



Army Research Laboratory
Virginia Tech Applied Research Corporation

Army STTR Introduction and Networking Webinar

Moderator: Matthew Bigman Virginia Tech Applied Research Corporation

Welcome the Army STTR Industry

- Learn more about the 23.B Army STTR season
- Get to ask some questions of the Army STTR Program Lead
- Learn some partnering and networking tips
- Have a chance to practice some networking

Visit www.armysttr.com

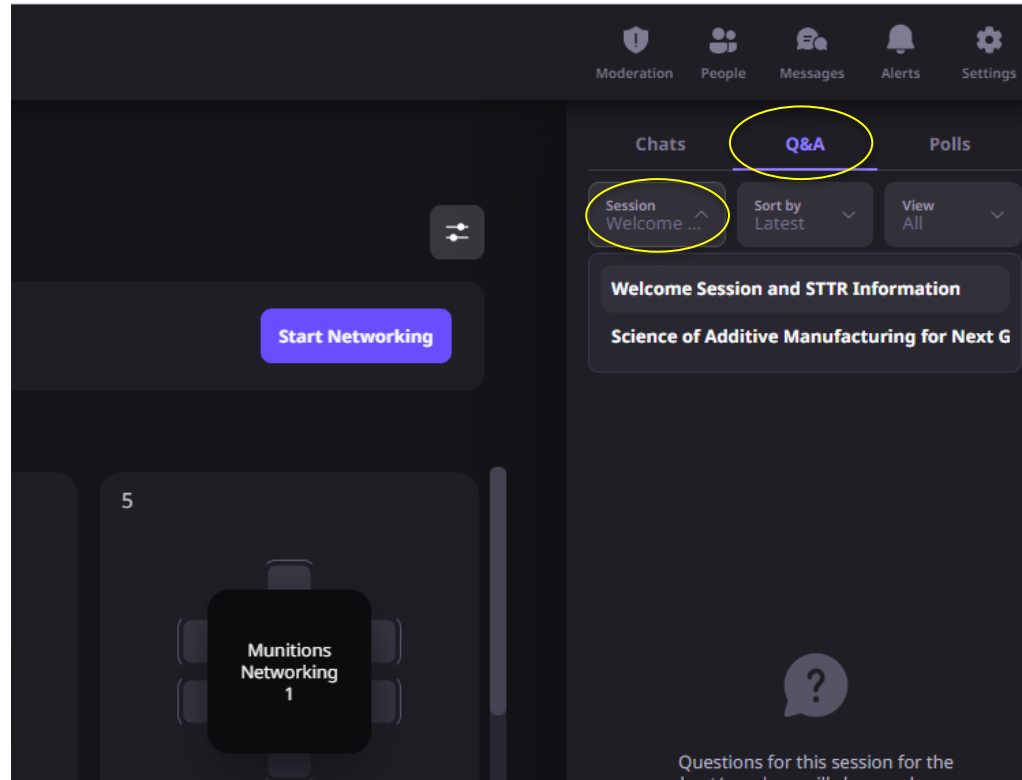
Army STTR

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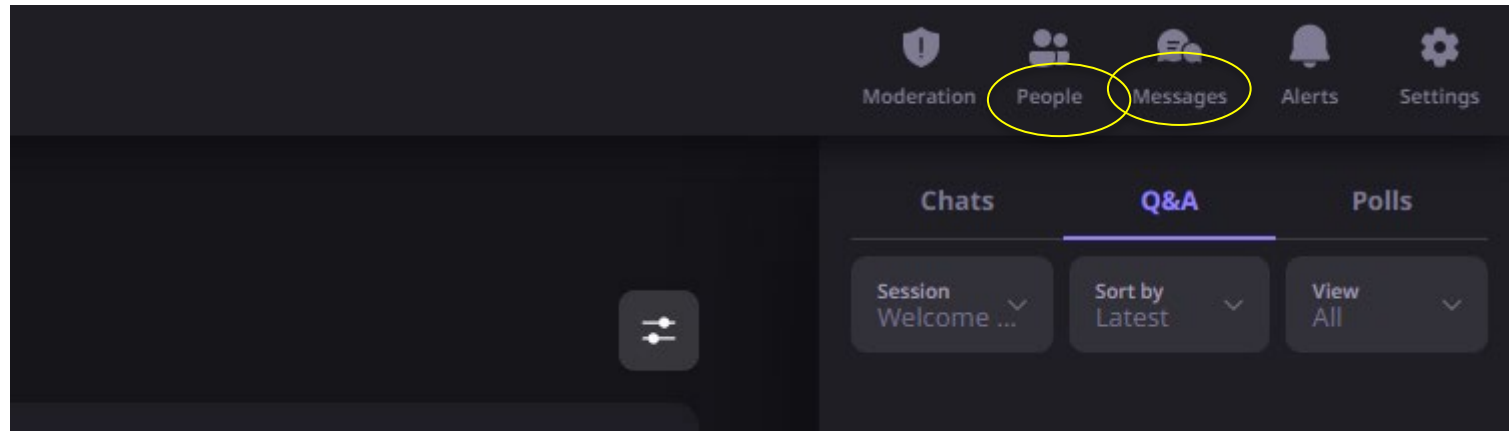
23.B Solicitation Topics

- + A23B-T001 Passive Ranging for Fire Control under Day and Night Conditions
- + A23B-T002 Thermal Protection Coating for Artillery Projectiles
- + A23B-T003 Optical Computing Network
- + A23B-T004 Metal Powder Based Additive Manufacturing for use in Portable System in an Expeditionary Environment
- + A23B-T005 Joining of Dissimilar Materials for Hypersonic Applications
- + A23B-T006 Modeling Tools for Hypersonic Flight

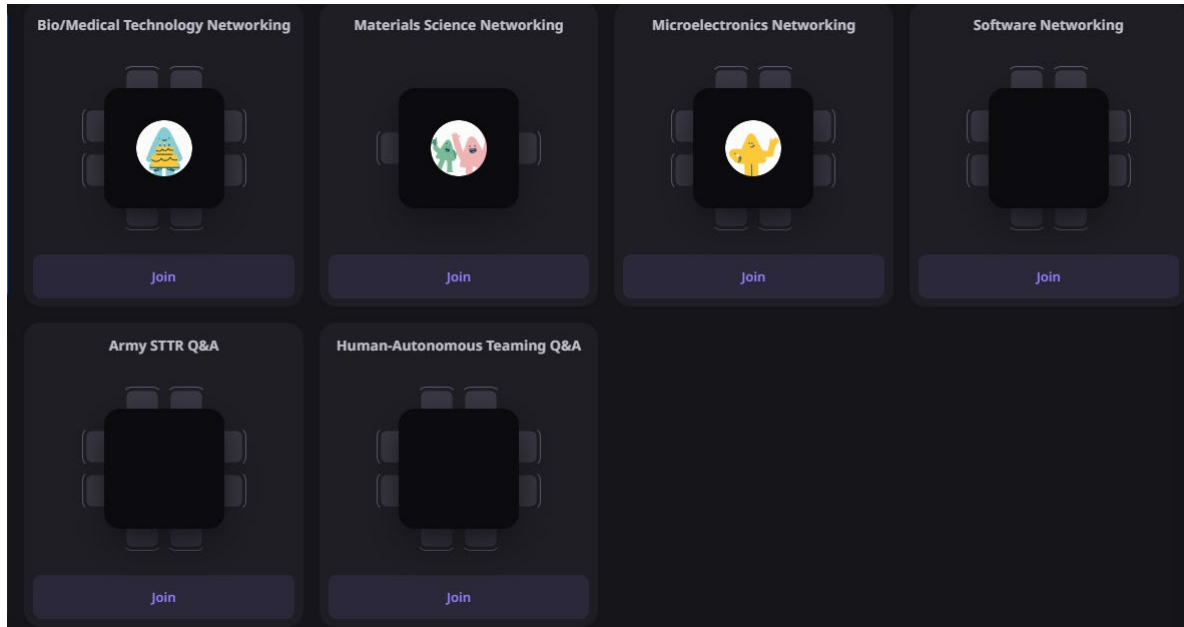
Airmeet Notes – Asking Questions



Airmeet Notes – Connecting with Your Peers



Airmeet Notes – Connecting with Your Peers



Or create your own table!

Today's Speaker



Mr. Michael J. Caccuito III:
Program Manager Army STTR
Branch Chief, Technology
Integration and Outreach
DEVCOM ARL Army Research Office

STTR Networking and Partnering Advice

- Basic STTR partnering requirements
- Considerations for partnering success
- Methods for tracking down partners
- Networking during our virtual events

Basic STTR Partnering Requirements

- The **small business** performs at least 40% of the work, and the **partner RI** at least 30%
 - Remaining work may be done by either party or outsourced
- The **small business** is the prime, and must be a small business registered with SBIR/STTR, meeting all the requirements
- (As of April 6th, 2023) The **small business** must be over 50% US-citizen-owned or permanent resident aliens (or Native-tribe-owned), and the RI should be a US based institution (also a joint venture rules)
- For an STTR award, the SBC and RI must, prior to award, sign an intellectual property agreement identifying the sharing of rights to data
- Research institutions can be:
 - Nonprofit college or university
 - Domestic nonprofit scientific/research organization
 - Federally Funded R&D Centers (FFRDC, contractor operated)



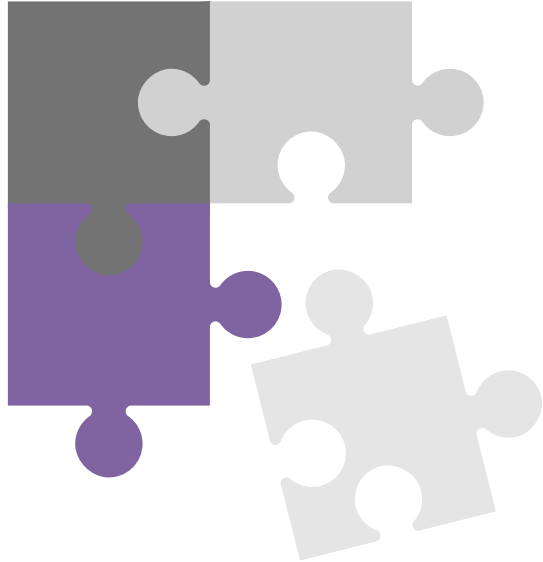
Considerations for Partnering Success

A Phase I award helps you focus on the feasibility, technical merit, and commercial potential of your research project.

- Supports your technological knowledge
- Entrepreneurship growth
- Specialized knowledge looking for a commercialization partner
- Capabilities or equipment you lack, especially for feasibility testing
- Helps fill the gaps in your plan and application
- Enhances the factors you believe will make your STTR successful
- Adds a unique competitive element



Considerations for Partnering Success



- You need ample time to do contracting and paperwork for both the SB and RI
 - The STTR deadline is strict, and the server gets very busy. Don't lose an opportunity because you are doing paperwork at the last minute
- Your RI partner's *size* does not matter; their *capabilities* do
- The small business or the RI institution do not have fixed roles, save for the primary contracting.
- The SB is the prime, but an indicator for Phase II success seems to be teams who are partners
 - Talk early & often, build relationships, visit facilities; really include both parties
 - Think about the next steps for Phase II as you plan Phase I
 - Settle matters of money fairly and early on

Some Methods for Tracking Down Partners

For the Small Business

- Prior relationships/Alma mater
- Tech Transfer Office (TTOS)/ Technology Licensing Offices (TLOs), Business Development offices (BDOs), Office of Corporate Relations (OCR), Office of Sponsored Programs
 - Program Deans at smaller schools
- Look for the equipment you need and who has it on lab websites
- Attend public lectures relevant to the topic
- Local universities and non-profits are as good as a major university, if they have the capabilities you need.



Methods for Finding Partners

For the Research Institution

- RIs are in demand for STTRs
- Make your topic interest known
- Online databases of eligible companies
- Alumni office
- Federal and State Small Business Administrations and Development Centers
- Networking events
- Make your own small business (this can be labor and time intensive)



Networking During our Virtual Events

- Army STTR Webinars are great chances to find partners
- Check out profiles (and build your profiles) of active participants
- Visit tables related to research areas that match the topics of interest
- Use the chat and private messages to reach out to people
- Be active listeners in our table rooms
- Ask promising leads for their contact information
- Some topical icebreakers:
 - Which topics in this research area interest your team?
 - What did you think about topic author's (thoughts)?
 - What's something that surprised you about Army needs (relevant to the topic)?
 - What's your "moonshot" plan for this area/topic if you could do one?
 - What breakthrough would make this topic infinitely easier to address?
 - What excites you the most about this topic or area?

Let VT-ARC know what you need for better virtual networking in the post event Survey

THANK YOU FOR ATTENDING!

- Please respond to the post event **survey!**
- Join our mailing list to stay informed
- Armysttr.com
- Upcoming events:
 - Industry Day April 25th/26th
 - Tips for Talking with TPOCs April 20th

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Here you will find all the resources you will need to engage in the Army STTR process with regard to the 23.B BAA including solicitation topics, STTR requirements, upcoming events, Frequently Asked Questions and more.

armysttr.com
sppdevents.com