US Army Industry Day Conference
Boeing SBIR/STTR Program Overview

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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

- **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

*Building cross-functional “pull”*
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<th>STTP Number</th>
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SBIR Events Sponsored by Boeing

- **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.
    - 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

- 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.)