

March 9, 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:

- [DoD STTR 2012.A Solicitation Opens](#)
- [DOE FY 2012 SBIR/STTR Phase I Release 3 Funding Opportunity Announcement Topics Released](#)
- [SBIR-STTR Re-Authorization Interim Guidances](#)
- [NIH RFAs for Alzheimer's Disease Research Announced](#)
- [SBIR Resources on the Web: NIH RePORTER](#)
- [Conferences and Workshops](#)
- [Open Solicitations](#)

>> SBIR/STTR NEWS AND INFORMATION

DoD STTR 2012.A Solicitation Opens

The Department of Defense (DoD) began accepting proposals in response to their STTR 2012.A solicitation on February 27, 2012. The deadline for receipt of proposals is March 28, 2012. As indicated on the solicitation web page (www.acq.osd.mil/osbp/sbir/solicitations/sttr2012A/index.shtml), 'all SBIR Proposal Cover Sheets and Company Commercialization Reports must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission Web Site www.dodsbir.net/submission/, as described in the program solicitation'.

As a reminder, proposers have until March 14, 2012 to submit written questions regarding technical information related to improving the understanding of a particular topic's requirements through the SBIR Interactive Topic Information System (SITIS) at www.dodsbir.net/sitis. All proposers are advised to monitor SITIS during the solicitation period for questions and answers, and other information relevant to the topic under which they are proposing.

Note that a list of modifications made to the solicitation since its release to the Internet on January 26, 2012, is available at www.acq.osd.mil/osbp/sbir/solicitations/sttr2012A/modlist.shtml.

For more information, contact the DoD Help Desk at www.dodsbir.net/helpdesk/, or 866-724-7457.

DOE FY 2012 SBIR/STTR Phase I Release 3 Funding Opportunity Announcement Topics Released

The Department of Energy (DOE) SBIR/STTR Programs Office expects to issue Release 3 of their 2012 SBIR/STTR Phase I Funding Opportunity Announcement on April 5, 2012, however, the topics for this FOA were released March 5, 2012 and are currently available on the DOE SBIR/STTR Funding Opportunities page at science.energy.gov/sbir/funding-opportunities/.

The participating DOE Research Program for this FOA is the Office Energy Efficiency and Renewable Energy (EERE), which is interested in receiving proposals for research and development projects that offer potential for achieving EERE technology cost and performance targets. The topic areas for this FOA include:

- Advanced Manufacturing Biomass
- Buildings
- Hydrogen and Fuel Cell Technologies
- Solar
- Vehicles
- Water
- Wind

See the Topic file for complete descriptions of the topic areas, subtopics, and points of contact. If you are interested in submitting an application, you will need to submit a pre-application by May 1, 2012. SBIR and STTR grant applications will be due July 3, 2012.

SBIR-STTR Re-Authorization Interim Guidance

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 February 22, 2011:

SBA releases SBIR-STTR Re-Authorization interim guidance

The SBA has released interim guidance for all agencies who manage SBIR and STTR programs in light of the recent re-authorization P.L. 112-81. The guidance can be found in this blog by Sean Greene at SBA. Please read the blog carefully. It discusses the timeline for implementation of the provisions in the re-authorization and when public comment will be solicited on the proposed regulations and policy directives. Per this guidance, in FY2012, NIH will raise the set asides to 2.6% for SBIR and .35% for STTR (they were 2.5% and 0.3% formerly). For all the other provisions in the re-authorization however, NIH will continue to work within the existing regulations and policy directive, until those regulations are amended and the policy directive is updated. This means business as usual for now. The full link for the guidance is here: sbir.gov/news/implementing-sbir-and-sttr-reauthorization-our-plan-attack.

NIH RFAs for Alzheimer's Disease Research Announced

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 March 1, 2011:

NIH issues SBIR and STTR funding opportunities for Alzheimer's disease research

On February 7, 2012, Secretary of Health and Human Services Kathleen Sebelius announced that \$50 million would be directed immediately to boost NIH Alzheimer's research in FY2012 in response to President Obama signing the National Alzheimer's Project Act. This increased funding will likely cover a range of projects, including basic science on the biology and genetics of Alzheimer's disease as well as translational and clinical research in development and testing of therapies. In partial response to this, NIH has issued a pair of funding opportunities open to small businesses in the area of Alzheimer's disease: SBIR [RFA-OD-12-003](#) and STTR

[RFA-OD-12-004](#). These RFAs each have a receipt date of April 30th, 2012. Please note, you cannot submit a SBIR/STTR grant application for the same project in response to these funding opportunities and to our Omnibus of which the next due date is April 5th, 2012. Please contact NIH program staff listed in the RFAs if you have questions.

SBIR Resources on the Web: NIH RePORTER

If you are planning on submitting a proposal in response to the newly released PHS 2012-2 Omnibus solicitation for SBIR or STTR grants, a background tool that may be useful for you is the NIH RePORTER which offers the opportunity to search for SBIR/STTR projects with clinical, technical and/or product relevant keywords of interest, and can help identify the Institutes and Centers that funded the projects (both Phase I and Phase II).

The RePORT Expenditures and Results, RePORTER system, is an electronic tool that allows users to search a repository of both intramural and extramural NIH-funded research projects from the past 25 years and access publications (since 1985) and patents resulting from NIH funding. In addition to NIH-funded research, the system provides access to research supported by the Centers for Disease Control and Prevention (CDC), the Agency for Healthcare Research and Quality (AHRQ), the Health Resources and Services Administration (HRSA), the Substance Abuse and Mental Health Services Administration (SAMHSA), and the U.S. Department of Veterans Affairs (VA).

RePORTER retains all of the search capabilities of the former Computer Retrieval of Information on Scientific Projects (CRISP) system, which was replaced taken off-line on December 30, 2009. RePORTER provides additional query fields, hit lists that can be sorted and downloaded to Excel, NIH funding expenditures for each project, and the publications and patents that have resulted from a projects support.

The latest version of the NIH RePORTER, which was released March 1, 2012, includes the following features:

- Publication search has been re-structured on the query form to optimize text search
- New pagination implemented to allow users navigate to a particular page in the hitlist
- A new feature has been added on the Project Information pages to allow users navigate from one project to another without requiring them to go to search results every time

The NIH RePORTER is available at projectreporter.nih.gov/reporter.cfm, or on the left hand navigation side bar of the Health and Human Services Small Business Research Funding Opportunities website (grants.nih.gov/grants/funding/sbir.htm).

>> 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

* *Tech Drivers III Conference* -- Randolph, Vermont, March 5, 2012. This all day event will focus on three important topics in SBIR/STTR: Content and implications of the Reauthorization, Approaches to commercialization, and Intellectual Property Rights. Both guest speakers and panels of successful SBIR/STTR companies will present. For more information or to register, visit www.vtsbdc.org/tech-drivers-iii.

How To Win SBIR Awards -- Columbia, Maryland, March 6, 2012. This event, sponsored by Maryland TEDCO and the Maryland SBDC Network, and timed to support opportunities for NIH/PHS 2012-2, DoD STTR 2012.A and EPA 2012, will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

Advanced DCAA Government Contractors Compliance Webinar -- Online, 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 -- Detroit, 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.

DoD SBIR Introduction Webinar -- March 13, 2012. In this 60-minute session learn about the following: DoD's SBIR/STTR program specifics; What can the funding be used for; How to find out what DoD's interests are; Timeline; Proposal guidance and assistance. For more information and to register, visit www.sbtcd.org/business-events.

SBIR/STTR 101: Introduction and Overview -- Kalamazoo, MI, March 14, 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.

* *Phase 1 & 2 Proposal Preparation Workshops* -- Albuquerque & Santa Fe, New Mexico, March 15-16, 2012. This two-day event begins in Albuquerque with a workshop that covers the basics of SBIR/STTR, and then goes through a four-step process for developing a competitive Phase 1 proposal. The second day, in Santa Fe, will focus on developing the Phase 2 proposal, including the commercialization plan. Both days will include discussions of the SBIR/STTR reauthorization and its implications for proposal strategy and development. For more information and to register, visit techventures.org/events/calendar-of-events/2012/03/sbir-proposal-writing-workshop-update/ or contact clow@lanl.gov.

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

How to Project Indirect Rates to Avoid Leaving Money on the Table -- Webinar - March 20, 2012. Too often, small businesses spend hundreds of hours on the technical section of their SBIR/grant proposal while ignoring critical aspects of the cost portion. In this strategy-packed, open-forum webinar, you'll learn best practices, tips, and techniques to insure compliance with the FAR and other regulations. For more information and to register, visit www.jamesoncpa.com/complimentary-information/secrets-of-sbir-cost-proposal/

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.

SBIR/STTR Introduction Webinar -- March 21, 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 www.sbtcd.org/business-events.

SBIR/STTR Proposal Prep-NSF -- Ann Arbor, MI, March 22, 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 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 vdog@mail.unomaha.edu.

SBIR/STTR 101: Introduction and Overview -- Lansing, MI, April 12, 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.

SBIR/STTR Proposal Prep-NSF -- Newark, DE, April 17, 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.

SBIR/STTR Introduction Webinar -- April 18, 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 www.sbtcd.org/business-events.

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 yawiad@ufl.edu.

* *Phase 1 Proposal Preparation Workshop with DoD Focus* -- Chicago, Illinois, April 24, 2012. This all day event will cover everything from the basics of SBIR/STTR, to a description and analysis of the recent Reauthorization legislation, to a comprehensive four step process for developing a competitive Phase 1 proposal. The workshop will focus on the Department of Defense, though concepts discussed will also be relevant to the other agencies participating in SBIR/STTR. For more information, contact efetters@istcoalition.org.

SBIR/STTR Proposal Prep-NIH Focus -- Plymouth Charter Township, MI, April 24-25, 2012. 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.html, or contact kris@bioconsultants.com.

How To Win SBIR Awards -- TBD, Virginia, May 1, 2012. This all-agency event will offer an extra "spotlight" on DoD and strategies for the June proposals, and will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

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.

DCAA Government Contractors Compliance Exposition -- Washington D.C., May 15-16, 2012. This event, designed to help SBIR contractors, will address FAR, How To Build A Cost Proposal, Advanced Incurred Cost Proposals, DCAA Audit Support, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

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

How To Win SBIR Awards -- Reno, Nevada, June 14, 2012. This all-agency event (with the Veteran Entrepreneur Training Symposium), will offer an extra "spotlight" on DoD and strategies for the June proposals, and will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

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

* *Other possible upcoming SBIR training opportunities include:*

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

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

AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013
<http://grants.nih.gov/grants/funding/sbir.htm>

STTR

DoD STTR Solicitation 2012.A

Due March 28, 2012

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

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

Due April 5, August 5, December 5, 2012;

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

<http://grants.nih.gov/grants/funding/sbir.htm>

Coming Soon

EPA FY 2013 SBIR Solicitation

Expected to open March 14, 2012

www.epa.gov/ncer/sbir/

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, 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):

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:

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