

NAVAIR Technology Commercialization Initiative (NTCI)

NTCI Process

The NAVAIR Technology Commercialization Initiative (NTCI) is a technology insertion initiative intended to find, develop and/or demonstrate cutting-edge technology that meets the needs of NAVAIR programs. NTCI includes a pre-commercialization fund that can provide seed funding for development / demonstration programs that allow a company with disruptive technology to meet development/demonstration milestones that can provide information on both technology and team that will help NAVAIR make a decision whether to continue development of the technology or enter into a procurement agreement.

NTCI supports outreach initiatives to help companies become aware of the NAVAIR technology needs and identify technology insertion opportunities. Once an NTCI prospect has been identified, the process described in this document will be followed.

Companies that propose disruptive technology solutions that do not find sufficient need or pull from the NAVAIR community, but may be of interest to different services across the Department of Defense and other activities will, at the discretion of the IPT, receive guidance on points of entry to other appropriate funding programs managed by TEDCO and/or TPP.

Overview

The entire process will entail 5 steps:

1. Initial meeting between prospect and NAVAIR technology managers
2. Funding proposal based on milestones identified during initial meeting
3. Review of the funding proposal to evaluate funding
4. Award of funding to approved proposals
5. Just-in-time progress review for continuation funding

Initial Meeting

Prospects may come from a variety of sources: outreach events, SBIR awards, unsolicited proposals, etc. Once a prospect has been identified, the dedicated NTCI program manager will work with Patuxent Partnership and NAVAIR staff to identify the office within NAVAIR which has responsibility for specification and acquisition of technology related to the prospect's capabilities. This will generally be done by asking the prospect to prepare a brief (1 – 2 pages) white paper describing the technology opportunity which will be used to gauge interest within NAVAIR. The objective of this phase is to identify a NAVAIR manager with the authority to provide funding to develop or acquire the proposed technology.

Once an appropriate NAVAIR manager has been identified, a meeting will be scheduled at which the prospect can make a presentation on the technology available, the potential applications to NAVAIR needs and development capabilities. The outcome of this meeting will be a decision whether the proposed technology is of interest to NAVAIR and whether, if a development / demonstration project is successful, there is a feasible path to obtain NAVAIR support for further development funding and/or procurement. If the decision is positive and a feasible continuation pathway exists, the meeting should identify key milestones that could show whether the technology can address NAVAIR's needs.

Funding Proposal

Upon receiving a positive decision from the initial meeting, a prospect will be invited by the NTCI program manager to develop a proposal to demonstrate the ability of the technology and the company to achieve the milestones identified. The proposal should conform to NTCI proposal guidelines published separately and identify the specific NAVAIR need to which the technology is targeted, specific milestones to be achieved and funding required, the development and testing

plan to assess milestones progress and an overview of further development required to make the product usable to NAVAIR. Proposals will be submitted electronically to wchao@marylandtedco.org. Initial awards of up to \$75,000 may be made for an NTCI project.

Proposal Review

Proposals to NTCI will be reviewed by an Integrated Planning Team with representatives of TEDCO, the Patuxent Partnership and NAVAIR to make recommendations for funding based on the degree to which the proposed technology provides a substantial improvement over existing solutions to the targeted problem and the viability of the proposed technical development / testing, further development needs and continuation funding strategy. The IPT will make recommendations to the NTCI Board who will have final approval authority for funding NTCI projects.

Proposal Award

Those NTCI applicants approved for funding will enter into a contract with TEDCO using a standard NTCI Agreement which provides for, among other things:

1. Funding amount
2. Authorized expenditures
3. Project start and end dates
4. Reporting requirements

Project funding will be paid no more frequently than monthly upon invoice by the awardee and will reimburse authorized expenditures incurred by the awardee during the invoice period. Invoices will be required to include progress reports.

Continuation Review

NTCI staff will review funded projects continuously for progress against milestones based on required monthly reports. Near the end of the proposed development period the IPT will conduct a formal milestone review. If the initial proposal contained plan for a second round NTCI funding, the IPT will consider whether the progress to date and continuing level of NAVAIR need justifies continuation funding beyond the funding awarded in the initial agreement. Continuation awards of up to \$75,000 may be recommended to the NTCI Board, which again has final approval authority.

Post-Project Activities

NTCI awardees will be required to submit progress updates annually for five years after completion of the project. The NTCI program staff will work with NAVAIR technology managers to find appropriate mechanisms of downstream funding where warranted and to evaluate the degree to which the technology meets projected NAVAIR needs, whether the technology is ultimately deployed to the Fleet and how it performs in the field. Additional funding from NAVAIR or other sources may be provided for continued development at the discretion of funding program managers.

