

October 12, 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.

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>> SBIR/STTR NEWS AND INFORMATION

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Deadline Reminder

Applications in response to the Department of Energy (DOE) 2013 SBIR/STTR Phase I Release 1 Funding Opportunity Announcement (FOA) are due October 16, 2012.

As indicated in Part IV, Section E-3 of the solicitation:

Applications must be received by October 16, 2012, 11:59 PM EDT. Please note, due to the Grants.gov system limitation of accepting applications in bulk on or near the deadline, you are highly encouraged to transmit your application well before the 11:59 PM EDT deadline. Please be aware that applications received after the October 16, 2012, 11:59 PM EDT deadline will not be reviewed or considered for award.

It is expected that DOE will issue Release 2 of the 2013 SBIR/STTR Phase I FOA on November 26, 2012.

DHS S&T FY12.2 SBIR Phase I Awards Posted

The Department of Homeland Security (DHS) Science & Technology (S&T) program recently posted the following notice on the *News and Events* page of their website (<https://sbir2.st.dhs.gov/portal/SBIR/>):

The DHS S&T Directorate Announces its FY12.2 SBIR Phase I Awards

The DHS S&T Directorate received 49 proposals in response to five topics published in the DHS SBIR-2012.2 solicitation which closed on July 3, 2012. Awards can be viewed at <https://sbir2.st.dhs.gov> or by clicking on the Awards Statistics by Solicitation link to the left. Click on the FY12.2 Phase I and/or FY12.2 Phase I Abstracts

links.

DHS has not posted a release dates for their FY 2013 solicitation(s) yet, however, if you are interested in submitting a proposal in FY 2013, it may be useful to browse the DHS abstracts of awards database (which goes back to 2004), reference materials, FAQ page, and more, on their website to prepare for its eventual release.

For more information about the DHS SBIR Program, contact STSBIR.PROGRAM@dhs.gov. or call 703-480-7676.

NIH Guide for Grants and Contracts Notice

The National Institutes of Health (NIH) recently added a Notice (NOT) that may be of interest to SBIR participants, to the NIH Guide for Grants and Contracts (grants.nih.gov/grants/guide/index.html), which also includes Program Announcements (PA) and Request for Applications (RFA). The 'Special Announcements for Small Business Research Opportunities' page of the NIH SBIR web site (grants.nih.gov/grants/funding/sbir.htm) lists NIH SBIR/STTR-Relevant PAs, RFAs, and of Notices that are included in the NIH Guide.

The title, announcement number, participating Institute, and web address of the NOT appears below:

Notice of Participation of the Office of Research Infrastructure Programs (ORIP) in PA-11-335 Lab to Marketplace: Tools for Biomedical and Behavioral Research (SBIR)
(NOT-OD-13-001 posted October 12, 2012)
Division of Program Coordination, Planning and Strategic Initiatives, Office of Research Infrastructure Programs
grants.nih.gov/grants/guide/notice-files/NOT-OD-13-001.html

2012 SBIR/STTR National Conference -- Early Registration Ends Soon

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: Crack the Code*, an event that welcomes entrepreneurs, businesses, government agencies, innovators, universities, and community partners to Portland, Oregon. Entrepreneurs can meet one-on-one with federal program managers; learn from SBIR/STTR past recipients, and tap into successful commercialization strategies through experts in the field.

The event will take place November 13-15, 2012. Early Registration will continue through October 15th. See the Conference website at sbiregion.com for additional information, including an agenda, speakers, lodging, etc.

Rick Shindell included the following advice regarding this event in the latest edition of the SBIR Insider Newsletter (see www.zyn.com/sbir/insider/sb-insider10-01-12.htm):

If there has ever been a "must attend" National SBIR conference, this is it! With the new SBIR and STTR Policy Directives active and in place, this will be the first time you'll be able to hear directly from the agencies as to what the changes will be and how each agency is implementing them. You'll also be able to schedule 1 on 1 time for face to face communication with program managers.

SBA will be there, as will several IGs. As a first, there will be a session with an IG panel that includes a small business advocate attorney, a guy named Jere Glover.

There will also be a session on the reauthorization and congressional intent featuring Ms. Kevin Wheeler, the SBIR superstar Senate staffer who has helped keep SBIR alive since the late 90's. Ms. Wheeler was the SBIR Person of the Year for 2008. Believe me folks, no congressional staffer has fought longer and harder for your SBIR program than Kevin. Kevin will be joined by Jere Glover and there will be some troublemaker named Rick Shindell to moderate.

NIH NCI SBIR Phase IIB Bridge Awards Now Open

National Institutes of Health (NIH), began accepting applications for Phase IIB Bridge Awards to Accelerate the Development of Cancer Therapeutics, Imaging Technologies, Interventional Devices, Diagnostics, and Prognostics Toward Commercialization, on October 6, 2012. There are two application due dates for this FOA: November 6, 2012 and March 6, 2013.

As indicated in the RFA which was posted on August 17th, and is available at <http://grants.nih.gov/grants/guide/rfa-files/RFA-CA-12-023.html>:

This Funding Opportunity Announcement (FOA), issued by the National Cancer Institute (NCI), solicits Small Business Innovation Research (SBIR) applications from small business concerns (SBCs) that seek additional funding to support the next stage of development for projects that were previously funded by NIH SBIR Phase II awards. Projects proposed in response to this FOA must be applicable to one of the following areas: (1) cancer therapeutics; (2) cancer imaging technologies, interventional devices, and in vivo diagnostics; or (3) in vitro and ex vivo cancer diagnostics and prognostics. The purpose of this FOA is to facilitate the transition of SBIR Phase II projects to the commercialization stage. This FOA is expected to promote partnerships between NIH's SBIR Phase II awardees and third-party investors and/or strategic partners to facilitate and accelerate the capital-intensive steps that are required to commercialize new products and services.

>> CONFERENCES AND WORKSHOPS

National

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. Registration and conference information is available at <http://oregonsbir.com/index.html>.

Regional

SBIR/STTR Grant Proposal Course -- Cal Poly Pomona, CA, October 18, 2012. This event will provide an overview of the SBIR and STTR funding process and helps individuals prepare to write a comprehensive grant proposal. It will also help individuals understand the SBIR/STTR Phase II grant proposal process and will give participants key tools to use in preparing their proposal. For more information, visit www.ceu.csupomona.edu/courses/dynamic_content/courses/default.aspx?courseid=3170.

* *SBIR/STTR Phase I Proposal Preparation Workshop* -- Tampa, Florida, October 23, 2012. This workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. For more information or to register, contact taswartz@usf.edu.

2012 National Government Contractors Expo -- Las Vegas, NV, October 23-24, 2012. This Expo will cover Government Marketing, Government Opportunities, Subcontractor Opportunities, Commercialization Strategies, Cost Proposal Preparation, GAS Disclosures, Contract Close Outs, Exhibit Hall Networking, SBIR and more. For more information, visit www.govcon-nationalexpo.com, or contact 303-800-9115 ext 3 or info@gov-con.com.

SBIR Topics in Advanced Manufacturing and Proposal Preparation for NSF and NASA -- Youngstown, OH, October 24, 2012. This event will focus on new developments in advanced manufacturing, opportunities for partnering, details on the latest SBIR solicitations, and success stories from past SBIR winners. The afternoon session is specifically dedicated to SBIR Proposal Preparation for NSF and NASA. For more information, visit

www.oai.org/events or contact BrentHartman@oai.org.

SBIR/STTR 101: Introduction & Overview -- Houghton, MI, October 24, 2012. This full-day workshop covers the SBIR/STTR program basics, including specific program information for key agencies such as National Science Foundation, Department of Defense and National Institutes of Health. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR 101: Introduction & Overview -- Detroit, MI, October 25, 2012. This full-day workshop covers the SBIR/STTR program basics, including specific program information for key agencies such as National Science Foundation, Department of Defense and National Institutes of Health. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Prep-NSF Focus -- Ann Arbor, MI, October 30, 2012. This National Science Foundation-focused crash course will arm you with helpful information to meet NSF requirements, avoid common pitfalls and problems, write a proposal that will meet reviewer expectations and more. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Prep - NSF, DoD, DoE, USDA -- Omaha, NE, October 31, 2012. A multi-agency approach including specific program information and types of research funded and tips on working with DOD, DOE, NSF and USDA. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Commercialization Planning for DoD Webinar -- October 31, 2012. Learn how to prepare a commercialization plan tailored for the specific requirements of a DoD SBIR/STTR proposal submission. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Bootcamp -- Omaha Nebraska, October 31-November 1, 2012. This event will offer insider tips and winning proposal strategies from experts. Includes a personal review of your proposal. Day one focuses on DoD, DoE, USDA and NSF. Day two focuses on NIH. For more information and to register, visit <http://nbdc.unomaha.edu/venture/events.cfm>, or contact Marisol Uribe Rodriguez, SBIR/STTR Technology Commercialization Consultant at (402) 554-6270, or murodriguez@unomaha.edu.

Learn The Elements of a Winning SBIR/STTR Proposal - NIH Focus Webinar -- November 1, 2012. Learn the unique aspects of the NIH SBIR/STTR program, including strategies for targeting your proposal to meet the Agency's mission, how to write a proposal that meets reviews' expectations, common pitfalls and how to avoid them, and helpful insights and pointers. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

How to Win SBIR/STTR Grants -- Forest, VA, November 1, 2012. Learn how to plan for, write, and apply for SBIR/STTR at this in depth one day workshop. All agencies will be covered in this workshop. For more information, visit www.cit.org/events/how-to-win-sbirsttr-grants/, or contact Robert Brooke at robert.brooke@cit.org, or 703-680-3080.

SBIR/STTR Phase I Proposal Training -- Cary, North Carolina, November 5, 2012. Technology-based entrepreneurs and small companies seeking funding for R&D with an interest in submitting a SBIR/STTR proposal within the next 12 months are encouraged to attend this event which will provide information on: Current information on the SBIR/STTR program; Strategies for targeting your proposal to meet an Agency's mission and requirements; Technological innovation and commercial merit; How to write the proposal to meet the reviewers' expectations; Common problems and pitfalls and how to avoid them; The importance of Commercialization and why it is so critical to successful SBIR/STTR proposals. For more information including an agenda, visit www.sbtdc.org/events/sbir-proposal-prep, or contact John Ujvari, SBIR / Technology Counselor, Small Business & Technology Development Center (SBTDC), at (919) 962-8297, or sbir@sbtdc.org.

Tips on Electronic Submission to NIH Webinar -- November 6, 2012. Successful submission of NIH SBIR/STTR proposals requires a thorough understanding of grants.gov and NIH eCommons. This webinar provides tips for

successful 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.

How To Win SBIR Awards -- Hanover, MD, November 7, 2012. Maryland TEDCO and the Maryland SBTDC Network will co-sponsor this workshop, which will address How to strategically align SBIR & STTR with your plans; How to decide if you, or your firm, should pursue SBIR/STTR; and How to evoke desired responses in reviewers of SBIR/STTR applications. For more information, visit sbir.us/course.html, or contact sbir@sbir.us.

* *SBIR/STTR Phase I Proposal Preparation Workshop* -- Orlando, Florida, November 9, 2012. This workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. For more information or to register, contact jack@ucf.edu.

Technology Roadmapping Workshop -- Scottsdale, AZ, November 8, 2012. The SBIR Technology Roadmapping program helps early stage ventures improve their ability to write and win SBIR/STTR proposals. Technology Roadmapping methods can help entrepreneurs to better articulate their technology, product and marketplace positions and strengthen proposal work plans and the venture's commercialization plans. This is accomplished through the same high quality group education, one-on-one coaching and connecting services offered by ASU Venture Catalyst through its SBIR/STTR Workshop. For more information and to register, visit asuventurecatalyst.org/p/class/VC-Technology_Roadmap-1912Aug.

SBIR/STTR Phase II Proposal Preparation -- Portland, Oregon, November 13-15, 2012. This event will take place as part of the National SBIR Conference, and will offer insights and advice on preparing your Phase 2 SBIR/STTR proposal. For more information, visit www.sbir.gov/events/portland-oregon-will-host-2012-national-small-business-innovation-research-sbir-and-small-bus.

DCAA Compliant Seminar -- Denver, CO, November 13-14, 2012. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits; Indirect Rates-Budget Seminar; Incurred Cost Proposal; and more. Visit www.gov-con.com or call 303-800-9115 for more information.

Annual New Jersey SBIR/STTR Conference -- Newark/Brunswick area, November 28-30, 2012. This event will include a Phase 1 proposal preparation workshop on the 28th, a SBIR/STTR cost proposal/government accounting workshop on the 29th, and a Phase 2 proposal prep workshop on the 30th. For more information and online registration visit www.njsbdc.com/sbir. For additional information, contact RandyGHarmon@aol.com.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Lansing, MI, November 29, 2012. Presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the Dept. of Defense and Dept. of Energy. Provides instruction on the ins and outs of preparing a proposal, including technical and commercialization plans, and navigating the submission process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Strategic Alliances Workshop -- Scottsdale, AZ, December 11, 2012. The Strategic Alliances Workshop is targeted for SBIR/STTR proposal writers and award winners seeking to build a successful SBIR/STTR alliance. Attendees will hear from, ASU Venture Catalyst entrepreneurial coach, Sharon Ballard, and a group of guest speakers and panelists, including prime contractors, who will discuss an overview of strategic alliances, legal best practices and suggestions, an investors view of strategic alliances, how to build a successful alliance, as well as university and corporate perspectives of strategic alliances. For more information and to register, visit asuventurecatalyst.org/p/class/VC-Strategic_Alliance-1912Aug.

* *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

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Announcement Release 1
Applications Due October 16, 2012 (Letter of Intent was Due September 4, 2012)
science.energy.gov/sbir/funding-opportunities/

PHS 2013-1 SBIR Contract Solicitation
Due November 13, 2012
<http://grants.nih.gov/grants/forms.htm#contracts>

NASA SBIR/STTR 2012 Phase I Solicitation
Due November 29, 2012
sbir.nasa.gov

NASA Select SBIR 2012 Phase I Solicitation
Due November 29, 2012
sbir.nasa.gov

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due December 5, 2012;
AIDS and AIDS-related due January 7, 2013
grants.nih.gov/grants/funding/sbir.htm

STTR

NASA SBIR/STTR 2012 Phase I Solicitation
Due November 29, 2012
sbir.nasa.gov

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due December 5, 2012;
AIDS and AIDS-related due January 7, 2013
grants.nih.gov/grants/funding/sbir.htm

Coming Soon

DoD 2013.1 SBIR Solicitation
Pre-release expected November 16, 2012
acq.osd.mil/osbp/sbir/index.shtml

NSF FY-2013 Phase I SBIR Solicitation
Solicitation expected to open November 3, 2012 (on the web now)

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

DOC NIST FY-2013 Phase I SBIR Solicitation
Expected November 15, 2012

www.nist.gov/tpo/sbir/

NSF FY-2013 Phase I STTR Solicitation
LOI due and Solicitation expected to open November 20, 2012 (on the web now)

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

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Announcement Release 2
Expected November 26, 2012

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

DOT FY13.1 SBIR Solicitation
Expected December 10, 2012

www.volpe.dot.gov/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 on at visit

www.pnnl.gov/edo/opportunities/sbir.stm.

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

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