



Photo by Tech. Sgt. Efren Lopez

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 answers program questions and provides assistance to small businesses and Government participants. Help Desk hours are Monday through Friday from 8 am to 5 pm EST (except on Federal holidays). You may reach the help desk by email at army.sbir@us.army.mil or by calling (703) 399-2049.

A message from the Army SBIR Program Manager

Happy New Year! This is the first 2013 issue of the Army Small Business Innovation Research (SBIR) Quarterly Newsletter. To recap 2012, the Program Management Office (PMO) received over 2,370 Phase I and Phase II proposals from U.S. small businesses. These proposals were subjected to an intense evaluation process using the criteria published in the Department of Defense (DoD) Solicitation and more than 375 Phase I and II proposals were selected. Contract awards are pending completion of successful negotiations and availability of funds. Detailed information on these and past awards are on our website:

<https://www.armysbir.army.mil>

Program News

The PMO continues to work with the Small Business Administration (SBA) and the DoD to fine tune the implementation of new processes from the SBIR Reauthorization and the new SBA SBIR Policy Directive. It is worth noting that a major change to the Program is that invitations are no longer required to submit a Phase II proposal commencing with Phase I projects from the 2013.1 Solicitation. Small businesses submitting a Phase II proposal are still required to develop and submit a technology transition and commercialization plan describing feasible approaches for transitioning and/or commercializing the developed technology.

SBA announced that it will continue holding monthly public Webinars regarding the recent changes to the SBIR and Small Business Technology Transfer (STTR) Policy Directives. We encourage you to attend these to get the latest updates. Visit the SBA.gov website for a schedule of the upcoming public Webinars.

Small Business Administration 2013 Tibbetts and SBIR Hall of Fame Awards

The SBA will present Tibbetts Awards to honor small businesses and individuals that represent excellence in achieving the mission and goals of the SBIR and STTR programs. The Hall of Fame awards will be made to those small businesses, individuals, and other organizations with a long period of extraordinary success of research, innovation, and commercialization within the SBIR and STTR programs. The nomination period for both opened on December 17, 2012 and will close on January 31, 2013 at 11:59 PM EST.

The Army SBIR Program welcomes two new Technical Assistance Advocates

Ms. Colleen Gibney will take Rich Hansen's place as the Biotechnology TAA at Medical Research and Materiel Command at Ft. Detrick, Maryland.

Mr. Tim Cavanaugh will take Jean-Paul Hanna's place as the Ground Control TAA at Tank Automotive Research, Development and Engineering Center at Warren, Michigan.



Photo by Spc. Joshua Edwards

13.1 SOLICITATION

Solicitation Opens	17 Dec 2012
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Solicitation Closes	16 Jan 2013
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13.2 SOLICITATION

Solicitation Pre-Release	24 Apr– 23 May 2013
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Solicitation Opens	24 May 2013
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Have a Success Story?

We are continually seeking new “success stories” from small businesses. 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

You can download and view our Commercialization Brochures at: <https://www.armysbir.army.mil/Commercialization/Default.aspx>

Featured Army SBIR Success Story

Primordial, Inc.

www.primordial.com

U.S. Army Natick Soldier Research, Development, and Engineering Center
Ground Guidance®

Primordial has a \$3.7 million three-year contract with the U.S. Army’s Natick Soldier Research, Development, and Engineering Center to provide their Ground Guidance® software, developed for the U.S. military to display, evaluate, and recommend travel routes over unmarked terrain. NSRDEC will use the technology to develop decision support tools for Soldiers and small units for movement planning. Primordial will work with NSRDEC to adapt the software for military applications and to account for: load, weather conditions, energy expenditure, heat strain, and other operational constraints.

Ground Guidance®, Primordial's flagship product, is a patented off-road routing software that plans fast and concealed routes for mounted and dismounted Soldiers through on- and off-road terrain. Additionally, Ground Guidance's GPS-based software allows real-time rerouting for Soldiers during actual missions in the field. The software was developed over nine years under contracts with the Army, Defense Advanced Research Projects Agency, Communications-Electronics Research, Development and Engineering Center, and others. Primordial has also integrated Ground Guidance with the Falcon View, Land Warrior, and Movement Tracking System for use by the U.S. military.



To learn more about other success stories in our newest Commercialization Brochure, please visit our website: <https://www.armysbir.army.mil/Commercialization/Default.aspx>