

The Marquardt Company



Joseph Hepp Engineering



SBIR Policy Directive

To strengthen the role of innovative small business concerns (SBC) in federally funded research or research and development (R/R&D).

Specific program purposes are to:

- 1) stimulate technological innovation**
- 2) use small business to meet Federal R/R&D needs**
- 3) foster and encourage participation by socially and economically disadvantaged SBCs, and by SBCs that are 51% owned and controlled by women, in technological innovation; and
- 4) increase private sector commercialization of innovations derived from Federal R/R&D, thereby increasing competition, productivity and economic growth.

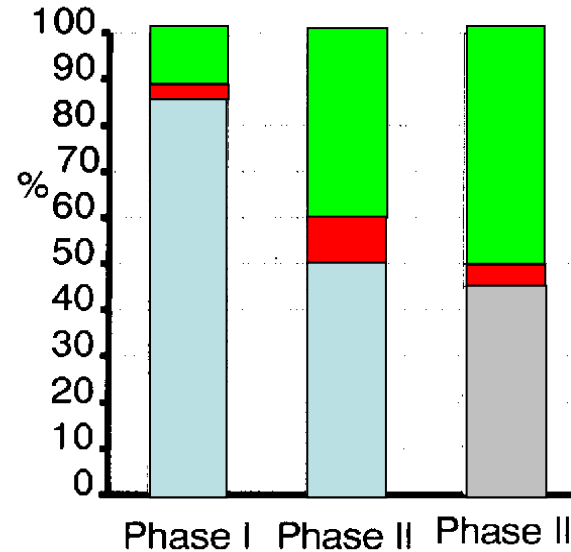


SBIR Success Rate

Success rate	NAS report	Experience*
Phase I	15%	10-12%
Phase II	50%	40%
Phase III	50-55%	use 50%
Combined?	3.75-4%	2.4%

*NASA data for ~ 1995:

360 Phase I contracts awarded
3500 Phase I proposals submitted



	Commercial Potential	Topic	Proposals	Phase I Contract	Phase II Contract	% Success	Phase III
1	Good	Software	7	1		14%	
2	Good	Heat Exch	9			0%	
3	Zero	Cooled Panel	9	2		22%	
4	Excellent	Vapor Engine	22	1	1	9%	in process
		Miscellaneous	5				
		Total:	52		5	10%	

