



Heidi Jacobus
Robert Schmidt
Co-Chairmen

October 23, 2014

Jere Glover
Executive Director

The Honorable Javier Saade
Associate Administrator
Office of Investment and Innovation
US Small Business Administration
409 3rd Street, S.W. Suite 6300
Washington, DC 20416

Larry Nannis
Treasurer

Kevin Burns
Greg Zacharias
New England
Regional Chairs

Dear Mr. Saade,

Matt Oristano
Joseph Schwartz
Mid-Atlantic
Regional Chair

The Small Business Technology Council would like to nominate the Navy's SBIR/STTR office for a Tibbetts Award, in particular Navy SBIR/STTR Programs Office Director John Williams, Director for Transformation at Navy RDT&E Nickolas Guertin, Navy Office of Small Business Programs Director (OSBP) Sean Crean, and Navy OSBP SBIR/STTR Liason Bradley Taylor for their work in producing a comprehensive guidebook for the Department of Navy's SBIR/STTR Phase III Program.

Ash Thakker
Southeast
Regional Chair

Mary Delahunty
Southwest
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.

Russ Farmer
Mountain
Regional Chair

Michael Browne
Pacific
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.

Paul Donovan
Michael Squillante
NIH Committee
Co-Chairs

The SBTC hopes that the Navy's new SBIR/STTR Phase III Guidebook could be used as a template for other branches, and perhaps even civilian agencies to draft and adopt similar guidebooks. We strongly believe new desk reference will help contracting officers meet their goals and increase commercialization returns while further helping to facilitate small business participation in DOD procurement, and that the Navy's SBIR/STTR office should be recognized by the SBA for their work.

Ash Thakker
Phase III Committee
Chair

Russ Farmer
DCAA Committee
Chair

Sincerely,

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.

Jere W. Glover
Executive Director
Small Business Technology Council