

Q&A Break 1

1. Just out of curiosity why is the STTR such a longer period of performance?
 - a. **Answer:** It was designed to align more easily with the academic calendar to allow faculty members to be able to support a graduate student for a full year.
2. How "small" is small? We know the upper limit on team size is 500; what is the lower limit? Do you fund 1-person company, at least in phase I?
 - a. **Answer:** There is no lower limit, but you would need to be able to convey to the reviewers that you are capable of performing the level of effort that you're proposing.
3. Will the NASA SBIR size designation be affected by the proposed rule by the SBA of low anchor/high anchor up to 3600 employees in some categories.
 - a. **Answer:** Our eligibility requirements are defined by the SBIR policy directive. [Policies | SBIR](#)
4. What are the rules surrounding the ability to and timing for talking to TPOCs on the topics once the Appendix is released?
 - a. **Answer:** When we release an appendix (or pre-release topics), NASA is then in a communications blackout for that opportunity, and you would no longer be able to talk to our technical points of contact about those topics.
5. What makes SBIR Ignite different from SBIR?
 - a. **Answer:** Ignite is a more commercialization-focused format for businesses farther along in their technology development. [SBIR Ignite](#)
6. If you submitted a phase II prior to funding lapse and never saw rejection, can it be assumed to it's dead at this point?
 - a. **Answer:** You can reach out to our Help Desk for more information: agency-sbir@mail.nasa.gov.
7. Does NASA utilize AI to review proposals? If so, to what extent?
 - a. **Answer:** Our BAA and appendices detail our review and evaluation processes for specific opportunities.
8. If you have some preliminary Phase I equivalent work, how does one go about finding/landing a Direct to Phase II, or does NASA not do D2P2?
 - a. **Answer:** SBIR/STTR does not offer D2P2 currently. When the program does offer a Direct to Phase II opportunity, we will share that information on our website and in emails, so make sure to [sign up for those](#).
9. If one of NASA program managers is interested in writing a topic, how can they reach the appropriate NASA SBIR/STTR point of contacts?
 - a. **Answer:** Internal NASA personnel can reach out to the [SBIR/STTR Center Liaison](#) at their center to engage in the solicitation development process.
10. For NASA SBIR Phase II Sequential Awards, do they need to fit within technical need areas of NASA or is it possible to apply for a sequential award following completion of any Phase II Awards?

- a. **Answer:** Typically, Phase II Sequential calls are tied to specific technical need areas. Check out [CCRPP](#) for a post-Phase II opportunity without specific technical need areas.
11. Is there a way to submit a Phase I SBIR project proposal that may be of interest to NASA but doesn't pertain to a specific announced topic?
- a. **Answer:** The NASA SBIR/STTR program does not currently offer open topics. We solicit proposals for current technology needs we are trying to fill. These are very specific asks, and if your proposal doesn't fit, it may be declined for being technically non-responsive.
12. Is the 2027 Appendix A for Phase I & II?
- a. **Answer:** Appendix 27A is anticipated to solicit Phase I proposals for the subtopics that are released. Any Phase II opportunities will be released in separate appendices.
13. When you offer a solicitation can you provide the questions that will be prompted online so we can be better prepared for immediate responses to the questions-forms that are to be submitted?
- a. **Answer:** We provide user guides and templates in the Firms Library of our website that walk you through the submission process for our submissions tool.
https://www.nasa.gov/sbir_sttr/firms_library/
https://www.nasa.gov/sbir_sttr/firms_library/#regandlogin
https://www.nasa.gov/sbir_sttr/firms_library/#firmforms
14. If we have already submitted white papers to NSPIRES, can we submit the same idea for the SBIR/STTR if it aligns with a concept that NASA is interested in?
- a. **Answer:** Part 9 of Section 3.1.5.5 of the [BAA document](#) details how to handle multiple similar proposal submissions to different solicitations.
15. The submission window seems quite short, especially for teams with university subaward partners, which often require internal routing 5–6 weeks before the proposal deadline. Is there a pre-release period?
- a. **Answer:** We occasionally offer a pre-release period. We will share that information on our website and in emails, so make sure to [sign up for those](#).
16. Can you share which areas will be included in the FY 2027 appendices, specifically if Earth science and observing, aligned with Earth Science to Action, will be included?
- a. **Answer:** No
17. Do you expect the frequency of solicitations and topic offerings to increase in 2027?
- a. **Answer:** Yes
18. When you say limitations on the number of proposals (in Chapter 3 of the appendix), is the limit on the total number of proposals for the entire appendix? Or is there a limit for the number of proposals to a particular topic or subtopic within the appendix?
- a. **Answer:** There is a limitation on proposal submission **per firm** per subtopic/appendix. These are outlined in each opportunity-specific appendix.
19. When will next SBIR topics be announced?

- a. **Answer:** We expect to release the next appendix from NASA this winter.
20. Are the current listings on Sam.gov?
- a. **Answer:** The BAA is currently available on [SAM.gov](https://sam.gov).
21. What is difference of the BAA now from the SBIR NRA before? Just The BAA will have more than one announcement in a year?
- a. **Answer:** The BAA is anticipated to have more than one appendix released each year and contains instructions for preparing SBIR, SBIR Ignite and STTR Phase I and II proposals.
22. Under the upcoming Phase I BAA, are SBIR funds permitted to be applied toward commercial Low Earth Orbit (LEO) flight integration and manifesting costs—such as flying a payload on an Axiom Space mission—or is Phase I funding strictly limited to ground-based R&D?
- a. **Answer:** If you have specific questions about interpreting our requirements in relation to your proposal, please contact the SBIR/STTR Help Desk: agency-sbir@mail.nasa.gov.
23. Under upcoming Phase I/II BAA appendixes, are SBIR commercialization funds eligible to cover flight integration and training costs for a small business's designated payload operator on a Private Astronaut Mission (PAM), or are funds restricted strictly to passive hardware?"
- a. **Answer:** If you have specific questions about interpreting our requirements in relation to your proposal, please contact the SBIR/STTR Help Desk: agency-sbir@mail.nasa.gov.
24. Are there industry days for upcoming topics? If not, why not? It's not clear when we are supposed to discuss with the technical CORs or SMEs.
- a. **Answer:** During pre-release of appendix subtopics or proposal submission periods, NASA is in a communications blackout for the subtopics that we release. You can communicate with subject matter experts prior to the release of our technical subtopics.
25. Will topics be released in winter appendix A?
- a. **Answer:** We anticipate releasing an appendix this winter.
26. Can small businesses from other countries participate?
- a. **Answer:** Per section 1.5.1, see specific guidance for small business eligibility, but generally the small business must be U.S. owned and operated. All work is expected to be performed in the U.S. with American-made products and equipment as stated in Section 1.5.4. If a rare and unique circumstance exists, you must provide a justification in a Foreign Vendor Form.
27. Are disclosures of foreign affiliations required if there are no foreign affiliations?
- a. **Answer:** Yes
28. For a small company that works mostly with contractors, how is the principal-investigator primary-employment rule applied in Phase I?

- a. **Answer:** Regulations and required documentation for subcontracting and participation are outlined in the BAA. Depending on the opportunity, there are specific requirements for subcontracting limits.
29. Do you have to have a UEI first?
- a. **Answer:** We require the UEI to submit a proposal.
30. How does one justify the need for a CAGE code, and which entities are issued a CAGE code? My request on SAM was refused, and I was told by NASA-JPL that I would need that in the future.
- a. **Answer:** We do not require submitting a CAGE code to submit a proposal.
31. Will these recording/slides be shared afterwards to registered participants?
- a. **Answer:** Yes, the webinar resources were shared via email following the event and are now available online:
- [“Dissecting the BAA” webinar recording](#)
 - [Presentation slides](#)
32. Will NASA still have NSPIRES for submissions?
- a. **Answer:** SBIR/STTR does not use NSPIRES, but many other research vehicles at NASA do.
33. Is there way to submit a project if there is not an associated release for that relates to the project?
- a. **Answer:** Since NASA's SBIR/STTR program is a federal procurement, we are soliciting current technology needs we are trying to fill. These are very specific asks and if your proposal doesn't fit, it may be declined for being technically non-responsive.
34. Are there restrictions for the use of an AI agent in generating a proposal?
- a. **Answer:** NASA does not currently have restrictions on the use of super intelligence for proposal preparation. Your proposal will be evaluated based on the guidance in the BAA and the corresponding appendix.
35. Do page lengths include the 'table of content', or not?
- a. **Answer:** Your technical proposal, including the table of contents, must adhere to the page limits for the given opportunity.
36. How competitive is this?
- a. **Answer:** Please review the [BAA Reference Guide](#) in our Firms Library for recent award rates.

Q&A Break 2

TABA Questions

1. Sharing more information on TABA and I-Corps would be helpful. Do you have a list of TABA vendors we can approach/work with?
- a. **Answer:**

- i. For more detailed information on TABA, please visit this webpage: [Technical and Business Assistance \(TABA\) Program](#)
 - ii. TABA vendor quote templates can be found in the [Firms Library](#).
 - iii. For more information on the I-Corps program, please visit: [SBIR/STTR I-Corps - NASA](#)
 - iv. We also have a great opportunity for you to connect with potential partners on the [NASA SBIR/STTR Partnering Platform](#)
 - v. While NASA does not maintain or endorse a federally approved list of TABA vendors, finding the right partner is straightforward. A simple online search for TABA vendors is a great starting point, or you can leverage existing relationships with vendors you already trust whose services align with approved TABA categories. If TABA is approved, your contract will require TABA deliverables that summarize the outcomes achieved.
2. Are we allowed to use the TABA funding for the cyber security requirements?
- a. **Answer:** Yes, cybersecurity and/or regulatory compliance is an approved TABA service. Please be sure to carefully follow the TABA vendor requirements and proposal submission guidelines in the BAA and our program website.
3. Is it all or nothing???? Do you have to apply for both the TABA and I-Corps or can you apply for one or the other?
- a. **Answer:** You do not have to apply to both. You can apply for either. Also, TABA participation in Phase I is not required for TABA participation in Phase II.

[I-Corps Questions](#)

1. In what ways would an awardee use the I-Corps funding? Is that for supporting customer discovery (e.g., going to a conference or traveling to an event) or is that to pay for hours spent by the PI or other team members to carry out business planning?
- a. **Answer:** The I-Corps funding can be used for travel, labor costs for the Entrepreneurial Lead, I-Corps program registration fee, and “Other Costs” such as Zoom Meetings subscriptions, LinkedIn Premium membership, inexpensive headsets, books, DropBox, virtual customer discovery tools such as Calendly and Zoom Meetings, and conference fees for attending virtual conferences – but not “booths” or other marketing expenses. Also, I-Corps funding can be used for Indirect Costs associated with the following four budget direct cost categories:
 - i. Entrepreneurial Lead compensation
 - ii. Travel for kickoff and close-out meetings
 - iii. Travel for customer interviews
 - iv. Other Costs.
2. Can a phase II qualify for I-Corps national?

- a. Answer: Only firms with 1) existing CCRPP contracts and/or 2) existing SBIR/STTR Phase II-E programs (which are Modifications to Phase II contracts) are eligible to participate in the NASA SBIR/STTR I-Corps Training Program.
- 3. Is there any I-Corps training available to internal employees for informational purposes?
 - a. **Answer:** No
- 4. For the I-Corps program, you mentioned that a three-person team is required. Can one or two of these members come from our STTR partner university?
 - a. **Answer:** At least one member must come from the small business. A member from the research institution may serve as the Technical Lead or Entrepreneurial Lead. All of the I-Corps team members must fulfill the time commitment.
- 5. Can you partner with retired professionals for your company through I-Corps?
 - a. **Answer:** The Technical Lead and Entrepreneurial Lead must be employees of the small business. Retired professionals and retired executives may serve as the Industry Mentor.