

# THIS IS SPARTN.

## SPECIAL PROGRAM AWARDS FOR REQUIRED TECHNOLOGY NEEDS

POWERED BY ARMY ASA(ALT) SBIR & ARMY APPLICATIONS LABORATORY



### // A NEW ERA OF TECHNOLOGY 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 brand new 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.

#### Here's what makes SPARTN different:

1. Problems released through SPARTN are tied to the Army's critical needs and to other focused modernization efforts
2. Faster contracting speed, with the goal of having companies on contract within 30 days of close (vs. up to 180 days)
3. Option to join a problem-specific cohort for end-to-end access to Army decision makers and Soldiers (end users)
4. Potential for \$2.5 million total value follow-on contract to build a prototype related to the specific problem
5. Acquisition teams included early with the goal of easing transition & building new tech into recurring Army budgets
6. Potential for future high-value contracts via SBIR, other government funds, and private investment that you secure

#### THE 3 KEY PHASES IN THE SPARTN MODEL

1

- As many as 15 companies per SPARTN problem could receive a contract of up to \$200,000 in non-dilutive capital for a 4-month period of performance.
- Companies can join an 18-week AAL cohort for access to problem-specific programming, engagements with end users, and touchpoints with problem owners.
- The first phase culminates with a concept demonstration to Army problem owners.

2

- Following Phase 1, we may select as many as five companies per topic to receive up to \$1.5 million for a period of performance between 9-24 months during which they will further advance their technology.
- Companies can access an additional \$500,000 in government funding with evidence of a 1:1 match by private investment.

3

- After Phase 2, selected companies will have the opportunity to access higher-value contracts to 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](http://aal.army/spartn).

## BRINGING THE SPARTN PROGRAM TO LIFE

SPARTN blends government and industry best practices to introduce a new whole-of-Army, collaborative approach to innovation. This novel approach was developed in partnership with the Army ASA(ALT) Small Business Innovation Research (SBIR) program and is made possible by tapping funding opportunities through the SBIR program. The result is a way to solve Army problems faster and accelerate the process by which successful technology is purchased by the Army.

The initial SPARTN program features challenging and important problem statements from problem owners across the Army. These represent some of our biggest problems and the ones we want to work closely with commercial industry to solve.



## CO-HORT

*'kō,hōrt/*

*noun*

a group of people banded together or treated as a group

AAL is putting our Cohort Program to work for SPARTN. Companies selected to solve a SPARTN problem will be invited to join a focused cohort to gain deeper insight and more interaction with Army stakeholders and end users.

## ABOUT THE AAL COHORT PROGRAM

Cohorts are playing an increasing role in startup communities around the world. They offer a way for companies to improve their outcomes by tapping the learning and connections of an accelerator partner. In exchange, cohort members are *usually* asked to share a piece of their profit.

We decided to put a twist on that concept for the Army. Our Cohort Program is similar to an accelerator, similar to a hackathon, similar to traditional acquisitions, but none of those things by itself. It brings together a group of companies that don't usually work with the DoD and focuses them on solving a specific Army problem. They work side by side with Soldiers and with a community of Army experts and stakeholders on a shared learning journey. While joining a cohort isn't required to participate in the SPARTN program, it can provide a deeper level of insight to help refine your solution.

### A DIFFERENT KIND OF COHORT

- ✓ Not a conventional cohort or accelerator program
- ✓ 18-week hybrid program with virtual and in-person activities
- ✓ Each cohort focuses on solving a specific SPARTN problem
- ✓ Increased contact with key Army stakeholders and end users
- ✓ Visits to Army posts where you can see the problem firsthand
- ✓ Only open to companies with Phase 1 SPARTN contracts

This Cohort Program is the first of its kind for the U.S. Army and unlike any other program in the market. To learn more about the benefits of participating, visit [aal.army/cohortprogram](http://aal.army/cohortprogram).

## ABOUT THE ARMY APPLICATIONS LABORATORY

We're not a laboratory in the traditional sense of the word. Our mission is to accelerate the discovery, evaluation, and transition of dual-use technology and business practices to help the Army Futures Command (AFC) fundamentally reshape how the Army delivers capabilities in support of Multi-Domain Operations. The Army Applications Laboratory (AAL) is the leading edge of Army transformation from the industrial age to the information age, because we question *why* and deliver *what if*.



[WWW.AAL.ARMY](http://WWW.AAL.ARMY)