



National Aeronautics and Space Administration

Fiscal Year 2026-2027 Broad Agency Announcement (BAA) Reference Guide

Summary

This reference guide provides examples or additional information that is not in the NASA SBIR/STTR Program FY2026-2027 Broad Agency Announcement. The reference guide does not contain submission requirements but does contain information and examples that you may find helpful when preparing your proposal.

The following areas are covered:

- [Acronym list](#)
- [Subcontract and research institution level of effort calculation examples](#)
- [Suggested page limits for technical proposals](#)
- [Historical award data](#)

Acronym List

ATLAS	Automated Licensing System
BAA	Broad Agency Announcement
CAGE	Commercial and Government Entity
CAS	Commercial Air Service
CFR	Code of Federal Regulations
CMR	Commercialization Metrics Report
DCAA	Defense Contract Audit Agency
DD	Due Diligence
ESO	Entrepreneurial Support Organization
FAR	Federal Acquisition Regulation
FY	Fiscal Year
G&A	General and Administrative
IP	Intellectual Property
MPA	Mentor-Protégé Agreement
MPP	Mentor Protégé Program
NAICS	North American Industry Classification System
NDA	Non-disclosure Agreement
NPR	NASA Procedural Requirements
NSF	National Science Foundation

NSSC	NASA Shared Services Center
OSBP	Office of Small Business Program
PI	Principal Investigator
PIV	Personal Identify Verification
POP	Period of Performance
PMO	Program Management Office
ProSAMS	Proposal Submissions and Management System
PY	Program Year
RI	Research Institution
SAM	System for Award Management
SBA	Small Business Administration
SBC	Small Business Concern
SBIR	Small Business Innovation Research
STTR	Small Business Technology Transfer
SUA	Software Usage Agreement
TABA	Technical and Business Assistance
TAV	NASA Technology Available
UEI	Unique Entity Identifier
USC	United States Code
VCOC	Venture Capital Operating Company

Subcontract and Research Institution (RI) Level of Effort Calculation Examples

The following are subcontracting effort calculation examples referenced in Section 3.1.5.4 under Additional Budget Information.

Percentage of subcontracting effort = (Subcontractor cost + G&A) / (Total price – Profit)

SBIR Phase I Example:

Total price including profit	\$225,000
Profit	\$22,500
Total price less profit	\$225,000 - \$22,500 = \$202,500
Subcontractor cost	\$60,000
G&A (general & administrative)	7%
G&A on subcontractor cost	\$60,000 x 7% = \$4,200
Subcontractor cost plus G&A	\$60,000+ \$4,200 = \$64,200

Percentage of subcontracting effort \$64,200/\$202,500 = 31.7%

For an SBIR Phase I, this is acceptable because it is below the limit of 33 percent.

STTR Phase I Example:

Total price including profit	\$225,000
Profit	\$22,500
Minimum of 40% for SBC costs	\$90,000
Minimum of 30% for RI costs	\$67,500
Cap of 30% for Subcontractor costs	\$67,500 (maximum amount allowed)

Note – Offerors will need to determine if they plan to add general and administrative (G&A) expenses to subcontractor cost. If an offeror plans to add these costs, then these costs are applied towards the subcontractor cap of 30%.

In this example, it's assumed the subcontractor cost is \$29,500:

G&A	5%
G&A on subcontractor cost	$\$29,500 \times 5\% = \$1,475$
Subcontractor cost plus G&A	$\$29,500 + \$1,475 = \$30,975$

Percentage of subcontracting effort* $\$30,975/\$202,500 = 15.3\%$

*Subcontractor cost plus G&A/Total price less profit

For an STTR Phase I, this is acceptable because it is below the limit of 30 percent for subcontractors.

STTR Phase II Example:

Total price to include profit	\$1,275,000
Profit	\$127,500
Total price less profit	$\$1,275,000 - \$127,500 = \$1,147,500$

Subcontractor cost	\$400,000
G&A	5%
G&A on subcontractor cost	$\$400,000 \times 5\% = \$20,000$
Subcontractor cost plus G&A	$\$400,000 + \$20,000 = \$420,000$

Percentage of subcontracting effort* $\$420,000/\$1,147,500 = 36.6\%$

*Subcontractor cost plus G&A/total price less profit

For an STTR Phase II, where there is a subcontract with a company other than the research institution, this is unacceptable because it is above the 30 percent limit.

Suggested Page Limits for Technical Proposals

The table below contains suggested page limits for each part of the technical proposal for each type of funding opportunity contained in this BAA. These are guidelines and are not strict requirements, **except for the minimum page requirement stated for Commercialization and Business Plan for SBIR and STTR Phase II submissions**. You are still required to meet the total page-limit proposal requirements as described in the BAA.

Suggested Length by Part of Proposal						
Proposal Part	SBIR		SBIR Ignite		STTR	
	Phase I	Phase II	Phase I	Phase II	Phase I	Phase II
Identification and Significance of the Innovation <i>(For Phase II, only: Identification and Significance of the Innovation and Results of Phase I Proposal)</i>	3.5	15	3.5	15	3.5	15
Technical Objectives	1	2	1	2	1	2
Work Plan	3	10	3	10	3	10
Related R/R&D	1	1	1	1	1	1
Key Personnel and Bibliography of Directly Related Work	2.5	5	2.5	5	2.5	5
Commercialization and Business Plan	1	Min. 2, sug. 8	1	8	1	Min. 2, sug. 8
Facilities/Equipment	1	2	1	2	1	2
Subcontractors and Consultants	1	2	1	2	1	2
Related, Essentially Equivalent, and Duplicate Proposals and Awards	1	0.5	1	0.5	1	0.5

Historical Selection Data

The table below contains historical data for the last three years regarding proposals evaluated and selections made for the SBIR and STTR programs.

SBIR						
Year	Phase I			Phase II		
	# of Proposals Evaluated	# of Selection	% Selected	# of Proposals Evaluated	# of Selection	% Selected
2025	1458	263	18.0%	--	--	--
2024	1384	257	18.6%	238	115	48%
2023	1423	260	18.3%	248	117	47%

STTR						
Year	Phase I			Phase II		
	# of Proposals Evaluated	# of Selection	% Selected	# of Proposals Evaluated	# of Selection	% Selected
2025	217	51	23.5%	--	--	--
2024	208	51	24.5%	47	17	36.2%
2023	126	50	39.6%	46	21	46%