

December 14, 2012

SBIR Alerting Service

The SBIR Alerting Service is a free service that provides bi-weekly notification of SBIR and STTR solicitation announcements, news and information, and Internet resources relevant to the SBIR/STTR programs. This service is provided by the [Economic Development Office](#) of [Pacific Northwest National Laboratory](#) (PNNL).

Back issues of the SBIR Alert are available at www.pnnl.gov/edo/opportunities/sbir.stm. Subscription instructions appear at the end of this newsletter.

Note: The next issue of the SBIR Alert will be posted January 4, 2013. Happy Holidays!

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>> SBIR/STTR NEWS AND INFORMATION

DOT FY13.1 SBIR Solicitation Now Available

The Department of Transportation (DOT) FY13.1 SBIR Solicitation was issued on December 10, 2012, and will close on March 4, 2013.

The research topics for this solicitation are:

Federal Railroad Administration:

13.1-FR1 – Low Ground Clearance Vehicle Detection and Warning System. Maximum two awards in amounts of \$150,000 for Phase I, and \$1,000,000 for Phase II

Federal Transit Administration:

13.1-FT1 – Transit Safety. Maximum Two awards in amounts of \$150,000 for Phase I, and \$750,000 for Phase II

13.1-FT2 – Improved Decision Support Tools for State of Good Repair. Maximum one award in an amount of \$150,000 for Phase I, and \$750,000 for Phase II

The solicitation indicates that you may submit technical questions pertaining to the FY13.1 DOT SBIR solicitation research topics to the DOT SBIR Program Office Point of Contact, Linda Duck, at linda.duck@dot.gov. The DOT SBIR Program Office will submit all technical questions to the research topic authors for response. Answers will be posted in the Current Solicitation section of the DOT SBIR Program website: <http://www.volpe.dot.gov/sbir/current.html>.

DHS S&T SBIR FY13.1 Pre-Solicitation Released

The Department of Homeland Security recently distributed the following announcement:

The Department of Homeland Security (DHS) Office of Procurement Operations posted the FY13.1 Small Business Innovation Research (SBIR) pre-solicitation on December 4, 2012. The pre-solicitation includes five topic descriptions outlining the technical areas in which the DHS Science and Technology (S&T) Directorate's SBIR Program requests proposals under its FY13.1 solicitation.

The pre-solicitation is available on the Federal Business Opportunities web site at www.fbo.gov (Quick Search using HSHQDC-13-R-00009). The pre-solicitation is also posted on the DHS SBIR Program Portal at sbir2.st.dhs.gov.

As indicated in the pre-solicitation notice, the five topic areas are:

- H-SB013.1-001: Radio Frequency (RF) Sensing of Personnel in Wooded Areas
- H-SB013.1-002: Hybrid Analysis Mapping (HAM)
- H-SB013.1-003: Burn-Saver Device
- H-SB013.1-004: GPS Disruption Detection and Localization
- H-SB013.1-005: Quick Disconnect Cables for Utility Power Distribution Systems

Proposals will be accepted via the electronic proposal submission system from December 20, 2012 through January 23, 2013. Until that time, proposers have an opportunity to contact Technical Points of Contact by telephone or email to ask technical questions about specific technical topics contained in the Solicitation.

SBIR Resources on the Web Spotlight: Innovate Washington

Businesses in the state of Washington can now take advantage of the services of Innovate Washington, which has recently launched its Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Phase 0 grant programs. The program provides grant-writing support for qualified Washington-based small technology businesses interested in pursuing the federal research and development funding programs' Phase I application. One of the primary goals is to enlist first-time SBIR/STTR participants, those in rural and socially/economically disadvantaged areas, and minority and women-owned businesses, and to increase their chances of submitting a successful proposal.

For more information, visit www.innovatewashington.org/sbir-program-details, call 509 358-2006, or email iwfsbir@innovatewashington.org.

If you would like to submit a profile of an SBIR/STTR organization or program in your state for inclusion in the SBIR-Alert newsletter, contact Richard Fowler at richard.fowler@pnl.gov.

2013 Tibbetts and SBIR Hall of Fame Notice

The following notice was recently posted on the Department of Homeland Security SBIR website:

2013 Tibbetts and SBIR Hall of Fame Nominations Opening Soon

Tibbetts Awards: The prestigious Tibbetts Awards are back! Named for Roland Tibbetts, acknowledged as the father of the SBIR program, the Tibbetts Awards are presented to small businesses and individuals judged to exemplify the best in the SBIR and STTR programs. Anyone can nominate a company or individual for the Tibbetts Awards and self-nominations will be accepted. Nominations will open on December 17, 2012 and will close on January 31, 2013 at 11:59 PM EST See <http://sbir.gov/news/2013-tibbetts-and-sbir-hall-fame->

[nominations-opening-soon](#) for detailed information.

SBIR Hall of Fame: SBA announces the third annual SBIR Hall of Fame Awards. These awards will be made to firms with a long period of extraordinary success of research, innovation, and commercialization within the SBIR program. Anyone can nominate a company for the SBIR Hall of Fame Award, however self-nominations are not allowed. In addition, a company may not apply for both a Tibbetts Award and a Hall of Fame Award in the same year. Nominations open December 17, 2012 and close on January 31, 2013 at 11:59 PM EST. See <http://sbir.gov/news/2013-tibbetts-and-sbir-hall-fame-nominations-opening-soon> for detailed information.

SBIR Proposal Writing Tip: DOE Letter of Intent Deadline

The following proposal writing tip was provided by Gail & Jim Greenwood. Past SBIR proposal writing articles written by the Greenwoods are available on the Greenwood Consulting Group, Inc. (GCGI) web site at www.gjgreenwood.com.

SBIR Proposal Writing Basics: Letter of Intent Required ASAP if Submitting Phase 1 Proposal to DOE
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If you are submitting a Phase 1 SBIR/STTR proposal to the Department of Energy (DOE) for the February 5, 2013 deadline, you have to submit a Letter of Intent ASAP. How ASAP are we talking? This article is being published on December 14th, and your letter must be submitted by Monday, December 17th, 2012. If you do not submit the letter of intent (LOI) by that deadline, DOE will not accept your Phase 1 proposal.

Unfortunately, it's not as simple as scribbling down a few lines of text about what you are currently thinking, with the assumption that you can change/adjust/modify/alter your plans later. DOE wants a letter that stipulates your principal investigator, the title of the project, and which DOE topic and subtopic you are submitting under. But wait, there's more: they also want a 500 word description of the proposed project, which could be used to deny you the opportunity to submit your proposal. Reviewers will be looking for the "fit" between their DOE topic/subtopic intentions and the project description you offer. Therefore, before submitting your LOI, you need to carefully review the DOE topics/subtopics and their descriptions, and then write a summary of your project that hopefully convinces the reviewer that you are responsive to what they are requesting.

There's one other requirement surrounding this DOE LOI that you need to be aware of. The LOI must be submitted via DOE's [Portfolio Analysis and Management System](#), or PAMS. You can't submit the LOI via PAMS until you register both your company and the PI on that system. The good news is that it doesn't take too long to register (less than an hour), and you aren't required to have EINs, DUNs, SAMS, or any other account numbers. The bad news is that we found the PAMS system to be frustrating in that the pull down menus wouldn't stay pulled down long enough to click on a desired option for the next step in the process.

Directions for registering on and using PAMS to submit your LOI are found in the current (FY13.2) DOE [Funding Opportunity Announcement](#). Pages 3 and 4 lead you through the registration process (although we had to "ad lib" a bit because those instructions assume your company is already registered on PAMS, and you're just registering yourself as the PI—if you also need to register your company, it is easy to do so after you register yourself). The instructions also had us wondering if we had to be already registered on grants.gov, but that is not the case. Pages 22 and 23 then lead you through the process of submitting the LOI through PAMS.

Speaking of registering on grants.gov—you must do so before you can submit an SBIR/STTR proposal to DOE. That registration process can take up to 8 weeks to complete. Therefore, if you are submitting a proposal for the February 5th DOE deadline, you need to start the grants.gov registration process ASAP.

One last piece of advice: once you've submitted your LOI, and your application for grants.gov registration, you should talk with the DOE representative responsible for the topic/subtopic under which you plan to submit your proposal. In the past, DOE would not allow such conversations once they released their Funding Opportunity Announcement (i.e., solicitation), but this year they are permitting them right up to the proposal due date. This is

a great opportunity to learn more about the topic/subtopic, DOE's interests, and how you can align your proposal with those interests.

Gail and Jim Greenwood may be reached at the following address:

Greenwood Consulting Group, Inc.
1150 Junonia
Sanibel, FL 33957
(239) 395-9446 (voice & fax)
gail-jim@g-jgreenwood.com

>> CONFERENCES AND WORKSHOPS

National

2013 – *tbd.*

Regional

SBIR/STTR 101: Introduction and Overview -- Kalamazoo, MI, January 9, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development. It is designed to provide enough information for attendees to determine if they would like to seriously pursue a grant or contract proposal. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Tips on Electronic Submission to Department of Energy Webinar -- Online, January 16, 2013. Tips for successful a proposal and submission and how to avoid common mistakes will help ensure an on-time submission. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

The ABC's of SBIR/STTR Funding Webinar -- Online, January 17, 2013. Designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development and tools to help begin the process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Year End Boot Camp Webinar -- Online – January 15-17, 2013. This event, designed to help SBIR contractors, will include a Year End Webinar; Incurred Cost Proposal Seminar; and Year End Webinar for RatesPlus Users. Visit www.gov-con.com or call 303-800-9115 for more information.

DCAA Compliant Seminar -- Denver, CO – January 29-30, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks. Visit www.gov-con.com or call 303-800-9115 for more information.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, January 30, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development. It is designed to provide enough information for attendees to determine if they would like to seriously pursue a grant or contract proposal. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Prep – NIH Focus -- Plymouth, MI, February 5-6, 2013. This NIH-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. It provides detailed instruction on the ins and outs of preparing a proposal, including both technical and commercialization plans, and navigating the often complicated submission process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Grant Writing Workshop -- Chicago, IL, February 5-6, 2013. A 2-day intensive workshop covering all aspects of writing SBIR/STTR grants focused on life science technologies. For more information, visit

www.bbcetc.com/training/, or contact info@bbcetc.com.

An Overview of Federal SBIR/STTR Funding through DoD -- Lansing, MI, February 13, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development with emphasis on the unique features of the Dept. of Defense program. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

* *Other possible upcoming SBIR training opportunities include:*

SBIR/STTR workshops -- Santa Fe/Albuquerque, New Mexico area, Spring 2013 (tentative)

SBIR/STTR workshops -- Gainesville & Orlando, Florida, Spring 2013 (tentative)

* **Greenwood Consulting Group, Inc.** will provide training at these workshops. Any attendee of one of these workshops is entitled to a free critique of his or her draft SBIR or STTR proposal. If you have questions, contact Gail or Jim Greenwood at (239) 395-9446 (voice & fax) or gail-jim@g-jgreenwood.com, or visit their web site at www.g-jgreenwood.com.

If you are sponsoring or are aware of SBIR workshops in your area and would like to post an announcement feel free to contact us.

>> SOLICITATIONS CURRENTLY OPEN

SBIR

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
AIDS and AIDS-related proposals due January 7, 2013

grants.nih.gov/grants/funding/sbir.htm

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Release 2
Letter of Intent Due December 17, 2012; Applications Due February 5, 2013

science.energy.gov/sbir/funding-opportunities/

DOT FY13.1 SBIR Solicitation
Due March 4, 2013

www.volpe.dot.gov/sbir

STTR

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
AIDS and AIDS-related proposals due January 7, 2013

grants.nih.gov/grants/funding/sbir.htm

NSF FY-2013 Phase I STTR Solicitation
Due December 20, 2012

www.nsf.gov/eng/iip/sbir/

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Release 2
Letter of Intent Due December 17, 2012; Applications Due February 5, 2013

science.energy.gov/sbir/funding-opportunities/

DOC NIST FY-2013 Phase I SBIR Solicitation
Due February 25, 2013
www.nist.gov/tpo/sbir/

Coming Soon

DOC NOAA FY-2013 Phase I SBIR Solicitation
Expected December 4, 2012
www.oar.noaa.gov/orta/

DoD 2013.1 SBIR Solicitation
Expected December 17, 2012; Pre-release on the web now
acq.osd.mil/osbp/sbir/index.shtml

NSF FY-2013 Phase I STTR Solicitation (Release 2)
LOI due and Solicitation expected to open January 8, 2013 (on the web now)
www.nsf.gov/eng/iip/sbir/

DoD 2013.A STTR Solicitation
Pre-release expected January 25, 2013
acq.osd.mil/osbp/sbir/index.shtml

>> SBIR/STTR ADDITIONAL RESOURCES

For a listing of and links to participating federal agencies, state/regional SBIR and small business resources, consulting services and more, view the *SBIR/STTR Resources on the Web* file at www.pnnl.gov/edo/opportunities/sbir.stm.

>> SUBSCRIPTION INSTRUCTIONS

To SUBSCRIBE to the SBIR-Alert mailing list, send an email to lyris@lyris.pnl.gov with the following in the subject line or body of your message (your name is optional):

subscribe sbir-alert first_name last_name
example: subscribe sbir-alert joe smith

To UNSUBSCRIBE, send an email to lyris@lyris.pnl.gov with the words "unsubscribe sbir-alert" in the subject line of your message

If you have any comments, suggestions, or would like to submit items for the next issue please contact us:

Richard Fowler - richard.fowler@pnnl.gov - (509) 372-4332
Gary Spanner - gary.spanner@pnnl.gov - (509) 372-4296