

BRIDGING



DARPA

THE GAP

DARPA Tech04 Speech on SBIR/STTR

Connie Jacobs, CMO



Phraselator



Marine Acoustics, Inc.
Middletown, RI

Employees: 35

SBIR-Funded Product Sales
Revenue to Date:
\$3,000,000+ Anticipated
Future Annual Sales
Revenue: \$5,000,000 -
\$7,000,000



New Breed of Unmanned Aircraft



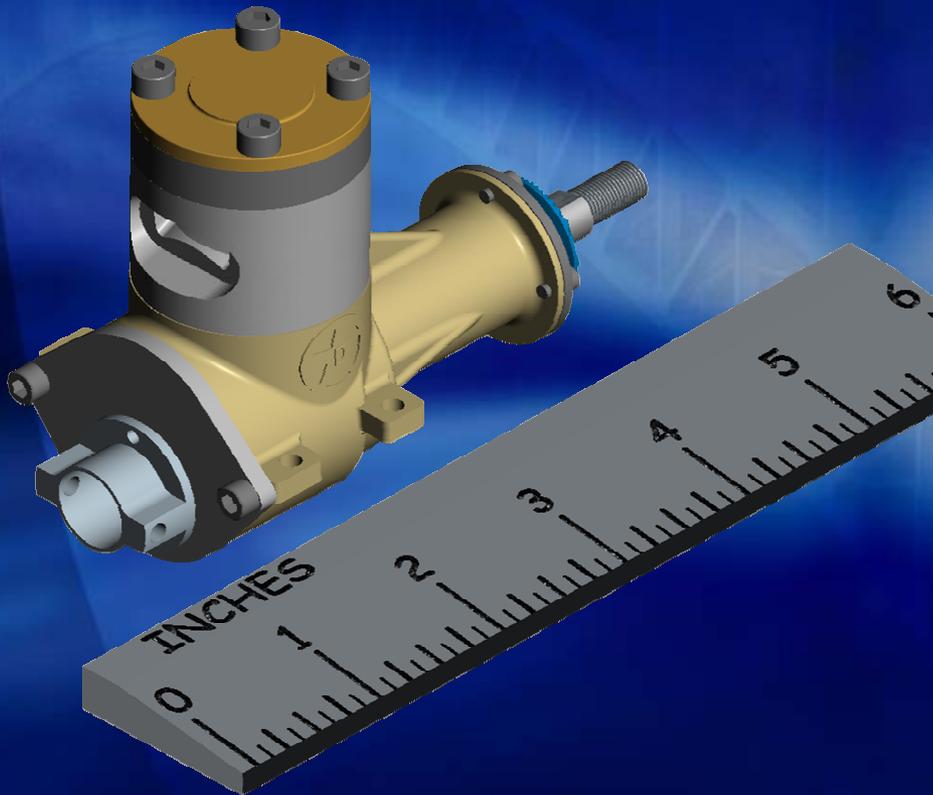
Aurora Flight Sciences
Manassas, VA

Employees: 100

Now the leading supplier
of unmanned air vehicle
designs,
components and flight
services for
the government and industry



Miniature Propulsion Power



D-Star Engineering Corp.
Shelton, CT

Employees: 5

Doubling in size every 18
months

Clients: DARPA, Army,
Navy, Air Force, Marine
Corp and NASA to date.



SBIR

Small Business Innovation Research



STTR

Small Business Technology Transfer



US Federal Budget

**\$2 BILLION
SBIR/STTR
FUNDS**



DARPA Budget

\$64 Million in
SBIR Funds



US Federal Budget

\$200 Million in STTR
Funds



DoD SBIR Solicitations

FY 2004.2

Web: March 2004

Opens: May 2004

Closes: June 2004

FY 2004.3

Web: May 2004

Opens: July 2004

Closes: August 2004

www.darpa.mil



Companies With 10 People or Less

42% of DoD
SBIR Awards



STTR

Small Business Technology Transfer



Distinctive Features of STTRs

- Research Institute Partner
- 40% Small Business, 30% Partner
 - 30% Discretion of Small Business
- PI Employed by Either



DoD FY 2004 STTR Solicitation

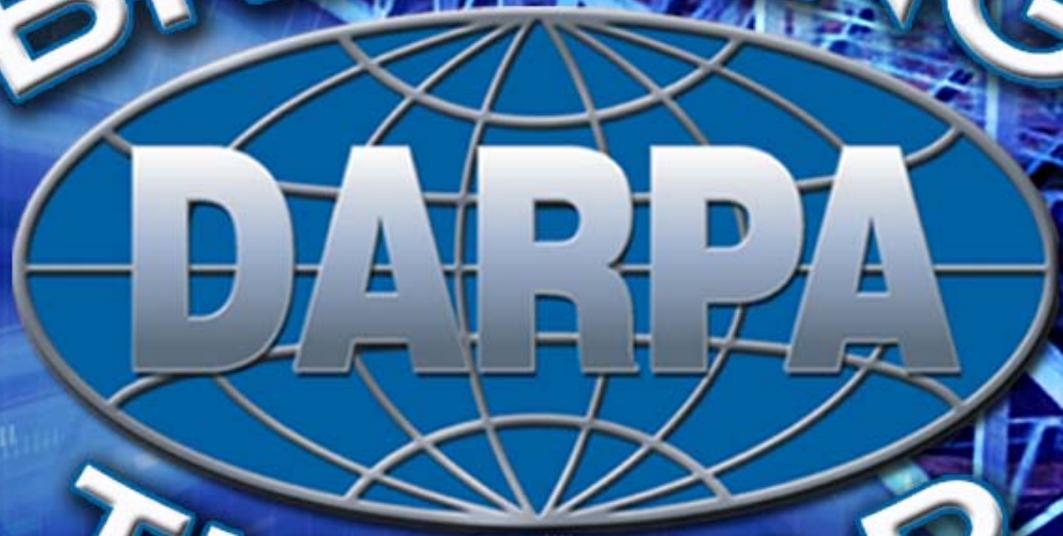
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