

February 3, 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.

In this issue:

- [PHS 2011-2 Omnibus Solicitation for SBIR/STTR Grants Released](#)
- [DoD STTR Program 2012.A Presolicitation Notice](#)
- [US DOT SBIR Program News](#)
- [SBIR.gov News Items](#)
- [NIH SBIR and STTR Program Announcements](#)
- [Conferences and Workshops](#)
- [Open Solicitations](#)

>> SBIR/STTR NEWS AND INFORMATION

PHS 2011-2 Omnibus Solicitation for SBIR/STTR Grants Released

The following notice was posted on the SBIR/STTR News Flash Page of the Health and Human Services Small Business Research Funding Opportunities website (grants.nih.gov/grants/funding/sbir.htm) on January 31, 2011:

PHS 2012-2 Omnibus Solicitation for SBIR/STTR Grants Now Available

The PHS 2012-2 Omnibus Solicitation of the NIH, CDC, FDA, and ACF for SBIR/STTR Grant Applications and SF 424 (R&R) Application Guide for SBIR/STTR Grant Applications are now available. The solicitation consists of: (1) parent funding opportunity announcement (FOA) for SBIR, (2) a parent FOA for STTR, and (3) narrative descriptions of the programs and research topics (in PDF - 1 MB and MS Word - 1 MB formats). The due dates for CY 2012 are April 5, August 5, and December 5. AIDS and AIDS-related applications are due May 7, September 7, 2012, and January 7, 2013.

The Program Announcement for the Omnibus Solicitation is available at grants.nih.gov/grants/guide/pa-files/PA-12-088.html

DoD STTR Program 2012.A Presolicitation Notice

The Department of Defense (DoD) posted a presolicitation notice for their STTR 2012.A program on the Federal Business Opportunities (www.fedbizopps.gov) website on January 26, 2012. A portion of the SBIR notice appears below for your convenience. To view the entire announcement, visit www.fbo.gov/index?s=opportunity&mode=form&id=716a7bfe3ee71c7abc4f79516e284ca7&tab=core&_cvview=0.

Notice Type: Presolicitation Notice
Solicitation Number: DoDSTTR2012-A
Posted Date: January 26, 2012
Original Response Date: March 28, 2012

Synopsis:

Small high-technology firms and research institutions are encouraged to jointly submit proposals to DoD for high quality cooperative research and development to solve the defense-related scientific or engineering problems set forth in the solicitation, especially those concepts that also have high potential for commercialization in the private sector.

The 2012.A STTR Solicitation will open for receipt of proposals on February 28, 2012 and will close at 6:00 A.M. Eastern Time, March 28, 2012. Three DoD components will participate in the 2012.A STTR Solicitation - Department of the Army, Department of the Navy, Defense Advanced Research Projects Agency (DARPA), and Missile Defense Agency (MDA). The solicitation lists all the R&D topics under which DoD is seeking proposals, and also contains detailed information on the parameters of the STTR program and how to submit a proposal. Small firms and research institutions apply first for a phase I award not to exceed \$100,000 and 12 months, to test the scientific, technical, and commercial merit of a particular concept. If phase I proves successful, the firm may be invited to apply for a phase II award not to exceed \$750,000 for up to 24 months, to further develop the concept.

The complete solicitation may be accessed at (www.dodsbir.net/solicitation). Questions may be directed to the SBIR/STTR Help Desk at (866) 724-7457.

As is usually the case, you may talk directly with the Topic Authors to ask technical questions about the topics before DoD begins accepting proposals.

US DOT SBIR Program News

The Department of Transportation (DOT) recently announced on their SBIR Program News page (www.volpe.dot.gov/sbir/sbirnews.html) that the next SBIR FY12.2 DOT solicitation will be released on April 2, 2012. DOT also posted the following announcement regarding success stories:

Four new DOT SBIR Program success stories have been posted on the U.S. Small Business Administration's (SBA) website: www.sbir.gov/success-stories-by-agency/128.

The success stories feature SBIR projects funded by the Federal Highway Administration (FHWA), Federal Railroad Administration (FRA) and Pipeline and Hazardous Materials Safety Administration (PHMSA). Since its inception, the DOT SBIR Program has provided incentive funding to small businesses to translate their innovative ideas into commercial products that address key transportation problems. These innovations are the primary source of new technologies that can provide improve the safety and efficiency of the nation's transportation network. The SBIR Program has helped spawn successful commercial ventures that not only improve the transportation network, but also create jobs, increase productivity and economic growth and enhance our nation's global competitiveness. The DOT SBIR Program is administered by the Volpe National Transportation Systems Center (Volpe Center).

SBIR.gov News Items

The Small Business Administration posted slides from on the *SBIR Ed-Tech Funding Opportunities* web conference, that was conducted on February 1, 2012, on the News page of the SBIR.gov website. They also posted the following announcement that may be of interest to the SBIR community:

Department of Energy Small Business and Clean Energy Alliance Partners

The Clean Energy Alliance (CEA) and the Department of Energy (DOE) have formed the Department of Energy Small Business and Clean Energy Alliance Partnership, supported by an American Resource and Recovery Act grant of \$1.2 million. Recently expanded in scope the DOE-CEA Partnership through CEA's national network of leading clean energy business incubators offers small cleantech firms a complete range of mentoring and commercialization services to support the commercialization of clean energy technologies. The services include technical support, business planning, finance and banking, legal and accounting, marketing and communications, outreach, networking and access to capital.

Companies desiring to participate in the DOE/CEA Partnership can benefit from the expertise and capabilities of any CEA member. Careful consideration is given to the company's technology platform, technology readiness level, market readiness level, commercial status and needs, and geography. The cost of the support services provided by the CEA member incubator to the company is borne entirely by the DOE/CEA Partnership.

To date, on a completely voluntary basis, approximately twenty-five companies have been matched with fourteen CEA member incubators, and many have begun to receive significant benefits from these relationships. There is still budget and schedule headroom to increase the number of company participants before the program ends at the end of 2012.

After one year of the incubation/mentoring relationship, the results will be evaluated for evidence of the small business having made progress toward commercialization. A wrap-up conference in late 2012 will present the findings and offer qualifying companies the opportunity to make presentations to panels of interested investors.

For more information, contact Jim Groelinger, CEA's Executive Director, at info@cleanenergyalliance.com or Charles Russomanno, SBIR Portfolio Manager, U.S. Department of Energy at charles.russomanno@ee.doe.gov.

NIH SBIR and STTR Program Announcement and Notice

The National Institutes of Health (NIH) recently added a Program Announcement (PA) and Notice (NOT) that may be of interest to SBIR participants on the 'Special Announcements for Small Business Research Opportunities' page on their SBIR web site (grants.nih.gov/grants/funding/sbir.htm). This page lists NIH SBIR/STTR-Relevant PAs, Request for Applications (RFA), and Notices that are taken from the NIH Guide Electronic Repository of Special Announcements for Small Business Research Opportunities (grants.nih.gov/grants/guide/index.html).

The titles, announcement numbers, participating Institutes, and web addresses of the PA and NOT appear below:

New Technologies for Viral Hepatitis (SBIR and STTR)
(PA-12-090 and PA-12-091 – posted February 3, 2012)
National Institute of Diabetes and Digestive and Kidney Diseases
National Cancer Institute
National Heart, Lung, and Blood Institute
National Institute on Alcohol Abuse and Alcoholism
National Institute of Allergy and Infectious Diseases
Eunice Kennedy Shriver National Institute of Child Health and Human Development

Application Receipt Date(s): Multiple dates, see announcement.

grants.nih.gov/grants/guide/pa-files/PA-12-090.html and grants.nih.gov/grants/guide/pa-files/PA-12-091.html

The National Eye Institute (NEI) Offers SBIR/STTR Regulatory Assistance Program to Phase I and II Grantees (NOT-EY-12-001 – posted January 27, 2012)

National Eye Institute grants.nih.gov/grants/guide/notice-files/NOT-EY-12-001.html

>> CONFERENCES AND WORKSHOPS

National

14th Annual NIH SBIR/STTR Conference – Louisville, Kentucky, May 30-June 1, 2012. This event will be hosted by the Kentucky Science and Technology Corporation. Additional details as the logistics and agenda are developed will be available on the NIH SBIR/STTR website at grants.nih.gov/grants/funding/sbir.htm.

2012 National SBIR Beyond Phase II Conference & Technology Showcase – Indianapolis, IN, September 10-13, 2012. This event showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities, and will bring together current SBIR Phase II companies, key technology and acquisition personnel from government and industry to enable the transition of SBIR-funded research and development into products for military, government and private sector commercial markets. For more information, email conference@esncc.com.

2012 National SBIR and STTR Conference – Portland, Oregon, November 13-15, 2012. The Micro-enterprise Inventors Program of Oregon (MIPO) and the Oregon Small Business Development Center Network (OSBDC) will host the SBIR/STTR 2012 National Conference. The theme "Crack the Code" is designed to promote discovery of the key issues to successful grant applications – creating connections, fostering new opportunities, showcasing diversity, and exploring innovative possibilities for both new and experienced SBIR recipients. For more information, visit www.sbir.gov/events/portland-oregon-will-host-2012-national-small-business-innovation-research-sbir-and-small-bus.

Regional

NIH SBIR/STTR Hands-on Proposal Prep Training -- Chapel Hill, NC, February 4-5, 2012. This two-day course is designed to prepare you to submit a competitive proposal in the new format. At the end of the workshop you should have all the tools you need to develop a much more competitive proposal for submission to NIH. Also, learn about the review process, scoring and other critical aspects to successful funding. For more information and to register, visit www.NcFisherResearch.com.

Applying to the NIH SBIR Phase I Program for First-Time Applicants -- Online, February 7-8, 2012. A very practical step-by-step, four-hour online "How-To" workshop over two evenings to help researchers, faculty members, graduate students, post-docs and entrepreneurs create a SBIR company and apply to the NIH SBIR program in April of 2012. This workshop includes a post-course review of the applicant's proposed SBIR application by our experts before submission to the NIH. For more information and to register, visit http://center.ncet2.org/index.php?option=com_joomla_lms&Itemid=53&task=details_course&id=58.

SBIR/STTR Proposal Preparation - NIH focus -- Newark, NJ, February 13-14, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.bbcetc.com/training.html.

SBIR/STTR Proposal Preparation - NIH focus -- Ann Arbor, MI, February 15-16, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated

submission process. For more information and to register, visit www.bbcetc.com/training.html.

DCAA Compliant Seminar -- Denver, CO, February 17-18, 2012. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks Seminar. Visit www.gov-con.com or call 303-800-9115 for more information.

Peer Review Process for NIH SBIR/STTR Program -- Webinar, February 21, 2012. The NIH Peer Review system and how it relates to review of SBIR/STTR Applications will be presented during this webinar. For more information and to register, visit asbtcd.ualr.edu/training/technology.asp.

SBIR/STTR Proposal Preparation - NIH focus -- Richmond, VA, February 21-22, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.cit.org/node/280, or contact robert.brooke@cit.org.

SBIR Intro -- Webinar, February 22, 2012. This webinar will introduce attendees to SBIR/STTR programs, the services that the North Carolina SBTDC provides to those looking to submit proposals, as well as sources of additional program information. For more information and to register, visit www1.gotomeeting.com/register/555895425.

SBIR/STTR Proposal Preparation - NSF focus -- Herndon, VA, February 23, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NSF, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.cit.org/node/280, or contact robert.brooke@cit.org.

Phase 1 overview: Pre-Proposal Work, Common Pitfalls -- Webinar, February 29, 2012. Learn about tools to carryout SBIR solicitation searching, team building and common problems that reviewers see. For more information and to register, visit www1.gotomeeting.com/register/254570736.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, March 1, 2012. This half-day workshop covers the SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

Advanced DCAA Seminar -- Webinar, March 7, 2012. This event, designed to help SBIR contractors, will address FAR Overview, Cost Accounting Standards, Advanced Incurred Cost Proposals, DCAA Audit, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, March 8, 2012. This half-day workshop covers the SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

Tips on Electronic SBIR/STTR Submission to NIH Webinar -- Online, March 15, 2012. This event will offer tips for successful submission of NIH SBIR/STTR proposals and how to avoid common mistakes. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

Prepare a Winning NSF SBIR/STTR Proposal Application -- Webinar, March 16, 2012. This webinar will address key content to include in SBIR/STTR proposal applications, including the commercialization plan. Also to be discussed is the review process used by NSF reviewers and the necessary steps for successful registration and submission through the NSF FastLane system. For more information and to register, visit

asbtdc.ualr.edu/training/technology.asp.

FAR Webinar -- Online, March 20-21, 2012. This event, designed to help SBIR contractors, will address FAR Overview, Cost Accounting Standards, Advanced Incurred Cost Proposals, DCAA Audit, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

* *Advanced SBIR/STTR DoD Proposal Preparation Workshop* -- New York City, NY, March 28, 2012. This workshop will consist of a unique blend of both Phase 1 and Phase 2 issues among the 11 SBIR agencies, with an emphasis on the Department of Defense's SBIR and STTR programs --which make up roughly 50% of the entire SBIR/STTR programs and could be a candidate for your proposal regardless of your technical area. For more information or to register, contact lharcum@nycedc.com.

SBIR/STTR Overview Webinar -- Online, March 29, 2012. This event will address SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding; and will provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

* *SBIR/STTR Phase 1 Proposal Resubmission Workshop & Cost Proposal/Government Accounting Workshop* -- Omaha, Nebraska, April 3-4, 2012. Day 1, which will be by invitation, will be an opportunity for entrepreneurs who have previously submitted at least one Phase 1 proposal that was not awarded. It will focus on specific recommendations for resubmitting proposals by those attending this workshop. Day 2's workshop will focus on SBIR/STTR cost proposal and government accounting. For more information of either or both of these workshops, to find out whether you can be an invited participant in Day 1, or to register, contact vdoga@mail.unomaha.edu.

SBIR/STTR Phase I Proposal Writing Workshop -- Jonesboro, AR, April 19, 2012. This event will focus on two areas key to winning SBIR funding: the work plan and the commercialization plan. Participants will receive guidance in researching government organizations, topics and financial and administrative requirements and will explore some specific steps to attract commercialization partners, even at the Phase I stage of the SBIR Program. For more information and to register, visit asbtdc.ualr.edu/training/technology.asp.

* *SBIR/STTR Cost Proposal/Government Accounting Workshop* -- Gainesville, Florida, April 20, 2012. This event will be useful if you are submitting SBIR/STTR proposals and don't know all the rules or don't understand concepts like indirect rate, ir&d, reasonableness and unallowable costs, and if you already have SBIR/STTR awards and don't know the 7,000 rules pertaining to Federal government procurement (not to mention agency supplements like the DFAR). This workshop will also include a noontime "lunch and learn" session which will provide a quick overview of SBIR/STTR geared for both newbies as well as veterans who want to learn the latest about the programs. For more information or to register, contact vawiad@ufl.edu.

SBIR/STTR Phase I Proposal Writing Workshop -- Little Rock, AR, May 4, 2012. This event will focus on two areas key to winning SBIR funding: the work plan and the commercialization plan. Participants will receive guidance in researching government organizations, topics and financial and administrative requirements and will explore some specific steps to attract commercialization partners, even at the Phase I stage of the SBIR Program. For more information and to register, visit asbtdc.ualr.edu/training/technology.asp.

NDIA's Annual Missile Defense Small Business Programs and SBIR/STTR Programs Conference -- May 8, 2012. Attendees will receive information designed to assist small businesses in understanding MDA Program requirements. Attendees will have the opportunity to attend one-on-one meetings with large and small MDA prime contractors, MDA 12.2 SBIR topic authors, government small business specialists, and contracting officers. For more information and to register, visit www.ndia.org/meetings/2160/Pages/default.aspx.

USDA SBIR Program: From Submission to Award -- Webinar, May 22, 2012. This webinar will address key content to include in SBIR proposal applications, including the commercialization plan that is a required part of a Phase II application. Also to be discussed is the review process used by USDA and the necessary steps for successful registration and submission through Grants.gov. For more information and to register, visit

asbtdc.ualr.edu/training/technology.asp.

SBIR & Global Trade Summit -- Uncasville, CT, July 24-26, 2012. This event will provide an opportunity to meet one-on-one with global companies, agencies and government reps; attend presentations, panels and workshops; interact with other innovators and manufacturers; and more. For more information, visit www.SBIRglobalTRADE.com, or contact Merrie London at merrie.london@ctinnovations.com or (860) 257-2894.

SBIR/STTR Phase I Proposal Writing Workshop -- Fayetteville, AR, August 29, 2012. This event will focus on two areas key to winning SBIR funding: the work plan and the commercialization plan. Participants will receive guidance in researching government organizations, topics and financial and administrative requirements and will explore some specific steps to attract commercialization partners, even at the Phase I stage of the SBIR Program. For more information and to register, visit asbtdc.ualr.edu/training/technology.asp.

* *Other possible upcoming SBIR training opportunities include:*

SBIR/STTR workshops -- Santa Fe/Albuquerque, New Mexico area, Spring 2012

Annual New Jersey SBIR/STTR Conference & Workshops -- Newark/North Brunswick, New Jersey area, November 14-16, 2012 (tentative)

National SBIR Conference -- Portland, Oregon area, Fall 2012

* **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

ED NIDRR FY 2012 SBIR

Due February 13, 2012

www2.ed.gov/programs/sbir/applicant.html

ED IES FY 2012 SBIR Phase I Solicitation

Due February 22, 2012

www2.ed.gov/programs/sbir/applicant.html

ED IES FY 2012 SBIR Phase I Solicitation for Special Education

Due February 22, 2012

www2.ed.gov/programs/sbir/applicant.html

ED IES FY 2012 SBIR Fast Track Solicitation for Special Education

Due February 22, 2012

www2.ed.gov/programs/sbir/applicant.html

DOC NIST FY-2012 SBIR Solicitation

Due March 2, 2012

www.nist.gov/tpo/sbir/

STTR

Coming Soon

DoD STTR Solicitation 2012.A

Expected to open February 28, 2012 (pre-release on the web now)

www.acq.osd.mil/osbp/sbir/solicitations/index.htm

DOT SBIR FY12.2 Solicitation

Expected to open April 2, 2012

www.volpe.dot.gov/sbir/

>> 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, visit 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