



The Army xTech and SBIR | STTR Programs are designed to **empower innovators to partner with the Army.**

Jess Stillman
Program Manager



Army xTech and SBIR | STTR fund innovative ideas that solve real-world problems—for commercial use and national defense.



Discovering novel technology solutions through prize competitions.



Transitioning small business innovation into practical applications for Soldiers.





U.S. ARMY

TECH

Program Overview

*"The only way of discovering the limits of the possible is to venture a little way past them into the impossible."
– Arthur C. Clarke*

The xTech program works to lower barriers for industry to work with the Army



Serves as a friendly front door with low barrier of entry



Explores innovative industry ideas to discover what is possible



Awards 100% expendable cash prizes to offset participation cost



Provides stakeholder feedback, education, mentorship and networking

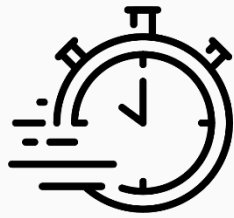
Firms that have won an xTech competition have satisfied competition requirements for follow-on contract awards

Target Audience (based on individual competition)

- Academic institutions
- Startups and entrepreneurs
- Small and large businesses
- Investors
- International entities
- Anyone but federal employees

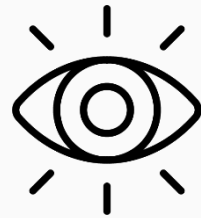


xTech Program Values: Expanding the Funnel of Innovative Ideas into the Army Science and Technology Ecosystem



TIMELINESS

Maximize initial cash-flow for participants;
Provide valuable feedback for continuous improvement.



TRANSPARENCY

Clear alignment with Army and DoD needs;
Build confidence in the system.



PARTNERSHIP

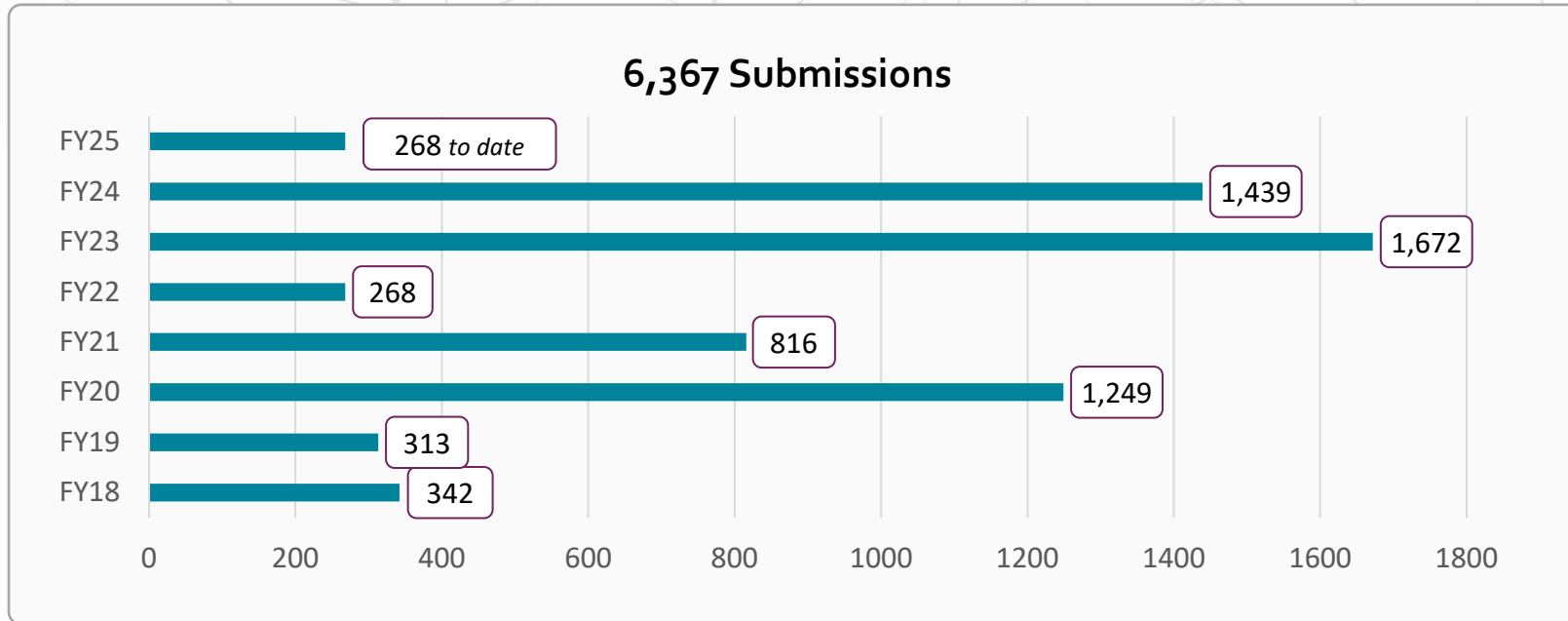
Technology alignment with Army priorities;
Integration of all stakeholders into the feedback loop.



ENGAGEMENT

Connecting nontraditional entities with Army and DoD experts in their fields.

xTech has been delivering results since 2018, here is a “by the numbers” showing the Army’s commitment to innovation.



44%
of xTech applicants are
new to DoD

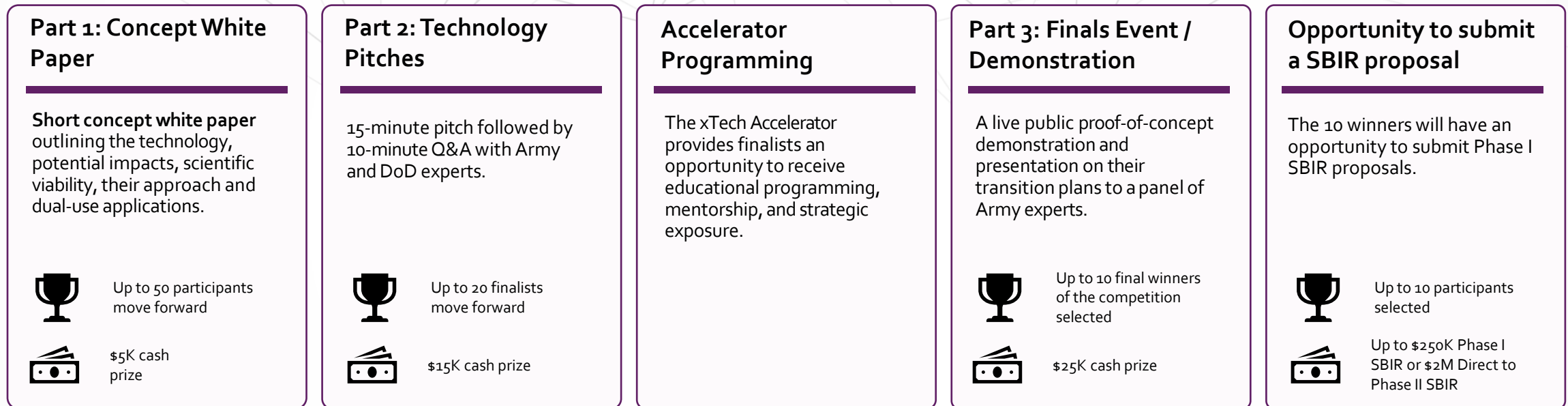
39 competitions
21 accelerator cohorts
3,969 evaluator sign ups across competitions
15,658 comments provided to applicants
41,925 completed evaluations

\$ 25M
in cash awards

 **\$206M**
in follow-on contracts

xTech benefits include short entry applications and increasing prizes, feedback and exposure as applicants progress

Sample Competition Structure




- **Design and structure** of competition are based on the **overall goals** of the partner organization
- **Monetary and non-monetary** benefits can include:
 - ✓ *Cash prizes*
 - ✓ *Follow-on contracts*
 - ✓ *Feedback on the technology*
 - ✓ *Test and evaluation opportunities*
 - ✓ *Commercial and DoD and exposure*

xTech competition winners have satisfied competition requirements for follow-on contract awards.

The **xTech Accelerator** is driving innovation by aligning Army business models with non-traditional industry partners through the five pillars


The accelerator is customized to address the specific needs of the competition, problem statement, and collaborating organizations.




Educational Programming
Custom virtual weekly or biweekly webinars to fill knowledge gaps.



Diverse Mentorship
2-3 dedicated mentors for each team ranging from DoD and Industry.



Community Building
Relationship building with DoD stakeholders and other companies.



Venture Building Consulting
1:1 work to identify Army use cases and other key stakeholders.



Strategic Exposure
DoD, Industry and Investment Community.

xTech Accelerators: Supporting Nontraditional Innovators Since 2019

21

Accelerators

331

Participants

300

Army & Business Mentors

2,285

Mentorship hours dedicated to supporting participants

136

Stakeholder interviews conducted by participants

300

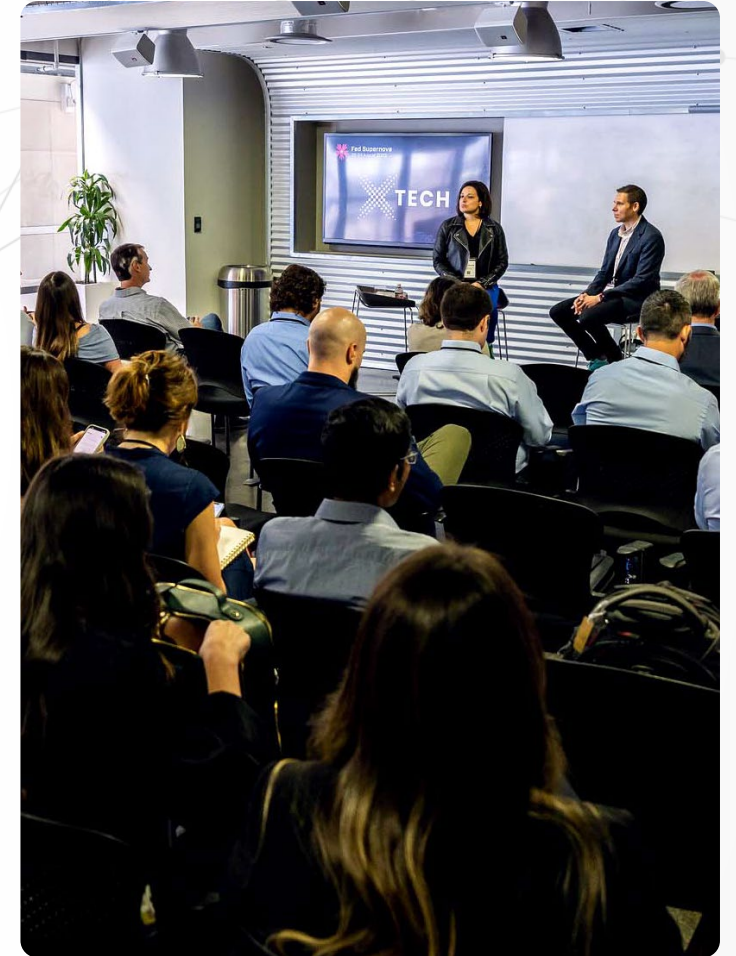
DoD proposals submitted during and post accelerators

1,819

Government contracts awarded to companies during and post-accelerator programming including Army SBIR awards

\$1.1B

contract awards including follow-on SBIR awards



Metrics as of 21 October 2024

Current and upcoming xTech opportunities



Topic(s): Various Program Executive Office (PEO) priorities

Audience: U.S. small businesses

Timeline: FEB 05 – MAR 12, 2025

Partner: JPEO A&A, PEO C₃N, PEO CS&CSS, PEO Enterprise, PEO GCS and PEO IEW&S

Follow-on: Phase I and Direct to Phase II follow on contracts

Impact: The competition will provide cash prizes while providing industry opportunities to engage directly with various program executive offices, gaining a better understanding of how their technology solutions can solve current needs.

 Up to **\$400,000** in cash prizes

 Up to **\$27,000,000** in follow contracts

Launching this month! xTechSoldier

The U.S. Army invites global businesses to pitch innovative concepts for the Next Generation Squad Weapons Fire Control Module-X. Eligible small and large businesses can earn prize money and the chance for up to \$5M in contract awards.

Launching in March! xTechPacific 2025

In partnership with U.S. Army Pacific Command and other key organizations, xTechPacific offers small U.S. businesses the opportunity to pitch to the DoD, win prize money, and submit an Army SBIR proposal. Finalists will compete in Hawaii and present to Army and DoD experts.

Launching in Spring 2025! xTechSearch 9

xTechSearch aims to integrate disruptive technologies into the Army's ecosystem. Participants receive mentorship and strategic exposure, with finalists invited to networking events to develop their solutions for Army and commercial use.

Army xTech competition testimonials from past participants: “Integrating Innovation.”





U.S. ARMY

SBIR|STTR

Program Overview

*"Innovation distinguishes between a leader and a follower."
– Steve Jobs*

The Army SBIR | STTR Program works with small businesses to transition capabilities to the Army



Solicits emerging needs from Army partners



Funds research, prototyping and testing



Awards contracts to U.S. small businesses



Supports technology transition

Innovators that complete a SBIR|STTR award satisfy competition requirements for follow-on awards

Target Audience

- U.S.-based small businesses
- Research institutions



The Army SBIR | STTR Program releases solicitations monthly providing multiple entry points and pathways to transition technology

69
Solicitations Released in FY24

- 13 open-topics
- 5 xTechSBIR competitions

(SBIR only)
DIRECT TO PHASE II
Prototype Development & Deployment
Up to \$2M*/12-24 mo.

\$340M Invested in FY24			
Contract	Total Obligated	# of Contracts Awarded	# of Firms Receiving Awards
Phase I	\$32.6 million	152	134
Phase II	\$307.9 million +	173	160
Total Army SBIR	\$340.5 million	325	256*

PHASE I
Feasibility
\$250K/3-6 mo.

PHASE II
Prototype Development
\$2M*/12-24 mo.

SEQUENTIAL PHASE II
Maturation & Risk Reduction
\$2M*/8-24 mo.

SBIR CATALYST
Drive Down Technology
Transition Risk
Up to \$15M/6-36 mo.



Transition milestone for PEOs,
Prime Integrators and Organic
Industrial Base

TRANSITION

TRANSITION

***...Up to \$2M or more!**
Army needs to define the SBIR Acquisition
Strategy, up to \$5M or more per award.

Active Portfolio Management by Transition Broker Teams: A Structured Framework for Evaluating and Managing SBIR-Funded R&D Efforts

Active Management Methodology:

1. Prioritize efforts and assess risks
2. Regularly engage with Army stakeholders
3. Track the overall health of the portfolio

TBT Members

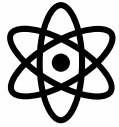
- ✓ Influence topics
- ✓ Review and recommend proposals for award
- ✓ Assist performers in the portfolio

Industry Benefits

- ✓ Tailored Support and Resources
- ✓ Faster Contracting and Funding
- ✓ Emphasis on Transition and Commercialization

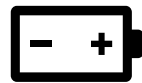
Five SBIR|STTR technology ecosystems identified with rapid innovation and market growth in the private sector:

AI/ML



Automated Detection
Biometrics
Synthetic Data
Training Algorithm

Energy Resiliency



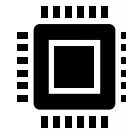
Adv. Energy Generation
Energy Storage
Micro-grid
Transp. Power Systems
Efficient Industry Tech.

Immersive & Wearables



AR/VR/MR Solutions
Physiological Monitoring
Energy Harvesting
C5ISR

Sensors



Targeting
Detection
Real-Time Data Fusion
Data Distillation

Contested Logistics & Sustainment



Supply Chain
Demand Reduction
Predictive Maintenance
Communications

Collaborative Innovation: Army STTR Program Partners Small Businesses and Research Institutions to Address Critical Needs

Three Phased Approach with Two Key Differences from SBIR



Requires **small businesses to partner** with a federally funded or qualified non-profit research institution

Aims to **transition** technology **from research institutions** to the marketplace

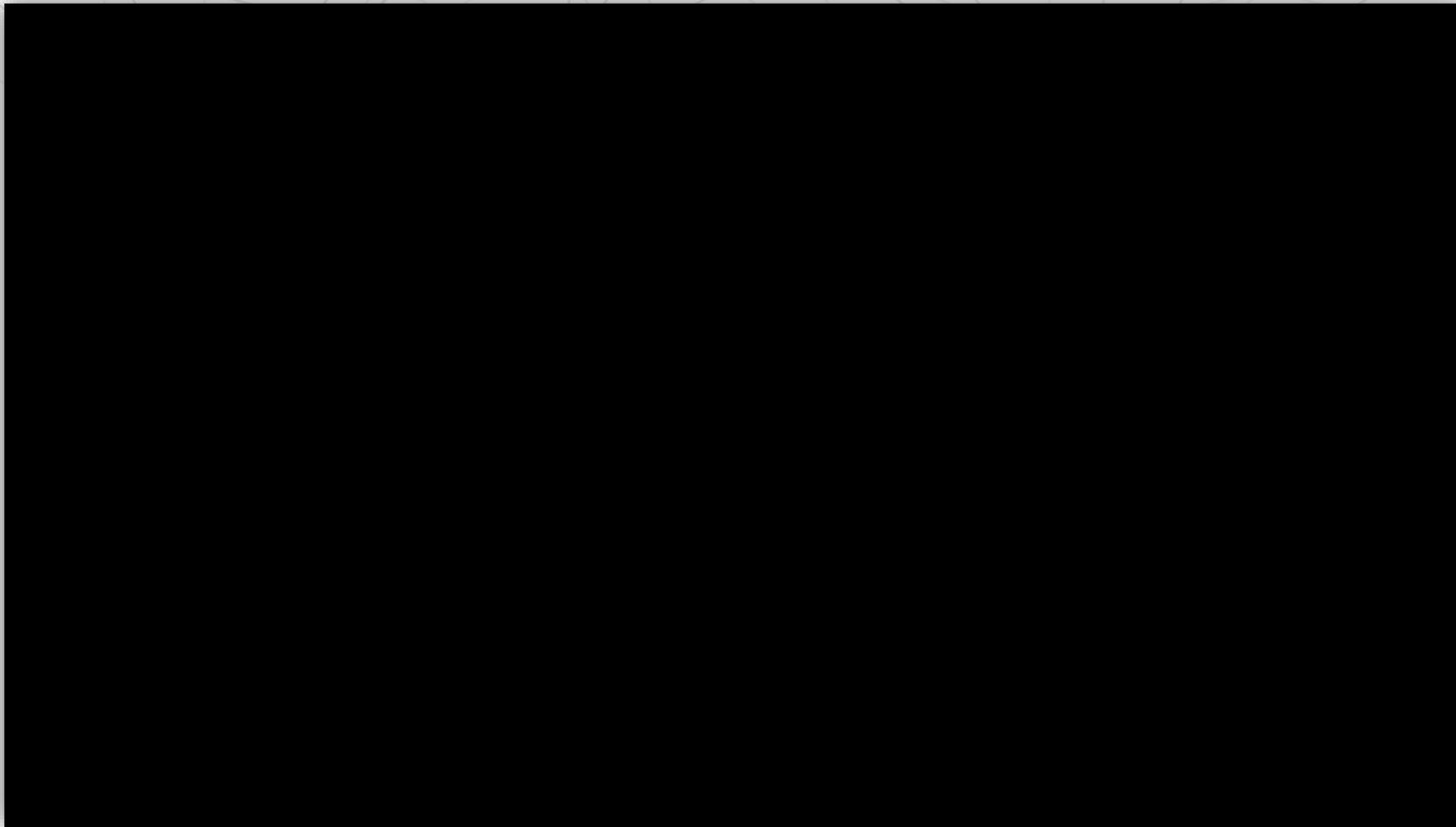
80
Total Solicitations Released
(including 13 open-topics)

80
Total New Contracts Awarded

\$47.2M invested in in FY24

Contract	Total Obligated	# of Contracts Awarded	# of Firms Receiving Awards
Phase I	\$9.4 million	48	44
Phase II	\$37.8 million	32	30
Total Army SBIR	\$47.2 million	80	69*

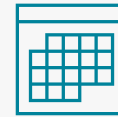
• **Army SBIR and Army Programs: “a Win-Win” for Army customers and industry partners.**



Enhancing Collaboration with Small and Nontraditional Businesses: Army xTech & SBIR | STTR Programs



Improved Processes: Enhance processes and responsiveness to create a positive user experience.



Monthly Topic Releases: Release topics monthly to mirror evolving technology challenges within the Army.



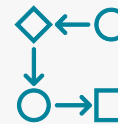
Commercial Success & Government Collaboration: Partner with companies who can succeed in commercial industry as well as with the government.



SBIR Contracting Center of Excellence (CCoE): Streamline contracting to increase time to award and create a better experience for small businesses.



Access & Flexibility: Improve access to the Army, problems and data, while reducing restrictive requirements.



Transition to Larger Opportunities: Facilitate smooth transitions to Army programs or additional R&D funding opportunities.

Partner with the Army for innovation and impact in both commercial and government sectors.

Army innovation requires both novel technologies and **transformation of how we do business.**

The Army SBIR|STTR Program established the **Army SBIR Contracting Center** of Excellence in 2022 to innovate how we award contracts to industry faster, easier and more agile than ever.

APPROACH



The Army established the centralized Army SBIR CCoE at Army Headquarters to **focus solely on small-business** needs, while fully **leveraging acquisition reform** initiatives.

BENEFITS



- **Maximizes** flexibility and agility for a streamlined award process.
- **Specializes** in small-business contracting needs.
- **Consolidates** SBIR awards, synchronizing procurement, obligations and metrics.



Reduces R&D contract execution times by an **order of magnitude** compared to the previous timeline.



Reduces operational complexity and deployment barriers with transition-focused Phase I and Phase II contracts.



The Army is a **better business partner** by optimizing processes to **innovate at the speed of technology**, improve responsiveness and create a **positive user experience.**

Support Army innovation and join the Army xTech and SBIR | STTR Programs as an **innovator, investor or integrator.**



Join Competitions

Showcase innovations in xTech challenges



Apply for Funding

Compete for SBIR Contracts



Collaborate

Work with Army mentors and experts



Commercialize

Bring technologies to market








Solve Needs

Develop solutions for Army challenges



Partner with us and visit our websites, email us, or follow us on social media to learn more.



-  www.xtech.army.mil
-  usarmy.xtech@army.mil
-  [xTechPrograms](#)
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-  [xTech](#)

-  www.armysbir.army.mil
-  usarmy.sbirstr@army.mil
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-  [Army_SBIRSTTR](#)
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Army transition partner testimonials for xTech and SBIR | STTR.

“Blending both prize awards and OTA agreements into a single pitch competition using proven xTech processes gives the Army a novel way to attract new companies, while addressing technology gaps in a mutually beneficial partnership.”

Mike Karaki

DEVCOM
Ground Vehicle Systems Center

Source: xTech Innovation Combine competition

“The Army SBIR portfolios, including AI/ML, enabled us to collaborate over a variety of topics. We have worked together to formulate solicitations, execute programs and leverage technologies from small businesses.”

Karen Amabile

JPEO A&A Research
and Development Program Manager

Source: JPEO A&A's munitions manufacturing efforts drive \$48M in Army SBIR funding

“PEO C3T’s vision is for these companies to transition their solutions... Success would save the Army customer a tremendous amount of time...and could potentially save the government and taxpayer millions of dollars.”

Dr. Sayeed Hasan

PEO C3T Project Manager
Tactical Radios

Source: xTech Program matches small businesses with Army transition partners