expiration Date	Activity Codes
Conformance with the Egg Regulatory Program Standards	HFA-FD-25-021	FDA	N/A	July 11, 2025	August 13, 2025	U2F
Food Safety Capacity and Infrastructure Building (U2F)	HFA-FD-25-019	FDA	N/A	July 11, 2025	August 4, 2025	U2F



NIH guide for grants & contracts



FY26 funding decrease

DOE Office of Science

Open, ongoing FOA

DOE Long-Range FOA

Technology Readiness Level



Department of Energy (DOE)
Office of Science (SC)



FY 2025 Continuation of Solicitation for the Office of Science Financial Assistance Program

Notice of Funding Opportunity (NOFO) Number:
DE-FOA-0003432

NOFO Type: Amendment 000001
CFDA Number: 81.049

Amendment 000001 is issued to remove references to diversity, equity, and inclusion; to remove references to PIER plans; to update regulatory requirements from Title 2 CFR; and to update research, technology, and economic security provisions.

NOFO Issue Date:	September 30, 2024
Submission Deadline for Pre-Applications:	A Pre-Application is optional/encouraged. Pre-Applications may be required for consideration by certain review panels.
Submission Deadline for Applications:	This NOFO will remain open until September 30, 2025, or until replaced by a successor NOFO. Applications may be submitted any time during that period. Individual topics in this NOFO may have scheduled review panels. Applications may be submitted before the deadline, but applications submitted after the panel's acceptance date may be held until the next review panel.

- Estimating \$500M in awards—Each award \$5K to \$5M, 6 mo to 5 yrs
- Contact info for technical leads
- Multiple subtopic descriptions
 - *Advanced Scientific Computing Research*
 - *Basic Energy Sciences*
 - *Biological and Environmental Research*
 - *Fusion Energy Sciences*
 - *High Energy Physics*
 - *Nuclear Physics*
 - *Isotope R&D And Production*
 - *Accelerator R&D and Production*
- Annual open solicitation that covers all research areas in Office of Science and is open throughout the Fiscal Year
 - *Includes 8 Program Offices*
 - *Each Program Office has technical areas of interest*
 - *Initial submission is “Pre-Application (White Paper)”*

DOE Research Funding

Many Non-SBIR Opportunities

Technology Readiness Level



- Energy Efficiency and Renewables



- ARPA-E Funding Opportunities



- Nuclear Energy Funding



- State Energy Program



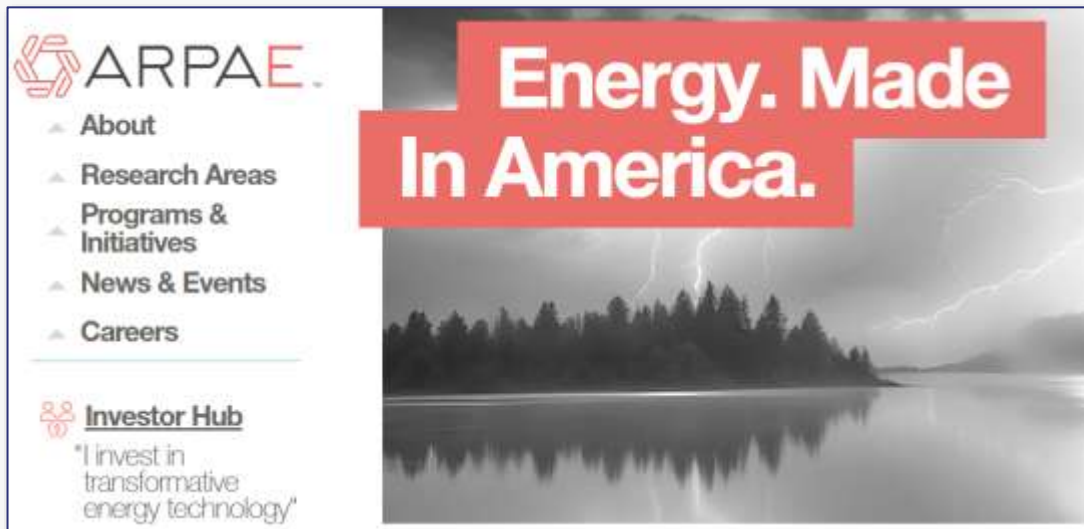
- Fossil Energy and Carbon Management Funding



- Office of Indian Energy Policy & Programs Funding Opps



FY26 funding decrease



ARPA-E

Advanced, high-risk, high-impact research

Technology Readiness Level



- 100 different programs
- 55 are active
- Includes exploratory topics and open solicitations every three years (most recent was 2024)

– Research areas include agriculture & bioenergy, buildings, grid, industrial efficiency, power generation, resources, and transportation

- Currently 12 open non-SBIR FFOs



ARPA-E FUNDING OPPORTUNITIES						
Jump to an Announcement:						
Announcement Number	Announcement Title	Announcement Type	NOI Deadline	CP Deadline	FA Deadline	
DE-FOA-0003164	Southern Projects to Advance Energy Research and Knowledge South (SPARKS)	Funding Opportunity Announcement (FOA)		TBD	TBD	
DE-FOA-0003462	Seedling Critical Advances for Leading Energy Technologies with Unmatched Potential (SCALEUP) Ready	Notice Of Funding Opportunity (NOFO)			TBD	
DE-FOA-0003477	Inviting Generations of New Innovators to Tackles Technologies in Energy 2025 (TIGITE 2025)	Notice Of Funding Opportunity (NOFO)		11/15/2024 09:30 AM ET	3/7/2025 09:30 AM ET	
DE-FOA-0003482	Quantum Computing for Computational Chemistry (QC3)	Notice Of Funding Opportunity (NOFO)		11/21/2024 09:30 AM ET	2/6/2025 09:30 AM ET	
DE-FOA-0003483	Quantum Computing for Computational Chemistry SBIR/STTR (QC3 SBIR/STTR)	Notice Of Funding Opportunity (NOFO)		11/21/2024 09:30 AM ET	2/6/2025 09:30 AM ET	
DE-FOA-0003488	Gabonized Leans in Advanced Solar (Headline Solar) (GLAS200)	Notice Of Funding Opportunity (NOFO)		11/26/2024 09:30 AM ET	2/7/2025 09:30 AM ET	
DE-FOA-0003489	Disruptive DC Converters for Grid Resilient Infrastructure to Deliver Sustainable energy (DC-GRIDS)	Notice Of Funding Opportunity (NOFO)		12/10/2024 09:30 AM ET	3/3/2025 09:30 AM ET	
DE-FOA-0003500	Disruptive DC Converters for Grid Resilient Infrastructure to Deliver Sustainable energy SBIR/STTR (DC-GRIDS SBIR/STTR)	Notice Of Funding Opportunity (NOFO)		12/10/2024 09:30 AM ET	3/3/2025 09:30 AM ET	
DE-FOA-0003505	Catalytic Application Testing for Accelerated Learning Chemistry via High-Throughput Experimentation and Modeling Efficiency (CATALCHEM-E)	Notice Of Funding Opportunity (NOFO)		12/17/2024 09:30 AM ET	TBD	
DE-FOA-0003506	Catalytic Application Testing for Accelerated Learning Chemistry via High-Throughput Experimentation and Modeling Efficiency SBIR/STTR (CATALCHEM-E SBIR/STTR)	Notice Of Funding Opportunity (NOFO)		12/17/2024 09:30 AM ET	TBD	
DE-FOA-0003510	Realize Energy-rich Compressed Decomposition Volatiles Extraction from Refuse waters (RECOVER)	Notice Of Funding Opportunity (NOFO)		12/31/2024 09:30 AM ET	TBD	

NASA Research Funds

Non-SBIR R&D funds

Technology Readiness Level



- Science Mission Directorate main research solicitation
 - *Research Opportunities in Space and Earth Sciences (ROSES)*
 - Release on NSPIRES [here](#)
 - 35 proposal opportunities [here](#)
- New Frontiers 5 Announcement of Opportunity
 - *Release in 2026*



New Frontiers Announcement of Opportunity



FY26 funding decrease

Department of Agriculture

One Non-SBIR
opportunity



Technology Readiness Level



\$958,410 / 24 months / One awardee

- The Open Data Framework program will build a framework needed to create a neutral and secure data repository and cooperative where producers, universities and nonprofit entities can store and share data in ways that will foster agricultural innovation and will support technological progress, production efficiencies, and environmental stewardship.
 - *A public-private cooperative framework based on open data standards for neutral data repository solutions to preserve and share the big data generated by technological advancements in the agriculture industry and for the preservation and curation of data in collaboration with Land-grant Universities.*
 - *The data framework supports the development of advanced technologies and practices to meet the increasingly complex agricultural challenges of farmers and ranchers.*



FY26 funding
decrease

Department of Homeland Security

“Flush with funding” for FY26

Technology Readiness Level



- Successful submissions to the LRBAAs answer questions such as
 - *What research problem do you propose to solve?*
 - *How is your concept different from and superior to solutions currently available elsewhere?*
 - *What data and analysis do you have to support the contention that funding your R&D project will result in a significant increase in capability for DHS?”*
- The LRBAAs do not allocate a pre-defined level of funding. As such, the provision of funds is an important consideration when an otherwise promising proposal is evaluated.
- Products that are available to the commercial marketplace or support services of any kind cannot be contemplated or purchased through the LRBAAs in accordance with the Federal Acquisition Regulation.
- The LRBAAs are expressly for original, state-of-the-art research or unique prototypes that require proof of concept.
- All submissions are peer reviewed.



FY26 funding increase

Current DHS LRBA Topics

23 topics in 6 mission areas

- Counter Terrorism and Homeland Security Threats (CTHOM)
 - CTHOM 01: Development of Tools for Test and Evaluation of Machine Learning Algorithms
 - CTHOM 02: Threat Prevention
 - CTHOM 03: Novel Approaches and Locations for Explosive Performance Characterization and Testing
 - CTHOM 04: Public Safety Tools for Lithium-Ion Battery
- Secure U.S. Borders and Approaches (BORAP)
 - BORAP 01: Screening at Speed
 - BORAP 02: Noninvasive, Minimally Disruptive Sensors and Systems
 - BORAP 03: Air Based Technologies
 - BORAP 04: Countering Unmanned Aircraft Systems
 - BORAP 05: Maritime Domain Awareness Technologies
 - BORAP 06: Immigration Services Program
 - BORAP 07: Detection Canine Technologies
 - BORAP 08: Maritime Coastal, Port, and Waterway Security
 - BORAP 09: Forensics and Criminal Investigations
- Secure Cyberspace and Critical Infrastructure (CYBCI)
 - CYBCI 01: Predictive Analytics
 - CYBCI 02: Shared Cyber Resilience
 - CYBCI 03: Software and Hardware Supply Chain Assurance
 - CYBCI 04: Trustworthy and Responsible Artificial Intelligence
 - CYBCI 05: Advanced and Emerging Data Computation and Analytics
 - CYBCI 06: GMD and Nuclear EMP Critical Infrastructure Risk
- Preserve and Uphold the Nation's Prosperity and Economic Security (PROES)
 - PROES 01: Emerging Technologies
- Strengthen Preparedness and Resilience (PRRES)
 - PRRES 01: Technology Acceptance
 - PRRES 02: Using Internet of Things (IoT) for Community and Infrastructure Resiliency Against All-Hazards
 - PRRES 03: Integrating risk sciences and adaptive engineering for community and infrastructure resilience

Intelligence Agencies

Acquisition Research Center



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



Westfields

Other Transaction Authorities

Overview of OTAs

Is an OTA right for you?

- Streamlined contracting, exempt from certain regulations
- Uses
 - *Conducting research (~80% of DOD OTs)*
 - *Developing prototypes (<=\$500M)*
 - *Starting follow-on production of successful prototype projects (<=\$100M)*
- Approximately half awarded via consortia
 - *Consortia issue solicitations to members*
- Small and large businesses qualify
- Review specific process steps with the issuing organization



Defense Primer: Other Transactions

- 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*
 - *Propulsion Directorate Consortium Initiative*
 - *Space Enterprise Consortium*
 - *Supply Chain Consortium Initiative*

Summary and Wrap Up

Pursuing Non-SBIR Funding

Requires taking a longer view than SBIR

- Start early, build relationships, understand requirements
- Strategic survey of market and your competitive niche
- Establish inroads within target organizations
- Pursue specific opportunities
- TechOpp can support with business development, capture planning and proposal management



Resources from TechOpp

Webinar Archive

SBIR Reauthorization

	Maximizing Your Phase I to Phase II Conversion Rate There are proposed minimum requirements for Phase I to Phase II conversion rates. In this webinar, we covered how to give yourself the best chance at winning more Phase II proposals.
	Leveraging Proposed SBIR Changes for Early-Stage Businesses Potential changes to the SBIR program could be beneficial to early-stage businesses. We reviewed the proposed changes and how to take advantage of them.
	Navigating SBIR Reauthorization The SBIR program must be reauthorized by 9/30/2025 to continue to provide R&D funding to small businesses. We present an overview of changes proposed to the SBIR program through the INNOVATE ACT, and strategies to adapt.



Webinar archive

- Relatively short (~ 15 minute) webinars packed full of information about the Reauthorization activity
- Please look through these for information you need to engage in the process
- Contact your Elected Official and let them know your preferences and why
- As proposed, these legislations will have a very significant impact on the SBIR/STTR program

Information Resources

Stay Informed, Be Prepared, Speak Out

SBIR Reauthorization 2025

The SBIR program is due for reauthorization and must be completed by September 30, 2025. The proposed changes may present challenges to established participants and new opportunities for early stage companies. We offer informational resources and actionable guidance to assist small businesses to navigate this evolving landscape.

Upcoming Live Webinars

RECENT NEWS



Stay up to date with recent news. We summarize relevant articles from across the web with links to full articles.

Read More

PROPOSED LEGISLATION



Multiple bills are currently proposed related to SBIR reauthorization. We provide summary highlights and links to full text documents.

Read More

FUNDING DISTRIBUTION



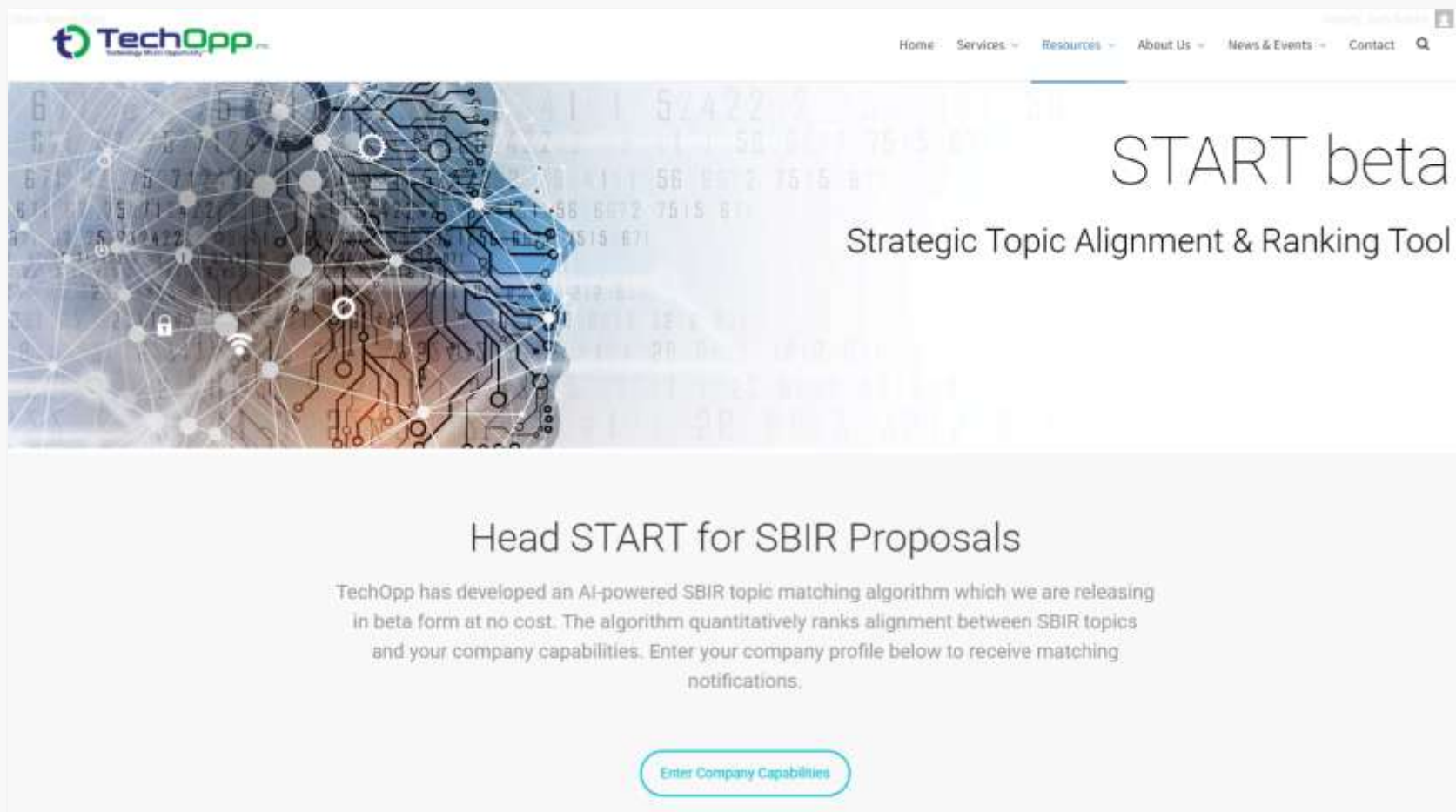
See SBIR funding distribution at the state and Congressional district level. We include links to your elected representatives.

Read More

Location: <https://techopp.com/resources/sbir-reauthorization/>

SBIR Topic Search Tool

Enter capabilities,
receive early
notification of topics



Location: <https://techopp.com/resources/sbir-topic-search-tool/>

Direct Support

How we can help



PROPOSAL DEVELOPMENT

Our proposal management process includes coaching, writing, editing, and assistance with proposal submission.



TECHNICAL AND BUSINESS ASSISTANCE (TABAs)

Our hands-on TABA support leverages federal funding to support technology transition and commercialization.



TRAINING

We leverage our hands-on experience to provide actionable SBIR training for state agencies and small businesses.



STRATEGIC MARKETING

Our marketing services focus on increasing brand visibility and driving customer engagement.





Thank You

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