

STRONG PARTNERSHIPS

Defense Logistics Agency Research & Development

SMALL BUSINESS INNOVATION PROGRAMS (SBIP) SBIR/STTR/RIF



In the wake of modern industrial base challenges, specifically declining manufacturing capabilities and parts obsolescence, Defense supply chain resiliency relies on collaborative partnerships between DLA, Engineering Support Activities (ESAs), DoD Programs of Record (PoRs) and Original Equipment Manufacturers (OEMs). Many critical weapons systems are decades old, and some will surpass a century by the end of their service. OEMs that designed our legacy weapons systems are dedicating more of their manpower and manufacturing lines to next generation weapons in anticipation of future warfare requirements. As a result, a gap exists for qualified sources of critical parts and small business manufacturers with core competencies in reverse and value engineering are filling requirements for obsolescent 'limited source' or 'no source' parts. Through SBIP, small businesses collaborate with OEMs and ESAs to design the obsolescent part and eventually qualify a source of supply.

BUILDING STRONG PARTNERSHIPS

All SBIP projects require partnerships to develop and transition a marketable product to a DoD PoR. Small businesses hoping to compete must pursue these partnerships at the outset of the project. DLA can facilitate potential partnerships to help businesses reach transition goals.



TOP 3 DLA WEAPONS SYSTEMS

Air Launched Cruise Missile (ALCM): DLA's top weapons system priority. More than 30 years old, the ALCM entered service in 1982 with the mission to ensure survivability of the B52 Stratofortress. The ALCM is capable of carrying nuclear or conventional payloads at high and low altitudes.



B52 Stratofortress: Entering service in 1955, the B52 is one of the longest serving weapons platforms in use and will reach almost 100 years old upon the aircraft's anticipated retirement, mid- 21st century. The B52 is a long-range, heavy bomber for both nuclear and conventional munitions, capable of high subsonic speeds at up to 50,000 feet.



Ohio Class Submarine (SSBN): SSBN is the only class of ballistic missile submarines currently in service with the U.S. Navy. The SSBN is part of a U.S. nuclear-deterrent triad along with the fleet of strategic bombers and intercontinental ballistic missiles. The Navy has 14 SSBN ballistic missile submarines which are armed with up to 24 missiles at a time.



“The Nation’s Combat Logistics Support Agency”

STRATEGIC ALIGNMENT WITH DOD PRIORITIES

Nuclear Modernization: As a countermeasure to current industrial base challenges, SBIP identifies small businesses to fill critical supply chain gaps for ‘limited source’ and ‘no source’ weapons systems parts. In addition to providing reverse engineering services, many small businesses incorporate innovative advanced manufacturing and materials engineering techniques into their designs, which improves the original design. DoD priorities include bombers, missile systems, ballistic missile submarines and the supporting infrastructure, such as the national laboratories and the nuclear command, control, and communications (NC3) network.



Expanding the Defense Small Business Industrial Base:

Large manufacturers are driven by revenue and high volume demands resulting in supply chain gaps for low volume weapons systems NSNs. DoD’s ability to surge is threatened by a shrinking pool of relevant, domestic manufacturers willing to supply those parts. SBIP addresses these production bottlenecks by covering one-time reverse engineering and qualification costs, which many small businesses find cost-prohibitive. An approved Source Approval Request (SAR) lists the small business as a supplier to DoD for those critical parts and provides a segue into the defense industrial base.



Increased Competition:

A decrease in qualified defense industrial base manufacturers naturally leads to decreased competition and increased costs associated with sole source contracts. Without competition, the department will also see limited innovation, increased costs and procurement lead times, decreased surge capability and foreign sourcing. By introducing small businesses to the industrial base, SBIP is leveraging domestic manufacturing capabilities that would otherwise be unable to compete on defense contracts. This strategy to increase completion drives innovation and value proposition for parts with limited or no source bids.



HOW TO SUBMIT A PROPOSAL

A schedule of solicitations (called Broad Agency Announcements (BAA)), can be found on the DLA Small Business Innovation Program Website:

<http://www.dla.mil/SmallBusiness/SmallBusinessInnovationPrograms/>



Monitor the OSD Small Business Program Website to find the topics released by DoD agencies:

<https://sbir.defensebusiness.org>



Carefully review the instructions. Evaluate the topic content and reach out to the SBIP program management team within the first 30 days from the announcement date with questions or clarifications.

At minimum, proposals are evaluated on: **1)** The relevance of the innovation to the DLA requirement; **2)** Technical sufficiency, facilities and SOW feasibility; **3)** Qualifications of the PI and supporting staff; **4)** The potential of technology for transition to a program of record; and **5)** Cost.

A small business can distinguish themselves among the competing proposals by including: **6)** A business case analysis; **7)** A strategy and a plan to transition the innovation to a government program of record; and **8)** An industrial partner that will qualify the innovation for the DoD supply chain and connect the innovation with a government program of record. OEM letters of endorsement and/or in-kind support are recommended.

If you have any questions, please contact us at DLASBIR2@dla.mil

