



DEPARTMENT OF THE ARMY  
US ARMY RESEARCH, DEVELOPMENT AND ENGINEERING COMMAND  
6000 6th STREET, SUITE 100  
FORT BELVOIR, VA 22060-5608

November 13, 2006

REPLY TO  
ATTENTION OF

Program Manager, Army Small Business Innovation Research (SBIR)

Dear Leaders in the Defense Industry:

The vision of the Army SBIR program is to be the Army's premier source of innovative technology solutions, providing direct access to America's high-tech small business research and development community, enabling our Soldiers deployed around the world. Critical to achieving this vision is the transition of SBIR technologies from research to operational capability. The time is right for me to take this opportunity to reach out to you, the leaders of our nation's defense industrial base, to ask for your assistance in achieving our vision.

In response to increasing emphasis to transition of SBIR technologies to the Warfighter, the Army is embarking on a journey to take the program in a new direction. For 2007, we have implemented the following initiatives:

First, we released our Army SBIR research objectives for the year in the form of preliminary topic concepts. Your input will help shape the topics into efforts that will have better potential for transition. You may review and comment on these concepts on our website at [www.armysbir.com](http://www.armysbir.com). Your comments will assist us in refining the final topics for a competitive solicitation.

Second, we established a new capability on our website where your firm can suggest a research topic for future solicitations. Topic suggestions may be submitted year round and are forwarded to relevant subject matter experts and potential topic authors. Topic authors are encouraged to collaborate with industry during the topic development process.

Third, we will be launching a new initiative called the "Commercialization Pilot Program (CPP)." The CPP is intended to accelerate the transition of SBIR technologies, products, and services to the acquisition process. The CPP will: 1) assess and identify SBIR projects and companies with high transition potential that meet high priority requirements; 2) provide market research and business plan development; 3) match SBIR companies to customers and facilitate collaboration; 4) prepare detailed technology transition plans and agreements; and 5) leverage the capital investment community.

Finally, I offer you our time to help maximize your return from participation in the Army SBIR program. We are available to assist in collaboration efforts, as well as supporting outreach efforts and internal activities to increase the visibility of the program and to expand the customer base for our small businesses research activities.

I look forward to your future participation as we take the Army SBIR Program in a new direction.

Sincerely,

A handwritten signature in cursive script that reads "Susan Nichols".

Susan Nichols  
Army SBIR Program Manager