

Frequently Asked Questions from Performers:

1. What opportunities are available for experimentation of my technology?
2. How do we transition our technology from the SBIR phase to commercialization?
3. What are the requirements generally for contracts with the DoD?
4. What are the general procedures for setting these?
5. Can you let us know of potential experimentation/demonstration opportunities to enable us to select the most appropriate venues for our technology?
6. Can you help us identify funding sources to participate in such opportunities?
7. When does SEC get involved with SBIRS?
8. How can we get our technology exposed to the warfighters?
9. What is the process for connecting companies to the SEC?
10. What is the lead time for participating in an event?
11. How much do you charge for your services?
12. How does DoN-SEC support or link to the Navy writ large regarding acquiring new technologies?
13. Can we provide you with descriptions of our technology to identify potential transition programs?
14. Can you brief us on key DoN needs so that we can determine if our technology can help satisfy a given need?
15. What opportunities exist with the performance/size/power/price/adaptability points?
16. How do we maximize awareness of our product/technology and get it to the right folks who might be interested?
17. How do you work with competing SBIRs?
18. What type of missions would our vehicles, technology or platforms perform in?

DoN-SEC can help to identify opportunities, installation requirements, procedures, appropriate venues and more. After an introductory meeting in which your technology and goals are discussed, DoN-SEC can answer these questions and more as we work with your team through mentoring, training, and facilitation. The experimentation process can be long and fraught with complexity, but DoN-SEC has experts in a variety of areas to assist in navigating it and optimally increasing probability of transition.