



Defense, Space & Security
Operations and Supplier Management

US Army Industry Day Conference Boeing SBIR/STTR Program Overview

Larry Pionke, DSc

Associate Technical Fellow

Product Standards - Technology & Services

Boeing Research & Technology

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Boeing SBIR Program

- Since 2003 Boeing has received 20 subcontracts for ~ \$1.3M from SBs in support of Army SBIR proposals
- Army FY12 SBIR/STTR Solicitation Support
 - FY12.1: 74 Total Topics (45 aligned with Boeing's interest) 25 Letters of Interest provided by Boeing
 - FY12.A: 30 Total Topics (16 aligned with Boeing's interest) 5 Letters of Interest provided by Boeing
 - FY12.2: 29 Topics (13 aligned with Boeing's interest) 25 Letters of Interest provided by Boeing
- Boeing is currently supporting 6 STTP's in support of the Commercialization Readiness Program (CRP)
 - 3 STTPs were completed with total investment of \$10M+
 - Open STTPs account for \$3M +
- Increased our industrial base of high-tech SB suppliers
- Use Mentor Protégé and CRP to help close technology gaps

SBIR / STTR Strategy

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■ Integrating with strategy development activities

- Business Development Strategy (~ DoD's Air / Sea Strategy)
- Technology Strategy
- Supply Chain Architecture

■ Aligning SBIR / STTR strategy with BR&T and Phantom Works technology needs (~ gaps)

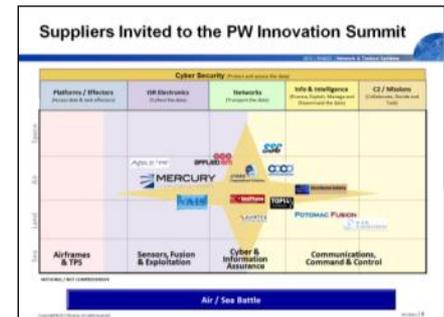
- Building cross-enterprise IPTs
- Identifying “gaps” at the program level
- Deeper vetting of SBIR / STTR suppliers

■ Socializing Select Suppliers via Innovation Summits

- Invite select suppliers aligned with business needs
- Broaden Business Development & Engineering participation
- Facilitated “relationship building” with program / supplier matches



The table lists SBIR/STTR projects for Space Exploration. It includes columns for Company, Project Title, and a brief description of the project. The projects listed include: 1. Integrating the Boeing Space Services & Services (S3) with the Boeing Space Services & Services (S3) (Boeing), 2. IMEC Algorithms for Advanced Navigation (Boeing), 3. S/W for the GPS / Navigation Receiver (Boeing), 4. Enabling Mission Technology for Mission (Boeing), 5. Enabling Mission Technology for Mission (Boeing), 6. Scalable Composite Structures (Boeing), 7. Flexible Production of Composites (Boeing), 8. Scalable Composite Structures (Boeing), 9. Scalable Composite Structures (Boeing), 10. Scalable Composite Structures (Boeing), 11. Scalable Composite Structures (Boeing), 12. Scalable Composite Structures (Boeing).



Building cross-functional “pull”

Commercialization Readiness Program (CRP)

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STTP Number	STTP Title	SBIR Firm	State	Date Submitted	STTP Status	SBIR Topic #	Industry Prime (\$K)	Boeing POC
2007-05	Legacy Platform Weapon Integration	WINTEC, Incorporated	FL	11/15/07	COMPLETED	AF04-163		David Langness
2008-55	Extendable Loitering Wing	KaZaK Composites Inc.	MA	6/16/08	COMPLETED	AF03-133	10000	David Langness
2009-35	Turbogenerator for Directed Energy Applications	Technical Directions Inc.	MI	9/22/09	FINISHED	AF05-192	5	Don Hess
2008-70	High Slew Rate Radiation Hardened Star Tracker	Optical Physics Company	CA	9/9/08	SIGNED	AF063-002	2085	Heidi Ziegler
2009-25	Propulsion System for Joint Direct Attack Munition-Extended Range (JDAM-ER)	Technical Directions Inc.	MI	2/25/09	SIGNED	AF05-192		Nathan Booher
2009-25v2	Propulsion System for Joint Direct Attack Munition-Extended Range (JDAM-ER)	Technical Directions Inc.	MI	2/25/09	IN COORDINATION FOR SIGNATURE	AF05-192		Brian Est
2009-40	Hiawatha Sensor System for Battle Damage Assessment of Directed Energy Weapons	Nokomis, Inc.	PA	11/30/09	SIGNED	AF071-219		
2010-10	Passively Deployed Lightweight Solar Array Structure for Thinned-Multijunction Solar Cells	Composite Technology Development, Inc.	CO	4/30/10	SIGNED	AF081-092	285	Heidi Ziegler
2011-53	Micro-chip development for weapon fuzes	Reynolds Systems	CA	12/21/2011	DRAFT	AF083-098		

SBIR Events Sponsored by Boeing

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- **STTR Summits** - create a forum that will enhance the creation of partnerships between small businesses and universities, in the development of technologies that may have potential application on Boeing products.
 - California State University: Feb. 2012.
 - Technology areas of focus: Unmanned, C4ISR, Cyber Systems, Energy, Environmental.
 - Florida Institute of Technology: Aug.18, 2012
 - Technology areas of focus: Sensor Fusion & Exploitation, Cyber & Information Assurance, and C3 (command, control and communications)

- **MDA SBIR Industry Day**
- **US Navy Opportunity Forum**
- **Connecticut SBIR Conference & Global Trade Summit**
- **National SBIR Beyond Phase II Conference**
- **National SBIR Conference**

Boeing SBIR Strategic Enhancements for 2012

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- SBIR topic review process revised to engage Engineering to assure alignment with Must Design strategy
- Solicitation topic review process has been enhanced to assure pursuit of appropriate technologies for new markets
- Market completed Phase II SBIR proposals to support Boeing rapid prototyping needs
- Established real-time visibility of subsequent proposal awards. Metrics for ROI (e.g. IRAD offset)
- Created performance metrics for letters of interest and win ratios by Business Unit
- Support Government Agencies' request to demonstrate the ROI for the SBIR program.
- Introduce alternative funding opportunities for R&D (e.g. Phase II+, Phase III, Rapid Innovation Fund, BAA, Phase 0, VC, etc.)

