

THIS IS SPARTN.

SPECIAL PROGRAM AWARDS FOR REQUIRED TECHNOLOGY NEEDS

POWERED BY ARMY SBIR & THE ARMY APPLICATIONS LABORATORY



A NEW ERA DEMANDS A NEW WAY OF DOING BUSINESS.

Finding a way to work with the U.S. Army can be tough for small businesses. That's not news for anyone who's ever tried, and it's not news to the people inside the Army trying to drive change.

But, like you, we're tired of talking about the problems and ready to get about the business of solving them.

So we've introduced a different kind of program to the Army — and to the small businesses that want to work with us — called **SPARTN**. If that name conjures up ancient warriors or obstacle courses, that's perfect. We're all about having the courage to push past our comfort zones and do things differently.

WHAT MAKES SPARTN DIFFERENT?

- Problems released through SPARTN are tied to the Army's critical needs and to other focused modernization efforts
- Faster contracting speed, with the goal of having companies on contract as soon as possible (vs. up to 180 days)
- Ability to connect with Army stakeholders and end users (Soldiers) for deeper insight into the problem
- Potential for millions in total value contract to build a concept or prototype related to a specific problem
- Acquisition teams included early with the goal of easing transition and building new tech into recurring budgets

THE THREE KEY PHASES IN THE SPARTN MODEL



- Companies work on problems across a range of tasks types, including engagements with end users and touchpoints with problem owners.
- Phase I culminates with a concept demonstration to Army stakeholders and problem owners.



- Following Phase I, companies are selected for a period of performance to further advance their technology.
- For certain projects, companies can access additional government funding with evidence of a one-for-one match by private investment.



- After Phase II, selected companies will have the opportunity to access higher-value contracts.
- Companies can further develop and test their technology, with the end goal of transitioning into an Army program of record.

Learn more about current problems we're solving through SPARTN and how you can get involved at aal.army/spartn.

THREE WAYS TO SOLVE ARMY PROBLEMS THROUGH SPARTN

SPARTN blends government and industry best practices to introduce a whole-of-Army approach to innovation. This novel approach was developed in partnership between AAL and the Army Small Business Innovation Research (SBIR) team. Made possible by tapping funding opportunities through the SBIR program, SPARTN targets crucial, challenging topics from across the Army through three different tracks.



COHORT

"SYSTEMS OF SYSTEMS"

We need ways to solve parts or all of complex, multi-faceted problems.



POINT CHALLENGE

"WE KNOW WHAT WE WANT"

We need a specific solution, tailored to meet a detailed problem statement.



AREA CHALLENGE

"UNKNOWN UNKNOWNNS"

We need solutions in a general area for problems that may not yet exist.

TIMEFRAME	1-3 years	1-2 years	1-2 years
PARTICIPANTS	Supports up to 15 businesses	Supports up to 5 businesses	Supports up to 8 businesses
FORMAT	Flexible, collaborative environment to solve a multi-faceted problem	Separately tasked to develop technology tailored to a specific problem statement	Separately tasked to develop technology to solve a wide-ranging problem
EXAMPLE PROBLEM STATEMENT	"How many different ways can we identify to make a cannon fire faster?"	"How can we create a specific radio to transmit and receive on the same frequency?"	"How can we generally create solutions to identify friend vs. foe on the battlefield?"
FUNDING DETAILS	Companies receive \$200K in Phase I and up to \$2.5M if selected for Phase II	Funding and periods of performance are determined based on the problem	Funding and periods of performance are determined based on the problem
SBIR PHASE DETAILS	Sequence of possible awards, with Phase I, Phase II, and potential for high-dollar Phase IIB awards (up to \$24M)	Can invest across different technology <i>development</i> stages; Phase I and Direct to Phase II awards are possible	Can invest across different technology <i>maturity</i> levels; both Phase I and Direct to Phase II awards are possible

ABOUT THE ARMY APPLICATIONS LABORATORY

We don't make things — we make things possible. The Army Applications Laboratory (AAL) is the Army's innovation unit and a partner for industry, the Army, and government organizations. We discover practices and processes to speed capability development and turn cutting-edge ideas into real, relevant solutions for Soldiers. Learn how we do it at aal.army.



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