



# Tsongas Center at UMASS Lowell Lowell, MA - April 10-11



Tsongas Center at UMASS Lowell

The Navy and its STP Team are pleased to announce that starting in 2019, we are taking our annual Forum for SBIR/STTR Transition on the road to some of the nation's most exciting technology centers – starting with New England's Boston area, and the University of Massachusetts. Senior Naval leadership has challenged us to deliver innovation to warfighters, faster, by exploring new collaborations with emerging American tech hubs. And the STP program is meeting this challenge through a New England partnership designed to mobilize a new generation of government, industry and academic innovators.

In the 1960s, the I-95 Corridor in New England rivalled Silicon Valley as a birthplace of American innovation. Now, 50 years later, New England is debuting entirely new advanced technology partnerships – and Naval STP is delighted to take its place among these partners, alongside Naval bases, labs and shipyards of distinction.

The Navy SBIR Program Office has established a relationship with the University of Massachusetts Directorate of Economic Development to hold the 2019 FST at the Tsongas Center at UMASS Lowell, MA on 10-11 April 2019. All the venues from past FSTs (Keynote speakers, panel discussions, exhibits, Tech Talk presentations, 1-on-1 Industry Meetings, and SYSCOM/Prime Networking Sessions) will be included in 2019.

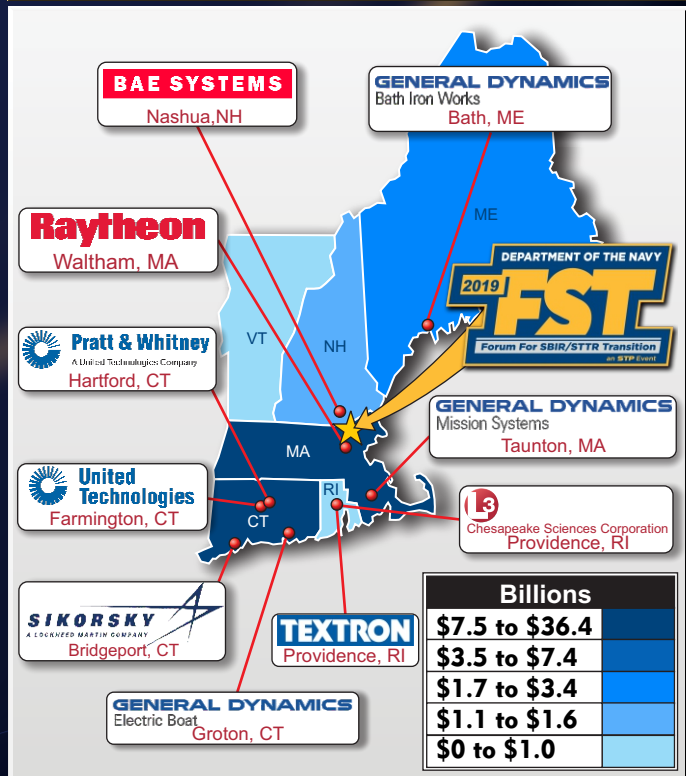
The variety of attendees will expand. Promotional efforts will draw in a vibrant, national-scale audience of DoD Program Officers, Programs of Record, Prime contractors, commercial businesses, laboratories, technology incubators, equity investors and universities to increase your transition opportunities.

The University of Massachusetts Directorate of Economic Development is a powerful presence in the greater New England region, with deep relationships in Government and non-Government organizations and businesses. They have extensive know-how and the ability to draw potential customers to FST.

## Who We're Engaging: 2019 FST

<b>Primary New England Military Centers and Players</b>	Including Naval Undersea Warfare Center (Newport), Naval Submarine Base (New London), Portsmouth Naval Shipyard, Army Natick Soldier Center, Hanscom Air Force Base, Army Research Labs Northeast, GD Electric Boat, Bath Iron Works, Pratt & Whitney, Raytheon, Textron, Sikorsky, United Technologies, BAE Systems, L3 Chesapeake Sciences Corp. and others.
<b>Bringing DC and National Players to Boston</b>	Acquisition offices, procurement offices and key decision makers from the Navy, Air Force and Army.
<b>Defense Industry and Business Associations in the Northeast</b>	Including NDIA Board of New England, New England Armed Forces Communication and Electronics Association (AFCEA), Massachusetts Military Task Force, Southeastern New England Defense Industry Alliance, New England Council, Defense Industry Strategic Steering Committee, New England Business Association and others.
<b>Research Institutes in New England at the Core of Technology Development</b>	Including MIT, Northeastern University, UMASS Lowell Research Institute (UMLRI), Boston University, Woods Hole Oceanographic Institution, Microsoft Research Lab and others.

## DoD Contract Spending in New England



**Get ready—The 2019 FST is expanding its reach to further your transition efforts!**



# Department of the Navy SBIR/STTR Transition Program (STP)

*Its more than an exhibition!*

## AT A GLANCE

### WHAT IS IT?

The Department of Navy Small Business Innovation Research/Small Business Technology Transfer Program (STP) provides opportunities for small businesses to receive commercialization, transition, and professional business assistance. STP offers small businesses the resources to position themselves in the best standing to obtain Phase III funding.

### HOW DOES IT WORK?

- The SBIR/STTR Transition Program :
  - Assists in the development of targeted marketing materials
  - Provides relevant market research appropriate to the Small Business's technology and transition targets
  - Identifies leads for potential transition opportunities
  - Mentors on the dynamics of government/prime contractor relationships
  - Instructs on the government acquisition environment and policies
  - Promotes Small Businesses and their SBIR/STTR technologies on the Virtual Transition Marketplace (VTM)—an on-line, searchable index accessible to Government and the private sector
  - Assists with exhibiting at the annual Forum for SBIR/STTR Transition (FST)

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For over 19 years, The Department of the Navy's SBIR/STTR Transition Program (STP) has been a long-standing venue for connecting SBIR/STTR-funded technologies with warfighters, government acquisition and technical personnel, prime contractor, system integrators, and other potential partners/collaborators.

The program takes a holistic approach to assisting selected small businesses transition their technologies through business mentoring, training, marketing material creation, and business development activities and promotion.

Participation in this proven program has benefited companies in many ways; most importantly, the STP assists Small Businesses identify and plan a path to obtain Phase III funding for commercialization of their SBIR/STTR developed technologies.

The STP helps prepare selected Small Businesses to transition their DoN funded technology by providing the following services:

- Providing relevant market research and analysis appropriate to the Small Business's technology and transition targets.
- Guidance on navigating the government/prime contractor relationship and the government acquisition environment and policies.
- Identifying leads for potential transition opportunities.
- Mentoring via a dedicated Business Consultant and Market Researcher team to assist in the development of a commercialization strategy and strategic planning guidance.
- Promoting Small Businesses and their SBIR/STTR technologies on the Virtual Transition Marketplace (VTM) in an individual company web page. VTM is an online, searchable showcase accessible to Government and private sector that is used for marketing the company and its technology. [www.NavyFST.com/vtm](http://www.NavyFST.com/vtm)
- Assisting with exhibiting at the annual Forum for SBIR/STTR Transition (FST) held at the end of each STP cycle. The FST is Navy's premier small business technology showcase.