



## **The Air Force Small Business Innovation Research Technology Acceleration Program (SBIR TAP)**

is a program that assembles companies that have received Small Business Innovation Research contracts from the federal government and identifies promising SBIR technologies that have not yet been developed for a commercial market.

The program supports small businesses in assessing the commercial viability of their technology, creating actionable commercialization plans, and seeking investment capital. It is without cost to selected participants.

The SBIR TAP program addresses technologies of interest both to AFRL and to the commercial market segments including the following:

- Advanced Manufacturing
- Big Data: data warehousing, management, analytics
- Cyber Security
- Energy: storage and generation
- Environmental Monitoring
- Health Care
- Human Performance Enhancement: sense, assess, augment
- Internet of Things
- Personalized Learning
- Precision agriculture
- Automated transportation

**Here is how the program works;** each interested small business is asked to participate in a 30-minute introductory interview during which the program details and a brief overview of the SBIR technology is discussed. Further discussions may occur following the interview. The final selection of participants is made by a panel from the Air Force SBIR Office based on the following criteria:

- Alignment of Small Business Research with Air Force SBIR TAP technology commercialization focus areas
- Assessment of the commercialization potential of the SBIR technology
- Small Business willingness and ability to attend and actively engage in all 6 work sessions

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**The Air Force SBIR TAP program** provides 25-30 SBIR recipients with a customized support program, designed to accelerate the commercialization of SBIR technologies into new market spaces. Participants use visual tools and models structured around nine questions to identify the business value inside a science or technology innovation.

The goal is assisting SBIR companies in moving their technology from a research phase to marketable solutions for business or consumer demand and to help them grow. Participants attend 16 hours of training over the course of four weeks.

The program consists of engaging, fast-paced and highly-relevant work sessions, facilitated by certified instructors. Companies receive training based on the Wendy Kennedy “So what? Who cares? Why you?” approach to commercial success. Each program is developed around the unique small business teams and their technologies – no “cookie cutter” approaches are used. Participants develop actionable and specific commercialization plans, aligned with the existing support services and organizations so that commercialization assistance continues after the Air Force SBIR Program formally ends.

In summary, the Air Force SBIR TAP supports small businesses in assessing the commercial viability of their technology, creating actionable commercialization plans, and seeking investment capital. The program is without cost to the selected participants. To ensure that any interested SBIR companies have access, the program will be delivered in targeted geographic locations.

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