SBIR/STTR Program Mission

**SMALL BUSINESS INNOVATION RESEARCH (SBIR)**
**SMALL BUSINESS TECHNOLOGY TRANSFER (STTR)**

What are SBIR/STTR Programs?
They are federally funded programs that finance small businesses to conduct research and development of new and emerging technology.

**SBIR/STTR are three-phase programs:**

**Phase I** — establish the technical merit, feasibility and commercial potential of the proposed R&D efforts. SBIR Phase I awards normally do not exceed $150,000 total costs for six months.

**Phase II** — continue the R&D efforts initiated in Phase I. Funding is based on the results achieved in Phase I and the scientific and technical merit and commercial potential of the project proposed in Phase II. Only Phase I awardees are eligible for a Phase II award. SBIR Phase II awards normally do not exceed $1,500,000 total costs for two years.

**Phase III** — pursue commercialization objectives resulting from the Phase I/II R&D activities. The SBIR program does not fund Phase III. Phase III may involve follow-on non-SBIR funded R&D or production contracts for products, processes or services intended for use by the U.S. government.

Source: [www.sbir.gov/about/about-sbir](http://www.sbir.gov/about/about-sbir)
What Does the Raytheon SBIR/STTR Team Do For Small Business?

- Enables Raytheon to gain knowledge of small business capabilities
- Helps small business understand Raytheon’s products and customer goals
- Matches small business technical capabilities to Raytheon’s program and functional needs
- Facilitates discussions, information exchange and development of business arrangements
- Supports small business SBIR/STTR Phase I and Phase II efforts where mutually beneficial and a strategic fit
- Assists small business with rapid technology insertion into Raytheon’s system design and development and production programs
- Connects small business with other Raytheon businesses
Why is Raytheon Interested in SBIR / STTR?

- Utilizes small business capability to develop key technology
  - Performance, Size and/or Affordability Enhancements
- Creates opportunity for rapid technology insertion
- Establishes long-term relationships with key small businesses
- Strengthens relationships with our customers
- Evolves from reactive to proactive engagement
SBIR / STTR Points of Contact

Integrated Defense Systems
Erin Fopiano
Supplier Innovation, SBIR Coordinator
978-858-5678, SBIR@raytheon.com
Maureen Freitas
Supplier Diversity Business Lead
339-645-6169, ids.supplier.diversity@raytheon.com

Intelligence, Information and Services
Lindsay Ewing, Product Development Engineer
317-306-7489, SBIR@raytheon.com
Crystal King, Supplier Diversity Business Lead
571-250-3725, iis.supplier.diversity@raytheon.com
John Moore, Engineering and Product Development
317-306-4090, SBIR@raytheon.com

Raytheon Missile Systems
Kenneth Preston, SBIR/STTR Project Manager
520-794-7906, SBIR@raytheon.com
Joanne Arvizu, Supplier Diversity Business Lead
520-665-5919, rms.supplier.diversity@raytheon.com

Space and Airborne Systems
Devon Crowe, Principal Engineering Fellow
310-607-6931, SBIR@raytheon.com
Kevin M Conklin, Supplier Diversity Business Lead
972-638-6022, sas.supplier.diversity@raytheon.com
Mark Palla, Mentor Protégé and SBIR Coordinator
972-638-3383, SBIR@raytheon.com

Raytheon Company Corporate Office
Benita Fortner, Director, Supplier Diversity
781-522-6337, supplierdiversity@raytheon.com
Carol Wooden, Supplier Diversity Manager
972.638.6022, supplierdiversity@raytheon.com