DEFENSE LOGISTICS AGENCY
20.3 Small Business Innovation Research (SBIR) Program Direct to Phase II Proposal Submission Instructions

The Defense Logistics Agency (DLA) Small Business Innovation Program (SBIP) seeks small businesses with strong research and development capabilities to pursue and commercialize specific technologies to meet DLA objectives.

The intent of the 20.3 DLA SBIR Direct to Phase II proposal submission instructions is to clarify the Department of Defense (DoD) instructions as they apply to DLA requirements. This Announcement is for Direct to Phase II proposals only. All Phase II proposals must be prepared and submitted through the DoD SBIR/STTR electronic submission site: https://www.dodsbirsttr.mil/submissions/login. The offeror is responsible for ensuring that their proposal complies with the requirements in the most current version of instructions. Prior to submitting your proposal, please review the latest version of these instructions as they are subject to change before the submission deadline.

Submit specific questions pertaining to the DLA SBIP Program to the DLA SBIP Program Management Office (PMO) at E-mail DLASBIR2@dla.mil

1. DIRECT TO PHASE II

15 U.S.C. §638 (cc), as amended by NDAA FY2012, Sec. 5106, and further amended by NDAA FY2019, Sec. 854, PILOT TO ALLOW PHASE FLEXIBILITY. This allows the Department of Defense to make an award to a Small Business Concern (SBC) under Phase II of the SBIR Program with respect to a project, without regard to whether the small business concern received an award under Phase I of an SBIR Program with respect to such project.

DLA is conducting a "Direct to Phase II" implementation of this authority for this SBIR Announcement. This pilot does not guarantee DLA will offer any future Direct to Phase II opportunities.

PROJECT DURATION and COST:

Direct to PHASE II: Phase II – NTE 24 Months $1.6M - Base 12-18 months, $1M Option 6-12 Months NTE $.6M

PERIOD OF PERFORMANCE: The Direct to Phase II period of performance is not to exceed 24 months total. Options are not Automatic. Approval is at the discretion of the DLA SBIP Program Manager. The decision is based on Project Performance, Priorities of the Agency, and/or the availability of funding.

INTRODUCTION

Direct to Phase II proposals must follow the steps outlined in the following statements.

1. Offerors must provide documentation that satisfies the Phase I feasibility requirement*. This documentation will comprise the first twenty pages of Volume 2 (Technical Volume) of the Direct to Phase II proposal
2. Offerors must submit a complete Phase II proposal using the DLA Phase II proposal instructions below.

* NOTE: Offerors are required to provide information demonstrating that the scientific and technical merit and feasibility. DLA will not evaluate any Phase II proposal if it determines that the offeror has failed to demonstrate the establishment of technical merit and feasibility.

2. PROPOSAL SUBMISSION
Submit the complete proposal electronically at https://www.dodsbirsttr.mil/submissions/login

Complete proposals must include all of the following:

  a. Volume 1: DoD Proposal Cover Sheet, Produced in the DSIP System by your company profile.
  b. Volume 2: Technical proposal

Part 1: Phase I Justification (20 Pages Maximum)
Part 2: Phase II Technical Proposal (40 Pages Maximum)
  c. Volume 3: Cost Volume (Excel spreadsheet upload)
  d. Volume 4: Company Commercialization Report (Not Required for this BAA)
  e. Volume 5: Additional Documents (Optional)
  f. Volume 6 FWA Training Certificate is required for proposal submission

Phase II proposals require a comprehensive, detailed submission of the proposed effort. DLA SBIR Direct to Phase II periods of performance are 24 months. Commercial and military potential of the technology under development is extremely important. Successful proposals will emphasize applicability to specific DOD programs of record as well as dual-use applications and commercial exploitation of resulting technologies.

3. Direct to Phase II PROPOSAL PREPARATION INSTRUCTIONS AND REQUIREMENTS

PROPOSAL FORMAT (60 pages maximum)

A. Cover Sheet. This is completed using the DSIP Portal on the Submission Site. This is a compilation of company data as well as specific information regarding the proposed project. Include a brief description of the problem or opportunity, objectives, effort, and anticipated results. Summarize the expected benefits, as well as any government or private sector applications of the proposed research. OSD and SBA will post the Project Summary of selected proposals with unlimited distribution. Therefore, the summary should not contain any classified or proprietary information.

B. Technical Volume

  • Phase I Justification (20 Pages Maximum). Offerors are required to provide information demonstrating the establishment of the scientific and technical merit and feasibility.

  • Phase II Technical Objectives and Approach (40 Pages Maximum). List the specific technical objectives of the Phase II research and describe the planned technical approaches used to meet these objectives.

  • Phase II Work Plan. Provide an explicit, detailed description of the Phase II approach. The plan should indicate how and where the firm will conduct the work, a schedule of major events, and the final product to be developed. The Phase II effort should attempt to accomplish the technical feasibility demonstrated in the justification, including potential commercialization results. Phase II is the principal research and development effort and is expected to produce a well-defined deliverable product or process.

  • Related Work. Describe significant activities directly related to the proposed effort, including those conducted by the Principal Investigator, the proposing firm, consultants, or others. Report how the activities interface with the proposed project and discuss any planned coordination with outside sources. The proposers must demonstrate an awareness of the state-of-the-art in the technology and associated science.
• **Relationship with Future Research or Research and Development.** State the anticipated results of the proposed approach if the project is successful. Discuss the significance of the Phase II effort in providing a foundation for a Phase III research or research and development effort.

• **Technology Transition and Commercialization Strategy.** Describe your company’s strategy for converting the proposed SBIR research, resulting from your proposed Phase II contract, into a product or non-R&D service with widespread commercial use -- including private sector and/or military markets. Note that the commercialization strategy is separate from the Commercialization Report described in Section 4.L below. The strategy addresses how you propose to commercialize this research, while the Company Commercialization Report covers what you have done to commercialize the results of past Phase II awards. Historically, a well-conceived commercialization strategy is an excellent indicator of ultimate Phase III success. The commercialization strategy must address the following questions:

  • What DoD Program and/or private sector requirement does the technology propose to support?
  • What customer base will the technology support, and what is the estimated market size?
  • What is the estimated cost and timeline to bring the technology to market to include projected funding amount and associated sources?
  • What marketing strategy, activities, timeline, and resources will be used to enhance commercialization efforts??
  • Who are your competitors, and describe the value proposition and competitive advantage over the competition?

• **Key Personnel.** Identify key personnel, including the Principal Investigator, who will be involved in the Phase II effort. List directly related education and experience and relevant publications (if any) of key personnel. Include a concise resume of the Principal Investigator(s).

• **Facilities/Equipment.** Describe available instrumentation and physical facilities necessary to carry out the Phase II effort. Justify the purchase of any items or equipment (as detailed in the cost proposal) including Government Furnished Equipment (GFE). All requirements for government furnished equipment or other assets, as well as associated costs, must be determined and agreed to during Phase II contract negotiations. State whether or not the proposed work facilities will be performed meet environmental laws and regulations of federal, state (name) and local governments. This includes, but is not limited to, the following groupings: airborne emissions, waterborne effluents, external radiation levels, outdoor noise, solid and bulk waste disposal, and handling and storage of toxic and hazardous materials.

• **Consultants.** Involvement of university, academic institution, or other consultants in the project may be appropriate. If the firm intends to involve these type of consultants, describe these costs in detail in the Cost Volume.

**C. Cost Volume.** Download, complete, and upload the Spreadsheet. Some items in the cost volume template may not apply to the proposed project. Provide enough information to allow the DLA evaluators to assess the proposer’s plans to use the requested funds if DLA were to award the contract.

  • List all key personnel by name as well as number of hours dedicated to the project as direct labor.
  • Special Tooling, Test Equipment, and Materials Costs:
    • Special tooling, test equipment, and materials costs may be included under Phase II. The inclusion of equipment and material will be carefully reviewed relative to need and appropriateness for the work proposed; and
• The purchase of special tooling and test equipment must, in the opinion of the Contracting Officer, be advantageous to the Government and relate it directly to the specific effort.
• Cost for travel funds must be justified and related to the needs of the project.

D. Commercialization Report. (Not required for the BAA) All Phase II proposals must include a Company Commercialization Report (CCR). This required proposal information does not count against the 60-page limit. The submission system will generate CCR is generated by the submission website based on information provided by the firm through the CCR tool. This report will list the name of the awarding agency, date of award, contract number, topic or subtopic, title, and award amount for each SBIR Phase II project performed by the company. The CCR, separate from the commercialization strategy described in Section 4.G, covers what you have done with past Phase II awards. Complete and accurate reporting of Phase III performance data by all participating companies is critical to the future success of the SBIR Program.

4. METHOD OF SELECTION AND EVALUATION CRITERIA

A. Evaluation Criteria. DLA will review all proposals for overall merit based on the evaluation criteria published in the DoD SBIR Program BAA: CONTRACTUAL CONSIDERATIONS

A. Awards. The number of Direct to Phase II awards will depend upon the quality the Phase II proposals and the availability of funds. Each Phase II proposal selected for award under a negotiated contract requires a signature by both parties before work begins. DLA awards Phase II contracts to Small Businesses based on results of the agency priorities, scientific, technical, and commercial merit of the Phase II proposal.

B. Reports. For incrementally funded Phase II projects an interim, midterm written report maybe required (at the discretion of the awarding agency).

C. Payment Schedule. DLA Phase II Awards are Firm Fixed Price / Level of Effort contracts. Base monthly invoices on the labor hours recorded PLUS the monthly costs associated with the project.

D. Markings of Proprietary Information. In accordance with DoD SBIR Program BAA, section 5.3. DLA does not accept classified proposals. All Final Reports are marked with Distribution Statement B, and the Initial Project Summary as well as the Final Project Summary should reference compliance with Distribution Statement A.

E. Copyrights, Patents and Technical Data Rights. DLA handles all Copyrights, Patents, and Technical Data Rights in accordance with the guidelines in the DoD SBIR Program BAA.

5. TECHNICAL AND BUSINESS ASSISTANCE (TABA)

The DLA SBIR Program does not participate in the Technical and Business Assistance (formally the Discretionary Technical Assistance Program). Contractors should not submit proposals that include Technical and Business Assistance.

6. REPORTING OF PHASE III OR ANY OTHER COMMERCIALIZATION EFFORTS

A. Each small business receiving a Phase II award is required to report all Phase III activities on their Company Commercialization Report https://www.dodsbirstr.mil/submissions/login. In addition please send any corresponding Phase III documents in PDF format to: DLASBIR2@dla.mil
Reportable activities include:

- Sales revenue from new products and non-R&D services resulting from the Phase II project
- Additional investment from sources other than the Federal SBIR program in activities that further the development and/or the commercialization of the Phase II technology;
- The portion of additional investment representing clear and verifiable investment in the future commercialization of the technology (i.e. "hard investment");
- Whether the Phase II technology has been used in a fielded DoD system or acquisition program and, if so, which system or program;
- The number of patents resulting from the contractor's participation in the SBIR/STTR program;
- Growth in number of firm employees, and; Whether the firm completed an initial public offering (IPO) of stock resulting in part from the Phase II project
DLA SBIR Direct to Phase II Topic Index

DLA203-D06  Verifying the Domestic Manufacturing Process of Isostatically Molded (Isomolded) Synthetic Graphite Can Meet Military Requirements
DLA203-D06  TITLE: Verifying the Domestic Manufacturing Process of Isostatically Molded (Isomolded) Synthetic Graphite Can Meet Military Requirements

RT&L FOCUS AREA(S): Warfighting Requirements (GWR)
TECHNOLOGY AREA(S): Materials

The technology within this topic is restricted under the International Traffic in Arms Regulation (ITAR), 22 CFR Parts 120-130, which controls the export and import of defense-related material and services, including export of sensitive technical data, or the Export Administration Regulation (EAR), 15 CFR Parts 730-774, which controls dual use items. Offerors must disclose any proposed use of foreign nationals (FNs), their country(ies) of origin, the type of visa or work permit possessed, and the statement of work (SOW) tasks intended for accomplishment by the FN(s) in accordance with section 3.5 of the Announcement. Offerors are advised foreign nationals proposed to perform on this topic may be restricted due to the technical data under US Export Control Laws.

OBJECTIVE: The Defense Logistics Agency (DLA) seeks to provide responsive, best value supplies consistently to our customers. DLA continually investigates diverse technologies for manufacturing which would lead to the highest level of innovation in the discrete-parts support of fielded weapon systems (many of which were designed in the 1960’s, 1970’s and 1980’s) with a future impact on both commercial technology and government applications. As such, advanced technology demonstrations for affordability and advanced industrial practices to demonstrate the combination of improved discrete-parts manufacturing and improved business methods are of interest. All these areas of manufacturing technologies provide potential avenues toward achieving breakthrough advances. Proposed efforts funded under this topic may encompass any specific discrete-parts or materials manufacturing or processing technology at any level resulting in a unit cost reduction.

Research and Development efforts selected under this topic shall demonstrate and involve a degree of risk where the technical feasibility of the proposed work has not been fully established. Further, proposed efforts must be judged to be at a Technology Readiness Level (TRL) 6 or less, but greater than TRL 3 to receive funding consideration.

TRL 3. (Analytical and Experimental Critical Function and/or Characteristic Proof of Concept)
TRL 6. (System/Subsystem Model or Prototype Demonstration in a Relevant Environment)

DESCRIPTION: DLA R&D is looking for a domestic capability to address the lacking viable domestic source of isomolded graphite production. The military uses isomolded graphite in numerous applications, including tactical munitions, strategic rockets and missiles, and large, advance-launch systems. The United States has been dependent on foreign sources for isomolded graphite. Verifying a domestic manufacturing production process for isomolded graphite meets military requirements would eliminate the costly foreign alliance for this material.

R&D tasks include qualifying domestic pre-cursor materials for the a domestic isomolded manufacturing process, verify the domestically manufactured isomolded graphite material meets military requirements, and qualify the material on military applications.

PROJECT DURATION and COST:
• Phase I: N/A
• PHASE II: Phase II – NTE 24 Months $1.6M - Base 12-18 months, $1M Option 6 Months NTE $.6M
PHASE I: Not Required for Direct to Phase II. Demonstrate your proof of concept in the first 20 pages of Volume 2.

PHASE II: Validate that domestically sourced pre-cursor materials for the isomolded graphite material can be utilized for the established domestic production process. Validation would include, but not be limited to, prototype quantities, data analysis, and laboratory tests. Validate the production process can manufacture isomolded graphite which can meet property specifications of previously used isomolded graphite for military applications. Validation would include, but not be limited to, prototype quantities, data analysis, and laboratory tests. Qualify the validated isomolded material on military applications that are utilizing obsolete or foreign sourced isomolded graphite.

PHASE III DUAL USE APPLICATIONS: Provide a Domestic Source for the isomolded graphite material can be utilized for the established domestic production process.

REFERENCES:

KEYWORDS: Isostatically Molded (Isomolded) Synthetic Graphite

TPOC-1: Samuel Stein
Phone: 571-767-1888
Email: Samuel.stein@dla.mil