



Better Buying Power and the Defense Innovation Marketplace

Aeronautical Enterprise Dialogue with Industry
April 16, 2014



DoD at Strategic Crossroads



Chuck Hagel
Budget Rollout Brief
24 Feb 2014

“The development and proliferation of more advanced military technologies by other nations means that we are entering an era where American dominance on the seas, in the skies, and in space can no longer be taken for granted”

The strategic question is – will the force of tomorrow be:

- Larger with diminished capability or,
- Smaller with more technologically advanced capabilities



Defense R&E Strategy



“Protect and prioritize key investments in technology and new capabilities, as well as our capacity to grow, adapt and mobilize as needed.”

-SECDEF, January 2012 Strategic Guidance

R&E Strategic Plan

1. **Mitigate** new and emerging threat capabilities

- Cyber
- Counter Space
- Electronic Warfare
- Counter-WMD

2. **Affordably** enable new or extended capabilities in existing military systems

- Systems Engineering
- Prototyping
- Interoperability
- Modeling and Simulation
- Developmental Test & Evaluation
- Power & Energy

3. Develop **technology surprise** through science and engineering

- Autonomy
- Human Systems
- Quantum
- Data-to-Decisions
- Hypersonic

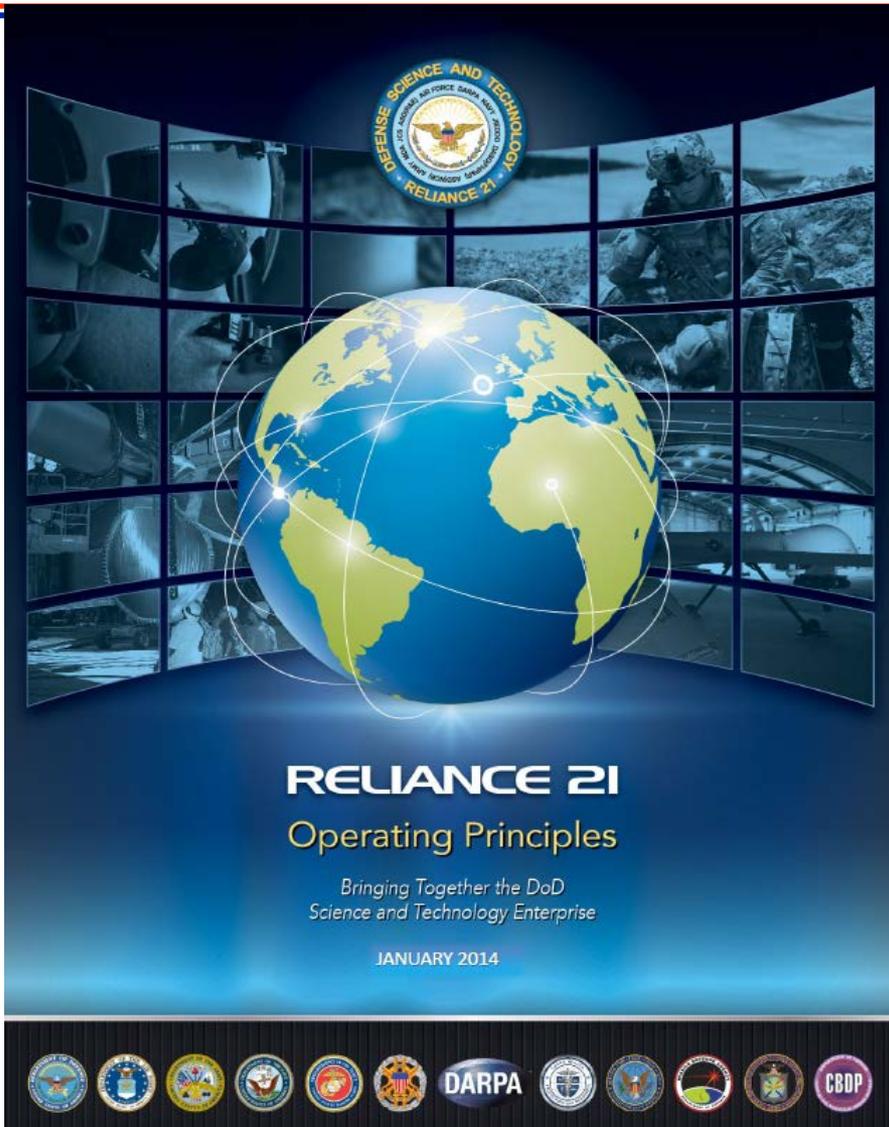
DoD Research and Engineering Enterprise



April 2014



Reliance 21: Integrated S&T Enterprise



17 Communities of Interest (COIs)

- Advanced Electronics
- Air Platforms
- Autonomy
- Biomedical (ASBREM)
- CounterIED
- CounterWMD
- Cyber Security
- Electronic Warfare/ Electronic Protection
- Energy & Power Technologies
- Engineered Resilient Systems
- Ground & Sea Platforms
- Human Systems
- Command, Control, Comms, Computers, and Intelligence (C4I)
- Materials & Manufacturing Processes
- Sensors & Processing
- Space
- Weapons Technologies



Better Buying Power: Do More Without More

**Defense Innovation Marketplace &
Independent Research and Development (IR&D)**

2010-Present



Independent Research and Development (IR&D)



IR&D Goals:

1. Encourage greater contributions to technology related to future defense systems
2. Hedging against uncertainties, inflexibilities, and short time horizons of defense planning and systems development
3. Promoting the movement of new ideas and technologies into enhanced defense capabilities

Rand 1986

- **Definition of IR&D:** An R&D effort that is neither sponsored by a grant, nor required in performing a contract, and falls under any of the following 4 areas: Applied research, basic research, development, systems & other concept formulation studies (Source: FAR31.205-18)

By law, IR&D is not “federally funded,” therefore technical data rights remain with the company



Independent Research and Development (IR&D)



- **Better Buying Power Initiative** drove the 2012 DFARS Rule Change requiring ‘major defense contractors’ submit IR&D project summaries to a secure, restricted-access database (via www.DefenseInnovationMarketplace.mil)
 - **Major Defense Contractors** are those that received reimbursement totaling more than \$11M in IR&D and Bid & Proposal costs in the contractors preceding Fiscal Year.
 - Database information is accessible to and searchable **only** by authorized DoD government civilians and military with S&T/R&D and acquisition responsibilities.
- **Project submissions** contain a short description, a contractor point of contact, Defense Technology Area, expected Technology Readiness Level and approximate expenditure in that year.
- **Contractors that do not meet the DFARS requirement are also** submitting project summaries



Better Buying Power

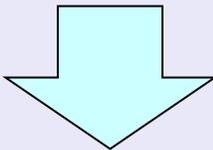
Improve alignment and transition success of IR&D investment

PROGRAMS

Leverage IR&D into specific programs

**Industry, S&T/R&D and ACQ PMs
Communities of Interest**

Technology Insertion



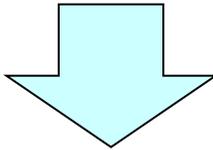
Create options for the future & tech maturity for program insertion

COMPONENTS

Assessment of Component S&T and Industry IR&D to support capabilities for core missions

**Industry Division Leaders
Component S&T/R&D Execs
Communities of Interest
Acquisition Professionals**

Strategic Planning



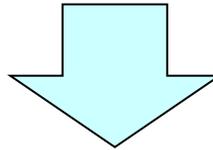
Inform S&T/R&D & ACQ investment portfolios

OSD

*Reinvigorating IR&D
Protect and expand the Defense Industrial Base*

**CEOs
Industry Associations
USD(AT&L)
ASD(R&E)
DASD(M&IBP)
DASD(Research)**

Setting Policy



Improve warfighter technical capabilities

IR&D INITIATIVE – leverage actionable data to support research and development planning



Joint Service/Industry Human Systems IR&D Technical Interchange (June 2013)



Online Virtual Interchange



DefenseInnovationMarketplace.mil

Selection of Projects

Response:

- 44 Companies submitted 206 Projects online

Selection:

- 19 companies selected to brief 43 projects

Results/Value

- Good "discovery" mix
- Targeted discussions with industry leaders vs. long briefings
- Multiple CRADAS underway
- Proposals in discussion





Defense Innovation Marketplace

Communicating Investment Priorities and

(<http://www.DefenseInnovationMarketplace.mil>)



The Marketplace: Resources for Industry



Connecting Industry and DoD



And Other DoD Agencies

HOME RESOURCES FAQs NEWS & EVENTS ABOUT CONTACT US Search

CONNECTING INDUSTRY & DoD

The Defense Innovation Marketplace is a centralized market research resource:

For Industry, to learn about Department of Defense (DoD) S&T/R&D investment priorities, capability needs and technology interchanges.

For Government, to access search tools to assess and then leverage industry IR&D projects for current and future programs.

Featured Document

U.S.M.C. Expeditionary Forces 21
This document provides guidance for how the Marine Corps will be postured, organized, trained, and equipped to fulfill assigned public law and national policy responsibilities.

INNOVATION OPPORTUNITIES

- Resources for Industry**
DoD Info for Business & Program Planning
- Submit IR&D Data**
Share projects with DoD Customers
- Resources for DoD**
DoD employee access of IR&D Search tool

NEW IN THE MARKETPLACE ←

<p>Strategic Documents</p> <ul style="list-style-type: none"> DoD's FY15 S&T Testimony **NEUV** Chairman's 2nd Term Strategic Direction **NEUV** Expeditionary Forces Capstone Concept **NEUV** Reliance 21 Operating Principles Precision Strike Annual Review Presentation Army FY15 Budget Overview Army FY15 Budget Materials 2015 Defense Budget Priorities 	<p>Doing Business with DoD</p> <ul style="list-style-type: none"> DARPA Tactical Boost Glide BAA **NEUV** Unmanned Carrier Launched Airborne Surveillance and Strike System **NEUV** DARPA Cyberspace Operations R&D **NEUV** 2014.A STTR Solicitation Combatting Terrorism Technical Support/TSVWG Support <p>More...</p>	<p>News & Events</p> <ul style="list-style-type: none"> DAU March Newsletter Top Downloads February Army Technology Magazine Defense AT&L Magazine Army Tactical Network Industry Seminar Supply Chain Hardware Integrity for Electronics Defense Proposers Day DoD FY15 Budget Outline <p>More...</p>
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FEEDBACK

Search Trends

What did you Miss?
Top Marketplace pages and downloads.

TECHNOLOGY INTERCHANGES

Aeronautical
Dialogue with Industry and IR&D Interchange



The Marketplace

Resource Page by Service: Air Force

DEFENSE INNOVATION MARKETPLACE



And Other DoD Agencies

- HOME
- RESOURCES
- FAQs
- NEWS & EVENTS
- ABOUT
- CONTACT US



Home > Industry Resources > Air Force >

Air Force – Fly, Fight and Win in Air, Space and Cyberspace

Events

- March 14-15 2014 Armament Industry Days ****NEW****
- April 14-17 Aero Enterprise Dialogue with Industry

Open Solicitations

- Federal Business Opportunities
- Air Force Technology Opportunities

RFIs/RFPs

- Motor Aging and Surveillance Technology Development and Demonstration BAA ****NEW****
(Closes 2/21/2014)
- Alternate Power Sources RFI ****NEW****
(Closes 2/21/2014)
- Overhead Persistent Infrared R&D - Mission Data Processor Ground System RFI ****NEW****
(Closes 2/17/2014)
- Air Force Antenna and Electromagnetic Technology Presolicitation

Small Business Information

- Air Force Small Business Innovation Research & Small Business Technology Transfer (SBIR & STTR)
- AFRL Small Business
- Technology Transfer

Strategic Documents

- Air Force ISR 2023
- Global Horizons - S&T Vision
- Simulators Division Adv. Planning Briefing
- AF Capability Requirements Driving S&T
- Leveraging the New Virtual Marketplace
- U.S. Air Force Energy Strategic Plan
- Presentations from AF Basic Science Review
- 2012-2013 Air Force Space Strategy
- USAF Energy Horizons
- Annual Aviation Inventory and Funding Plan FY2013-2042
- Air Force S&T Strategy 2010

Future Projects

Air Force Development Planning

Industry Interchanges

- Aeronautical Enterprise IR&D Interchange **** NEW ****
- Nuclear Weapons Enterprise Interchange
Closes February 7th
- Human Systems Technology Interchange
2013 Complete - 2014 TBD
- Air Force(AF)/Industry Space IR&D Interchange 2013 Complete

Air Force Research Laboratory

Industry uses these pages to discover what R&D efforts Air Force needs, key events, technology interchanges...

...and how the Air Force wants it....

Feedback is welcome

comments@defenseinnovationmarketplace.mil

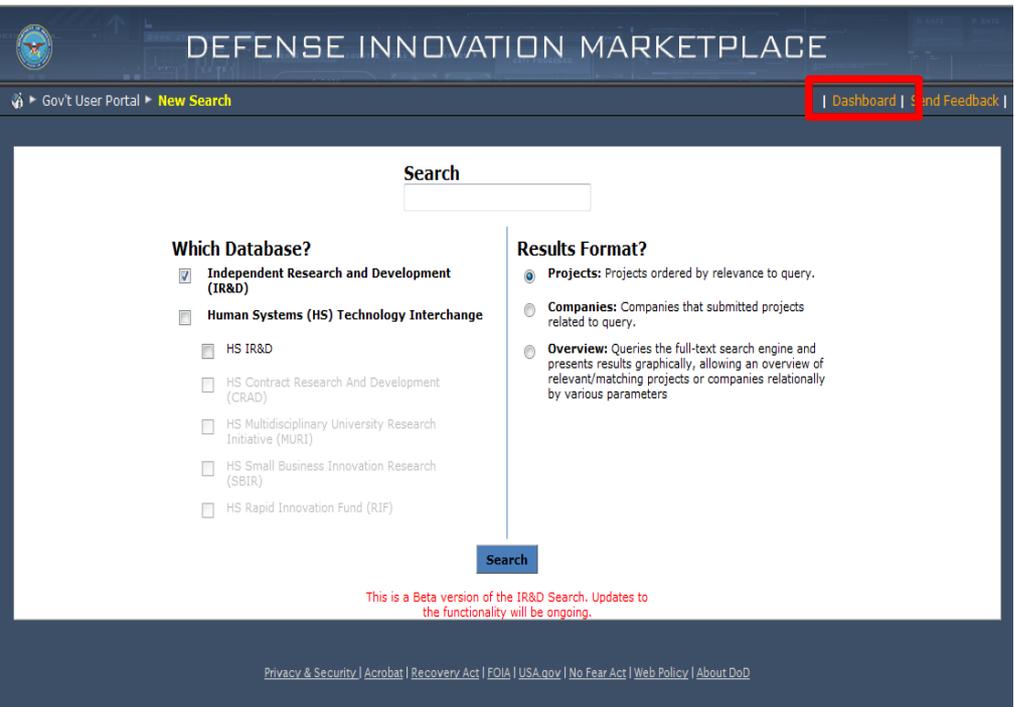


Secure Market Research Resource for DoD Personnel



The Marketplace: Secure Search Of Industry IR&D

Search Feature: Secure Access to Industry IR&D Projects for DoD Leadership, S&T and Acquisition Personnel



Government Only Access

Marketplace: Resources for DoD

- Secure portal with 11,000+ IR&D Project Summaries submitted by industry
- Access for DoD S&T/R&D and Acquisition Professionals
- DoD Searchers encouraged to contact the Industry POC listed on project summaries of interest

To date, more nearly 90 companies have submitted projects and the *majority of the companies were not required to submit*



Defense Innovation Marketplace: Dashboard of IR&D Projects



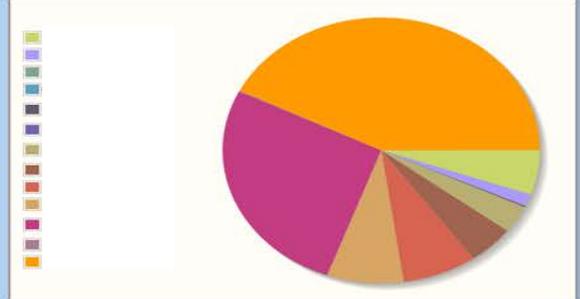
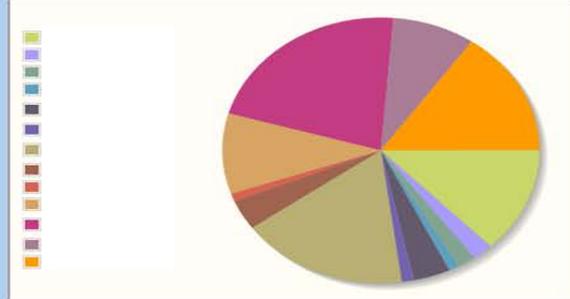
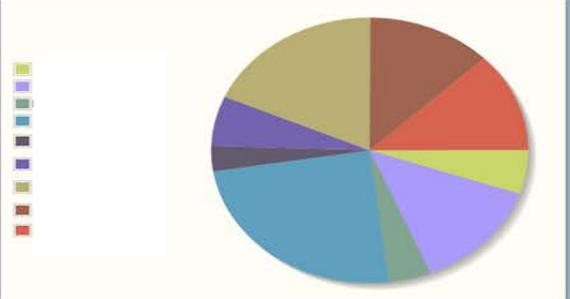
COMPANY PROPRIETARY DATA: Warning - This Data May be Subject to Export Control

Source: IR&D Database

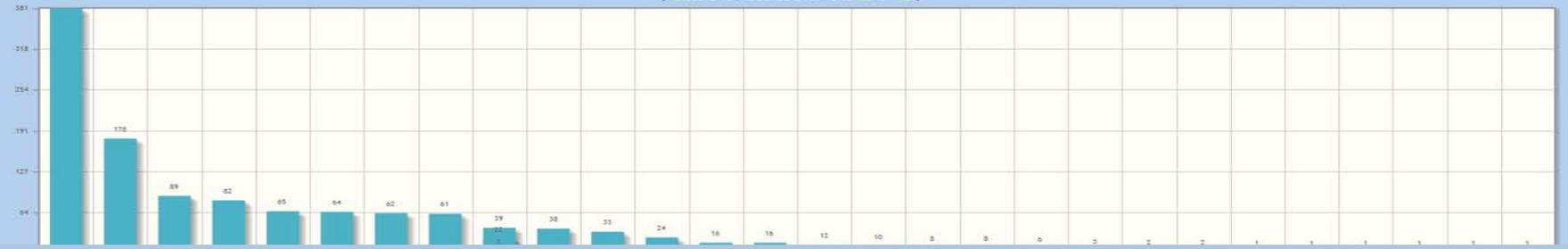
FY12 Projects: 1229, Total Approximate Industry Expenditures: \$71,273,143,978

FY13 Projects: , Total Approximate Industry Expenditures:

Projects by Technology Readiness Level (Mouse over chart slices for additional info) | Projects by Defense Technology Area (Mouse over chart slices for additional info) | Approximate Industry Expenditures by Defense Technology Area (Mouse over chart slices for additional info)



Percent of All Projects by Company
Companies per page: 30 | Page: 1 of 1
(Mouse over chart bars for additional info)





SEARCH RESULTS: Projects View



DEFENSE INNOVATION MARKETPLACE

Gov't User Portal > New Search > Results | Dashboard | Collaborate | Send Feedback

Your Query: **Projects** Companies Overview

Projects: 1162 of 1224 Companies: 23 of 24 Total Funding: \$86.61B of \$86.66B

COMPANY PROPRIETARY DATA: Warning - This Data May be Subject to Export Control
 Your search returned too many results. Please refine your search to improve accuracy of results.
 Shown totals are calculated from the most relevant results and might be inaccurate.

Export All Summaries Sort By Relevancy Title Company Date Database TRL Total Funding Status

Filter: Showing 1 to 10 of 1,162 entries Results Per Page 10

Item	Company	Date	IR&D	TRL	Total Funding	Status
1 test only please ignore test only please ignore IRAD test test test P 12001647 1653 62657 : 8802 ...	COMPANY A	Apr 22, 2013	IR&D	TRL 1	\$10M	Completed
2 ActiveContent ActiveContent IRAD TEST TEST TEST P 12001645 1651 27410 27410 DIV ...	COMPANY B	Apr 11, 2013	IR&D	TRL 6	\$177K	New Start
3 K2013032901 K2013032901 IRAD KORETEST KORETEST - NO FILE UPLOADED KORETEST P 12001640 1646 06892	COMPANY C	Mar 29, 2013	IR&D	TRL 1	\$1K	New Start
4 K2013032901 K2013032901 IRAD KORETEST KORETEST - NO FILE UPLOADED KORETEST P 12001639 1645 06892	COMPANY C	Mar 29, 2013	IR&D	TRL 1	\$1K	New Start
5 K2013032901 K2013032901 IRAD KORETEST KORETEST - NO FILE UPLOADED KORETEST P 12001638 1644 06892	COMPANY C	Mar 29, 2013	IR&D	TRL 1	\$1K	New Start
6 K2013032901 K2013032901 IRAD KORETEST KORETEST - NO FILE UPLOADED KORETEST P 12001637 1643 0689	COMPANY C	Mar 29, 2013	IR&D	TRL 1	\$1K	New Start

Total Funding (\$K) From \$0K To \$3423101K

TRL

Keywords



SEARCH RESULTS: Single Project



Your Query
12001598

Refine your search

Database
 IR&D

Year All

Defense Technology Area

DTA Subarea

DTA Subarea Keywords
[System Interfaces and Cognitive](#)
[Human, Social, and Cultural Scien](#)
[Personnel, Training, and Leader D](#)
[Protection, Sustainment, and Phys](#)

Technology Gap
[Interface Technology](#)
[Training Technology](#)

Total Funding (\$K)
From To
\$0K \$500K

TRL
1 2 3 4 5 6 7 8 9

Keywords
 gadgets (1)

Projects | **Companies** | **Overview**

Projects: 1 of 1204 **Companies:** 1 of 22 **Total Funding:** \$500K of \$86.65B

[Back to Projects](#)

HYGIE-TECH USA PROPRIETARY DATA
Warning - This Report May be Subject to Export Control

TITLE: This is a fake record **Type:** IR&D **YEAR:** 2012

Summary
Chinese manufacturer Huawei's flagship Ascend P2 smartphone can be operated by users wearing gloves. It's just one of the innovations on display at year's Mobile World Congress -- a showcase of gadgets and gizmos that will allow us to wave goodbye to dying batteries, water damage and a whole range of perilous situations that dare to threaten the lives of our beloved mobile phones.

IR&D Record Number: 12001598	Tech Readiness Level: 4 - Laboratory Validation
Project Number: 135-246	Primary Defense Tech Area/Sub-Area: Information Systems Technology/Information Security
Status Of Effort: New Start	
Anticipated Expenditures: \$500K	

Attachments
[DTA.docx](#) - 21.21 KB

Contact information is provided – you can make a connection...

Technical Point(s) of Contact
Taitum Asher, tasher@gmail.com, 234-123-3456

Target DoD Agencies
DA - Army
DAF - Air Force
MDA - Missile Defense Agency
USMC - United States Marine Corps

Performing Organization Cage Code: 6EN03 HYGIE-TECH USA 125 WOLF RD ALBANY, NY 12205	Parent Organization Cage Code: 6EN03 HYGIE-TECH USA 125 WOLF RD ALBANY, NY 12205
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Keywords
gadgets, gizmos, smartphone, water damage, mobile phones

Project Description:
The best way to inform government users of the technical specifics of your project is to explain the objective and technical approach. This should not be a detailed technical report but an abstract. Two options are provided to accommodate different document formats. You may enter technical data directly in the Project Description section or by uploading files in the Project Document(s) section. You are required to enter information in at least one of these sections. The best way to inform government users of the technical specifics of your project is to explain the objective and technical approach. This should not be a detailed technical report but an abstract. Two options are provided to accommodate different document formats. You may enter technical data directly in the Project Description section or by uploading files in the Project Document(s) section. You are required to enter information in at least one of these sections.

HYGIE-TECH USA PROPRIETARY DATA
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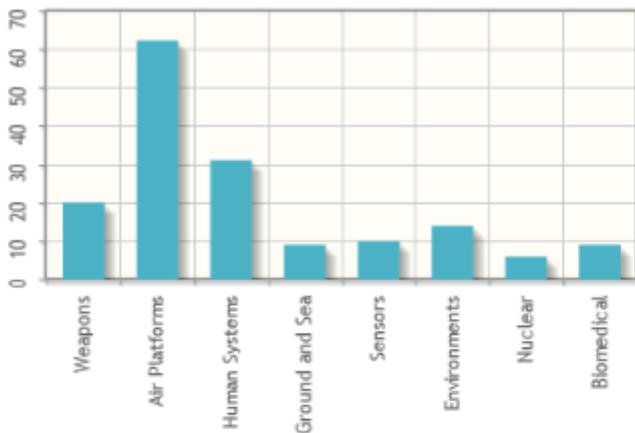


Industry Feedback: What is DoD Interested in?

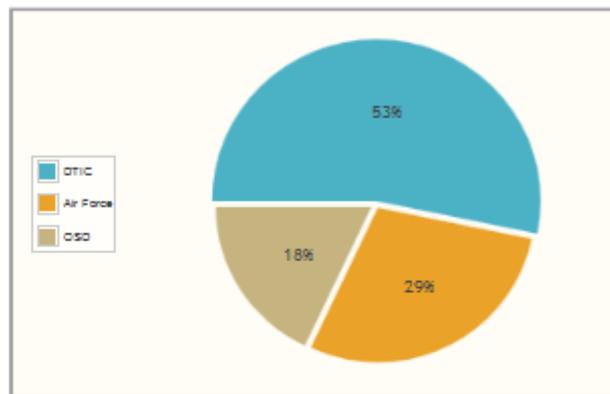
Search Trends - DoD Users [BETA]

Statistics generated by DoD User searches of the industry IR&D projects database during March 2014

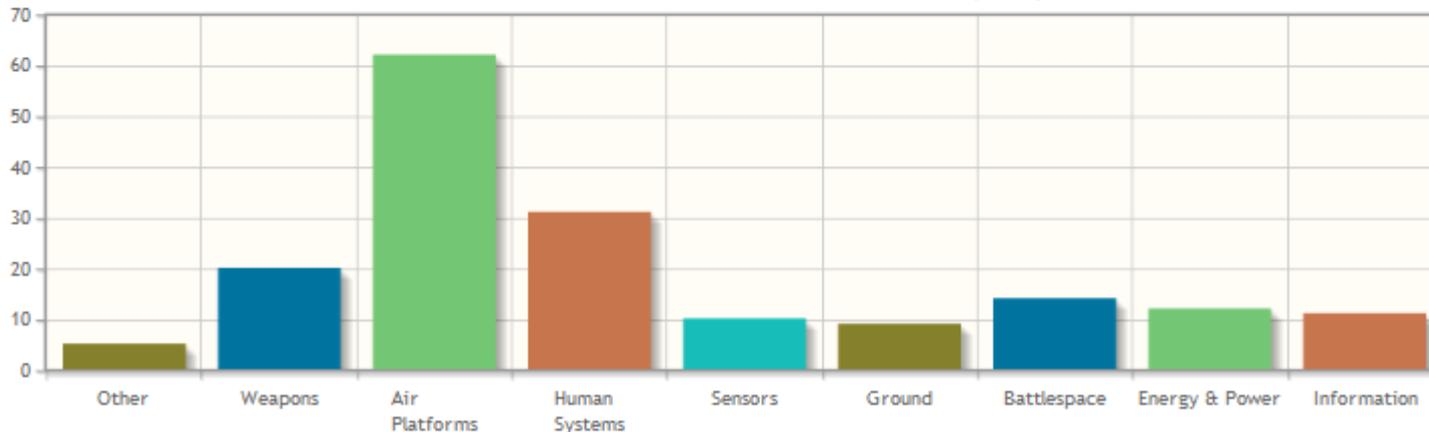
What's Trending



Who's Searching



Searches By Defense Technology Areas (DTA)





Feedback is Important



- How can the Marketplace continue to be a resource to you?
- How can we expand the Department's efforts?
- What other information can we provide?

What is important to you?
Let us know



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Defense Innovation Marketplace

www.DefenseInnovationMarketplace.mil

Twitter: @DoDIInnovation