

# **DARPA SBIR/STTR**

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Transition and Commercialization Support Program  
(TCSP)  
and the T2C Team

2018





# What is TCSP ?

## Participate and Expectation

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Goal - to maximize SBIR/STTR companies' potential to move their technology beyond Phase II, and into other research and development programs for further maturity

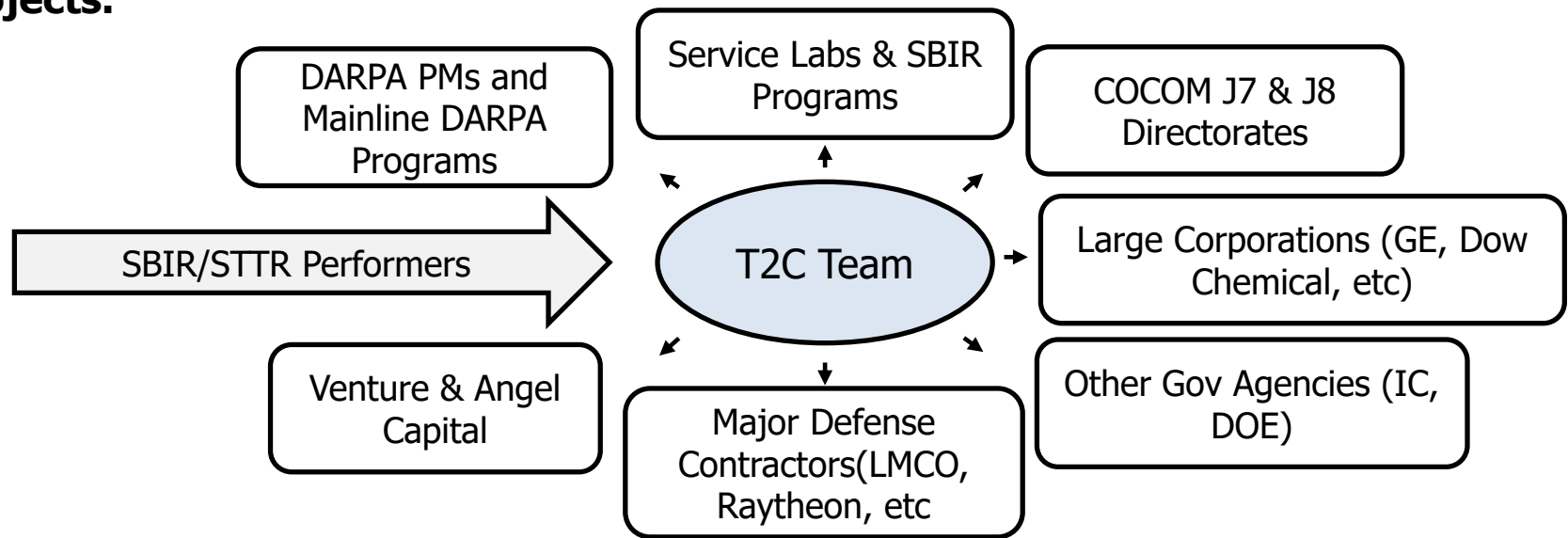
Source: <https://www.darpa.mil/work-with-us/for-small-businesses/commercialization-continued>

- **No cost to participants**
  - **TSCP Program Costs covered by DARPA SBPO**
  - TCSP executed by the Technology Transition and Commercialization Team (T2C Team), Strategic Analysis Inc.
  - Receive T2C-authored fact sheets upon Phase I award
  - Automatic participation upon Phase II award unless awardee elects discretionary technical assistance
  - Time commitment - 1 hour kick off call and interactions on documents preparation; additional contacts as deemed relevant



# Technology Transition & Commercialization (T2C) Team

**Small Business Act (15 U.S.C. 638(q)):** Each Federal agency ...may provide small business concerns engaged in SBIR projects with technical assistance services,...for the purpose of...**developing and commercializing new commercial products and processes resulting from such projects.**



The T2C Team assists DARPA SBIR/STTR performers by providing business planning advice, identifying funding and collaboration opportunities, and maintaining access to an extensive network of connections



# TCSP Services

## Business Services

- Kickoff and status calls
- **Assistance with Quad Charts, Technical Assistance Summary Report, which are contract deliverables (CDRLs)**
- Support DARPA public release process
- Facilitate interface between performers and PM/SETAs, especially after PM transition
- Technology application and business plan brainstorming
- Feedback on Commercialization Plans and marketing materials
- Assist in Phase II Enhancement application processes
- Ad-hoc requests from performers

## Outreach and Introductions

- Facilitate review of TCSP portfolio by major defense contractors, Government agencies and potential funders/partners
- Make introductions and organize exploratory discussions
- Organize conference sessions to highlight SBIR/STTR technologies
- Host "Meet & Greets" for direct interacts with Government & primes

## Funding and Collaboration Opportunities

- Weekly opportunity alert sent to all current and past performers
  - Daily FedBizOps posting reviews for new solicitations
  - Agency level SBIR/STTR solicitations
  - Topical conferences and training events
- Alumni list maintained for targeted technology requests
- Access to DARPA SBIR/STTR performers for special requests (ASK TIM)

## T2C-authored Resources

- Basic contract terminology
- Business development tips
- Cybersecurity
- Determining market size
- Financing options
- Responding to BAAs



# Conference and Outreach Events

T2C team partners with DARPA SBPO to coordinate presence at a wide range of defense-oriented conferences for outreach and community engagement

## Conference attendance is essential for building networks with Primes and large Corporations

- Business development personnel often approach seeking “DARPA technology” and are eager to engage with SBIR performers

## T2C Team

- **Sponsors conference sessions and Meet & Greet events to expose SBIR performers to a wide range of potential collaborators**
- **Coordinates annual Defense Manufacturing Conference DARPA Gee Whiz session to highlight SBIR/STTR projects**





## T2C Team Members

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Core team supported by Strategic Analysis, Inc. infrastructure

Program Manager – Anu Bowman ([bowman@t2cteam.com](mailto:bowman@t2cteam.com))

- 30+ years of experience in Technology development and transition
- DARPA TCSP Program Manager since 2011

Sr. Business Analyst - Wai-Lean Roos ([roos@t2cteam.com](mailto:roos@t2cteam.com))

- 35+ years of experience in business processes and analysis

Commercialization Manager – Dustin Boyer ([boyer@t2cteam.com](mailto:boyer@t2cteam.com))

- 9+ years of diverse consulting experience in commercial sector

Transition Analyst – Leah Noonan ([noonan@t2cteam.com](mailto:noonan@t2cteam.com))

- 15+ years of experience in marketing analysis and business administration

Sr. Transition Lead – Richard Flake ([rflake@innostratinc.com](mailto:rflake@innostratinc.com) )

- 25+ years experience in technology transition and was Air Force SBIR program's Commercialization Readiness Program Manager

Sr. Commercialization Lead – Steven Sunshine ([sunshine@t2cteam.com](mailto:sunshine@t2cteam.com))

- 20+ years experience as entrepreneur with strong scientific background in materials, energy, and detectors (chemical, biological, radiological)