

August 17, 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:

- [DOE FY 2013 SBIR/STTR Phase I Release 1 Funding Opportunity Announcement Issued](#)
- [PHS 2013-1 SBIR Contract Solicitation Opens](#)
- [SBA SBIR and STTR Policy Directives Notice](#)
- [Department of the Navy Rapid Innovation Fund](#)
- [Conferences and Workshops](#)
- [Open Solicitations](#)

>> SBIR/STTR NEWS AND INFORMATION

DOE FY 2013 SBIR/STTR Phase I Release 1 Funding Opportunity Announcement Issued

The Department of Energy (DOE) SBIR/STTR Programs Office issued their 2013 SBIR/STTR Phase I Release 1 Funding Opportunity Announcement on August 13, 2012. If you are interested in submitting an application and haven't done so yet, you need to submit a letter of intent by September 4, 2011. Applications are due October 16, 2011.

DOE will accept new Phase I and Fast-Track applications under this FOA. DOE anticipates making approximately 162 awards, with maximum Phase I award sizes of \$150,000, \$225,000, or \$450,000, and maximum Fast-Track awards sizes of \$1,150,000, \$1,725,000, or \$3,450,000 for SBIR and STTR grants depending on the Topic.

Other things to keep in mind as indicated on page 2 of the FOA include:

All applications must be submitted through Grants.gov to be considered for award. You cannot submit an application through Grants.gov unless you are registered with Grants.gov. Please read the registration requirements carefully and start the process immediately. Remember you have to update your Central Contract Registry (CCR) registration annually. Please note that the CCR has migrated from CCR.gov to SAM.gov and that registering early, ahead of a submission, will give applicants enough time to address any challenge posed by the transition.

Questions regarding the content of this Funding Opportunity Announcement (FOA), including the Phase I DOE SBIR/STTR Topics must be submitted through the FedConnect portal. Part VII of this FOA explains how to submit these types of questions to the DOE via FedConnect. You must register with FedConnect to respond as an interested party to submit questions, and to view responses to questions. It is recommended that you register as soon after release of the FOA as possible to have the benefit of all responses.

To view and/or download the complete FOA, topics, timeline and more, visit science.energy.gov/sbir/funding-opportunities/.

PHS 2013-1 SBIR Contract Solicitation Opens

The National Institutes of Health (NIH) recently announced on their SBIR web site (grants.nih.gov/grants/funding/sbir.htm) that the NIH/CDC SBIR Contract Solicitation is now open. Proposals are due November 13, 2012. It is anticipated that the NIH will award between 72 and 97 Phase I firm fixed price contracts, and the CDC will award 15 contracts in amounts up to \$150,000. Phase II contracts will be available in amounts up to \$1,000,000. Fast-Track contract proposals will also be accepted for specific topics.

SBA SBIR and STTR Policy Directives Notice

The National Institutes of Health (NIH) posted the following notice on their SBIR/STTR News Flash Page (grants.nih.gov/grants/funding/sbirsttr_news.htm) on August 6, 2012:

SBA issues SBIR and STTR Policy Directives, public comment period open until October 5th, 2012

SBA has published the SBIR and STTR policy directives in the Federal Register today, Monday, August 6th, 2012. NIH and SBA encourage public comments on the SBIR and STTR policy directives on or before October 5, 2012.

NIH is developing a SBIR/STTR reauthorization website, which will launch shortly. This website will have information about NIH implementation of the Policy Directives, timelines, FAQs, links to SBA information on reauthorization.

You may submit your comments at the [Federal eRulemaking Portal](#). Follow the instructions for submitting comments using RIN: 3245-AF84 for SBIR comments and RIN: 3245-AF45 for STTR comments.

The policy directives can be found here:

[Small Business Innovation Research Program Policy Directive \(SBIR\)](#)
[Small Business Technology Transfer Program Policy Directive \(STTR\)](#)

To find out more about the publication of the policy directives, [read a blog post by Sean Greene](#), the Associate Administrator for Investment and Special Advisor for Innovation at the U.S. Small Business Administration.

You may also review an SBA summary of [Key Changes](#) and a list of [Frequently Asked Questions \(FAQs\)](#). The FAQs will be updated as SBA receives additional questions from commenters.

SBA will be having public webinars about the SBIR and STTR policy directives on the following dates:

Thursday, August 23rd, 2012 at 2:00 p.m. EDT
Wednesday, August 29th, 2012 at 2:00 p.m. EDT

To participate in the webinar, send an e-mail to technology@sba.gov. The email should include the date of the webinar you are registering for, the participant's name, title, organization affiliation, mailing address, telephone number, and email address. An email containing the call details will be sent out to those who registered prior to the webinar.

Questions on the SBIR and STTR policy directives may be submitted to SBIRComments@sba.gov. These questions will be addressed during the Q&A portion of the webinars.

The release notice is available at grants.nih.gov/grants/guide/notice-files/NOT-OD-12-137.html, and the complete solicitation and associated forms are available in both PDF and MS WORD formats at grants.nih.gov/grants/forms.htm#contracts.

NIH supports research using both grants and contracts. For a summary of the difference between the funding mechanisms, visit the NIH 'Contracts vs. Grants: What's the difference?' page at grants.nih.gov/grants/Funding/contracts_vs_grants.htm.

Department of the Navy Rapid Innovation Fund

The U.S. Department of the Navy recently posted a Broad Agency Announcement (BAA) on the Federal Business Opportunities (www.fedbizopps.gov) that may be of interest to the SBIR community. As indicated in the notice:

This BAA is primarily for the validation and transition of technologies developed by small businesses (less than 500 employees) including those developed under the SBIR program and IR&D that directly support DoN needs and programs. Those selected for award may receive up to \$3M in Rapid Innovation Fund funding; developmental efforts can be completed within 24 months; preference will be shown for technologies that can be available to the operational Naval Forces within 12 months of Rapid Innovation Fund project completion. Funds available for awards are \$50 million, contingent upon acceptable proposals.

To view the entire announcement, associated amendments, and to access the BAA, visit www.fbo.gov/index?s=opportunity&mode=form&id=5a37f8890234d65472858dbacd7ff104&tab=core&_cview=1

>> CONFERENCES AND WORKSHOPS

National

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

Meet with the National Cancer Institute: New SBIR Opportunities for Early-Stage and Venture-Backed Companies -- San Diego, CA, August 23, 2012. NCI Small Business Innovation Research (SBIR) Development Center Director Michael Weingarten, and Team Leader Andrew Kurtz, will lead a presentation on funding opportunities available for early stage companies and some of NCI's initiatives, including the NCI SBIR Bridge Award and the NCI Investor Forum. Additionally, Michael Weingarten will discuss new legislation that will increase funding levels dedicated to the program and expand eligibility to small businesses that are majority-owned by multiple venture capital operating companies, hedge funds, or private equity firms. For more information, visit sbir.cancer.gov/news/upcoming/.

SBIR/STTR Workshop -- University of Illinois Research Park, IL, August 24, 2012. Dave Kellner of Cogent Innovations Incorporated will provide an overview of the SBIR and STTR programs highlighting the differences between agencies and funding mechanisms. He will then provide an overview of tips and tricks that he has learned through his extensive experience with a wide variety of funding agencies. Additionally, Dave will provide information on preparing a cost proposal, and the considerations that go into determination and implications of overhead rates, equipment purchase, hourly rates, and what to expect during audits and rate approval meetings. For more information, visit www.cogentinnovations.com, call 217.417.6445, or email dkellner@cogentinnovations.com.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Kalamazoo, MI, August 28, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. 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.html, or contact kris@bioconsultants.com.

* *SBIR/STTR Phase I Proposal Preparation and Cost Proposal/Government Accounting Workshop* -- Tulsa, Oklahoma, August 28-29, 2012. Day 1 of 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. It will include a final session on how the Phase 2 proposal process differs from Phase 1. Day 2's workshop will focus on the SBIR/STTR cost proposal and government accounting. For more information on either or both of these workshops, or to register, contact steven.martinez@ocast.ok.gov.

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 asbtcd.ualr.edu/training/technology.asp.

* *SBIR/STTR Phase I Proposal Preparation and Cost Proposal/Government Accounting Workshop* -- State College, Pennsylvania, September 5-6, 2012. Day 1 of 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. Day 2 will address Phase 2, including discuss the basics of Phase 2 and how this phase differs from Phase 1; a simple but effective way to prepare the Phase 2 proposal, and emphasize the all-important commercialization portion of the proposal. For more information or to register for this comprehensive and information-packed event, contact lx182@psu.edu.

SBIR Phase I Writing Workshop and One-on-One Sessions -- Scottsdale, AZ, September 6-7, 2012. This workshop will provide critical information to small businesses competing for SBIR/STTR grants and contracts. On Friday, September 7th entrepreneurs can meet one-on-one with volunteer coaches; learn from SBIR/STTR past recipients, and tap into successful commercialization strategies through experts in the field. For more information and to register, visit asuventurecatalyst.org/p/class/VC-SBIRSTTR_Phase_I_W-1912Aug.

* *SBIR/STTR Phase I Proposal Preparation and Cost Proposal/Government Accounting Workshop* -- Albuquerque and Santa Fe, New Mexico, September 12-13, 2012. Day 1 of this workshop, held in Albuquerque, 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. Day 2, held in Santa Fe, will address Phase 2, including discuss the basics of Phase 2 and how this phase differs from Phase 1; a simple but effective way to prepare the Phase 2 proposal, and emphasize the all-important commercialization portion of the proposal. For more information or

to register for this comprehensive and information-packed event, contact clow@lanl.gov .

SBIR/STTR Overview Workshop -- Oak Ridge, TN, September 18, 2012. This workshop will provide a thorough introduction to the SBIR and STTR Programs; it will cover the types of homework and strategy required to produce highly competitive proposals for the various agencies with a specific focus on the distinction between grant and contract agencies; and it will address how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. For more information or to register, visit www.cis.tennessee.edu, or contact Bill Wiley at (865) 974-8464 or bill.wiley@tennessee.edu.

DCAA Compliant Seminar -- Denver, CO, September 18, 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.

SBIR/STTR Overview Workshop -- Nashville, TN, September 19, 2012. This workshop will provide a thorough introduction to the SBIR and STTR Programs; it will cover the types of homework and strategy required to produce highly competitive proposals for the various agencies with a specific focus on the distinction between grant and contract agencies; and it will address how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. For more information or to register, visit www.cis.tennessee.edu, or contact Bill Wiley at (865) 974-8464 or bill.wiley@tennessee.edu.

* *SBIR/STTR Phase I Proposal Preparation Workshop* -- Gainesville, Florida, October 12, 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 ksfl@ufl.edu .

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/STTR Phase I Proposal Preparation Workshop* -- Orlando, Florida, November 8, 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.

Annual New Jersey SBIR/STTR Conference -- Newark/Brunswick area, November 28-30, 2012. This event will likely 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 beginning 9/15. For additional information, contact RandyGHarmon@aol.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

Letter of Intent Due September 4, 2012; Applications Due October 16, 2012

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

USDA FY-2013 SBIR Solicitation

Due September 6, 2012

www.nifa.usda.gov/funding/rfas/sbir_rfa.html

PHS 2013-1 SBIR Contract Solicitation

Due November 13, 2012

<http://grants.nih.gov/grants/forms.htm#contracts>

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due December 5, 2012;

AIDS and AIDS-related due September 7, 2012, and January 7, 2013

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

STTR

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due December 5, 2012;

AIDS and AIDS-related due September 7, 2012, and January 7, 2013

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

Coming Soon

DoD 2012.3 SBIR Solicitation

Expected August 27, 2012

Pre-release currently available on the Web

acq.osd.mil/osbp/sbir/index.shtml

DoD 2012.B STTR Solicitation

Expected August 27, 2012

Pre-release currently available on the Web

acq.osd.mil/osbp/sbir/index.shtml

NASA 2012 SBIR/STTR Solicitation

Expected September 17, 2012

sbir.nasa.gov

>> 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.

>> 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):

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example: subscribe sbir-alert joe smith

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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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