



October 23, 2014

*Heidi Jacobus
Robert Schmidt
Co-Chairmen*

The Honorable Chuck Hagel
Secretary of Defense
1000 Defense Pentagon
Washington, DC 20301

*Jere Glover
Executive Director*

*Larry Nannis
Treasurer*

Dear Secretary Hagel,

*Kevin Burns
Greg Zacharias
New England
Regional Chairs*

The Small Business Technology Council would like to commend the Navy's SBIR/STTR office, and in particular SBIR/STTR Programs Office Director John Williams and Director for Transformation at RDT&E Nickolas Guertin, for their work in producing a comprehensive guidebook for the Department of Navy's SBIR/STTR Phase III Program.

*Matt Oristano
Joseph Schwartz
Mid-Atlantic
Regional Chair*

In the most recent SBIR reauthorization language, Congress stressed the importance of improving commercialization returns, and the Phase III program is an ideal vehicle to accomplish that. Unfortunately, many PEOs and small businesses are unfamiliar with the program, and don't know how to properly utilize it. This new guidebook does an outstanding job of laying out exactly how the program is supposed to work, how it should be utilized, and what small business's rights are during the procurement process.

*Ash Thakker
Southeast
Regional Chair*

*Mary Delahunty
Southwest
Regional Chair*

One of our member companies presented this guidebook to the COR and CO of a program they had in another branch (not the Navy). After a discussion, the military representatives agreed to stop the BAA open competition process they had started, and award a Phase III SBIR without competition within the following 6 weeks for many hundreds of thousands of dollars. This guidebook is having an immediate impact on our members' financial performance.

*Russ Farmer
Mountain
Regional Chair*

*Michael Browne
Pacific
Regional Chair*

The SBTC hopes that this SBIR/STTR Phase III guidebook can be a standard reference not just for Navy contracting personnel, but for all branches and offices in the DOD. We respectfully ask that the Secretary consider adapting this guidebook for other branches, and make it a department-wide reference.

*Roy Keller
State Liaison*

*Greg Zacharias
DOD Committee
Chair*

Sincerely,

*Paul Donovan
Michael Squillante
NIH Committee
Co-Chairs*

A handwritten signature in black ink that reads "Jere W. Glover". The signature is fluid and cursive, with the first letters of each name being capitalized and prominent.

*Ash Thakker
Phase III Committee
Chair*

Jere W. Glover
Executive Director
Small Business Technology Council

*Russ Farmer
DCAA Committee
Chair*

Cc: Ray Mabus, US Secretary of the Navy
Frank Kendall, Under Secretary of Defense, Acquisitions, Technology, and Logistics
Nickolas H. Guertin, Director for Transformation, Navy RDT&E
John Williams, Director of Navy SBIR/STTR Programs Office
Sean F. Crean, Director of Navy OSBP
Bradley D. Taylor, SBIR/STTR Liaison, Navy OSBP