

Spotlight Event
Navy SBIR Transition Program (STP) Technical Information Exchange (TIE)
March 11–12, 2025

Overview:

The Navy STP Transition Program (STP) hosted its annual Technical Information Exchange (TIE) in Arlington, Virginia, drawing over 211 attendees from across the Navy Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) innovation ecosystem. The two-day event brings together small business SBIR/STTR awardees, speakers from Navy systems commands and industry, and various government and industry acquisition program leaders.

Event Highlights: NAVY SBIR STTR Leaders Highlighted Innovation Pathways for Small Businesses.

Day one - Navy leaders emphasized the importance of key programs like the NAVY SBIR Transition Program (STP), NavalX, ONR, and NAVY SBIR/STTR programs in fostering innovation within the Navy and Small Businesses. Assistant Chief of Naval Research Captain David Murray delivered a keynote outlining these programs' crucial roles. The event, opened by Navy STTR and STP Program Manager Steve Sullivan, showcasing success stories like Colvin Run Networks, whose CEO Nikhil Shenoy detailed how SBIR funding propelled his company's growth and led to a SeaPort contract. Colin Dunlop, Program Manager of the National Shipbuilding Research Program (NSRP), highlighted the integration of advanced technologies in modern shipbuilding. Attendees also heard from Cindy Mattingly of Noble Aviation, who discussed small business opportunities within the DLA Tailored Logistics Support Special Operations Equipment contract, providing a comprehensive overview of pathways for small businesses to contribute to Navy advancements.

Day two - featured experts providing guidance and resources for Navy SBIR/STTR awardees and those seeking to transition technologies to the Navy. Key takeaways included: clarification on SBIR/STTR data rights during subcontracting, strategies for writing successful proposals and commercializing, utilizing simulations and field exercises can help mature technologies. Leveraging the Navy's STP Virtual Transition Marketplace (VTM) for matchmaking and researching companies that successfully transitioned from Phase II to commercialization. Lastly, information on funding pathways to cross the "valley of death" that have readiness levels between 7 -9.

NAVSEA SBIR/STTR Outreach Impact:

The NAVSEA SBIR/STTR Leadership and Outreach Team engaged with 45 individuals during the event—42 representing 30 STP small businesses and 3 representing 2 government agencies. These conversations provided valuable insights into the needs of the small business community and introduced transition resources to those still working toward commercialization.

Conclusion:

The 2025 Navy STP TIE event reaffirmed its value as a critical hub for connection, mentorship, and transition support. For the Outreach Team, it offered renewed relationships and fresh success stories to share. For NAVY SBIR/STTR and small business awardees, it served as a launchpad for future collaborations, practical commercialization strategies, and direct engagement with potential buyers. The Navy STP TIE continues to be a vital step in ensuring that high-impact, SBIR/STTR-funded technologies make it from the lab to the fleet.