

## Army SBIR Welcomes New Program Manager

The Army SBIR team welcomes Michael John Smith as the new Program Manager. Mr. Smith has over twenty years experience managing DoD Research and Development programs, primarily in weapons systems development within the US Air Force and Defense Intelligence Agency (DIA). He led system development within several programs, including C-130 Aircraft, Global Positioning System, Strategic Defense Initiative, and Measurement and Signature Intelligence (MASINT). He also served on the Undersecretary of the Air Force for Acquisition staff at the Pentagon. He is a graduate of the US Air Force Academy (B.S. General Engineering) and served as a career Acquisition Program Manager while on active duty. Mr. Smith said, "I am thrilled to engage the small business community and rapidly promote technical innovations within the Army Acquisition community. The Army is recognized for its forward-leaning, proactive service using SBIR resources to integrate small businesses into the DoD research and development community and rapidly fielding solutions to soldier requirements. I look forward to leading this fine SBIR team and continuing along the path of success."

## New Phase I & Phase II Award Ceilings Commence in FY2011

The Small Business Administration (SBA) has modified the SBIR Policy Directive raising the Phase I ceiling to \$150K and the Phase II ceiling to \$1M. As a result of this change, the Army will adjust their award levels commencing with the FY 2011 solicitations. Phase I maximum award amounts will be \$100K instead of the current \$70K; Phase I options will remain at the \$50K; and, Phase II maximum award amounts will be \$1M instead of the current \$730K. Note that Phase II awards will still have a \$730K ceiling if based on a Phase I award selected before FY2011. Any Phase II proposals received which include cost proposals higher than \$730K from Phase I projects prior to FY2011 will be deemed Non-responsive and will not be evaluated. All other conditions of submission and the evaluation criteria and process remain unchanged.

## The Importance of Accurate and Complete Data

The Army SBIR Program reports to Congress annually on the state of the program. This report and the data it contains is vital to the continuation of and the form which the future SBIR Program takes, especially now as Congress works on the Reauthorization. The information you report is used by Congress to analyze the success of the Program, therefore it is extremely important that our report is up to date and accurate and reflects the true nature of your efforts. Not only does this data bring visibility to your company for potential customers, but by providing timely and accurate data, the SBIR Program office is able to determine how well you are able commercialize, which is a factor when applying for future SBIR awards. Providing this data will also give us insight into ways to improve current initiatives to help you achieve success. Please help us help you by providing accurate and timely data.



Soldiers provide security as a convoy passes through a valley in southern Wardak province, Afghanistan. Photo by U.S. Army Spec. De'Yonte Mosley

The purpose of this newsletter is to provide the small business community, Army, DoD and other government researchers and leadership additional insight into the Army SBIR program.

### Army SBIR Vision

To be the Army's premier source of innovative technology solutions, providing direct access to America's high-tech small business research & development community, enabling our Soldiers deployed around the world.

### Army SBIR Helpdesk

The Army SBIR Helpdesk provides answers to program questions and assistance to small businesses and Government participants. It is operated Monday through Friday from 8 am to 5 pm (except on Federal holidays). You may reach the help desk by email at [army.sbir@us.army.mil](mailto:army.sbir@us.army.mil) or by calling (703) 806-2085.



U.S. Army Soldiers with Company B, 1st Battalion, 102nd Infantry Regiment, Task Force Iron Gray on a patrol to Kujuk village  
Photo by U.S. Army Staff Sgt. Gary A. Witte

### 10.3 SOLICITATION

Solicitation Opens Aug 17, 2010

Solicitation Closes: Sept 15, 2010  
Phase I proposals due

### OUTREACH EVENTS

13th Annual Space & Missile Defense Conference Aug 16-19  
Huntsville, AL

<http://smdconf.org>

2010 Beyond Phase II Conference and Expo Sept 13-17  
San Antonio, TX

[www.beyondphaseii.com](http://www.beyondphaseii.com)

2010 SBIR Fall National Conference Nov 8-11,  
Oklahoma City, OK

[www.sbirok.org](http://www.sbirok.org)

2010 Defense Manufacturing Conference Nov 29-  
Dec 2, Las Vegas

[www.dmc2010.com](http://www.dmc2010.com)

### Have a Success Story?

We are continually seeking new "success stories" from small businesses, much like the one you see featured in this newsletter. Successful small businesses and their technology are highlighted in our yearly Commercialization Brochure, website, and quarterly newsletter. If you are interested in submitting a story, please contact the SBIR Program Management Office at [army.sbir@us.army.mil](mailto:army.sbir@us.army.mil).

## The 2010 Army SBIR Achievement Awards

On May 25, 2010, the Army SBIR Program hosted the 2010 Achievement Awards Ceremony at the Pentagon Conference Center. The ceremony was hosted by Dr. Thomas Killion, Deputy Assistant Secretary for Research and Technology. This year, 471 projects were eligible to compete of which 11 firms were selected to receive an Achievement Award.

The Army conducts an annual awards program to recognize Phase II efforts which exemplify the SBIR goal of bringing innovative technologies and products to the marketplace. Winners are selected based on the following four criteria: originality and innovation of research; relevance of the research to the Army mission; immediate commercialization potential of the research, reflecting the primary goal of bringing technology and products to the marketplace; and overall quality performance of the project.

To learn more about the Achievement Awards, please visit our website:  
<https://www.armysbir.army.mil/Commercialization/>



Group photo of 2010 Achievement Award winners

### Featured Army SBIR Achievement Award

**M Cubed Technologies, Inc.**

[www.mmmmt.com](http://www.mmmmt.com)

**U.S. Army Natick Soldier Research, Development a& Engineering Center**

### *Durable, High Performance Personal Armor Plates*

The Army's need for rapid deployment capabilities and the increasing loads on the Infantry Soldier combine to create a demand for lightweight armor systems. The current ballistic protection offered against small arms rounds is based on ceramic tiles with fiber-reinforced composite backing. To enhance current body armor systems, the Army requires decreased weight; increased durability and multi-hit performance; reduced cost; and the capability to defeat more aggressive threats.

To meet these requirements, M Cubed, with Simula (now BAE Systems) and Rutgers University, developed a durable, ceramic composite with low cost, low weight, and high performance. This novel composite has been successfully commercialized as a ballistic protective insert for small arms protection. To date, over 250,000 tiles, with a sales value of over \$55 million, have been sold. A key innovation was the use of a multi-constituent material to inhibit crack propagation. Moreover, by the proper choice of constituents in the ceramic composite, raw material cost was reduced.