

SBIR/STTR ALERTING SERVICE -- February 5, 2010

The SBIR/STTR 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.pnl.gov/edo/opportunities/sbir.stm. Subscription instructions appear at the end of this newsletter.

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SBIR/STTR NEWS AND INFORMATION

- SBIR/STTR Programs Extended Again

The NIH SBIR/STTR News Flash Page (http://grants.nih.gov/grants/funding/sbirsttr_news.htm#20100204) posted the following notice on February 4, 2010.

SBIR/STTR Programs Extended Through April 30, 2010

Congress has not yet completed the SBIR and STTR reauthorizations so have again extended the SBIR and STTR programs “as is” through April 30, 2010. This extension affects ten of the eleven agencies (including NIH) that participate in SBIR. DoD’s programs were previously extended through September 30, 2010, as part of the National Defense Authorization Act for Fiscal Year 2010 and are not affected by this recent extension.

- DoD SBIR/STTR Program Website and 2010.A STTR Solicitation Notice

The following two notices were recently posted on the new Department of Defense (DoD) SBIR/STTR website:

“The DoD SBIR/STTR website has a new look. Although navigation has changed, the content remains unchanged. Please email sbir-it@esncc.com with any issues.”

“STTR 2010.A Solicitation is in pre-release. The solicitation will be open to proposal submission from February 23, 2010 at 6AM ET through March 24, 2010 6AM ET.”

DoD will begin accepting proposals in response to STTR 2010.A on February 23, 2010. The deadline for receipt of proposal is March 24, 2010. The Solicitation, including the topics for the participating DoD Components -- Army and Navy -- and Component-specific instructions are available at <http://www.acq.osd.mil/osbp/sbir/solicitations/sttr10A/index.htm>. As is usually the case, you may talk directly with the Topic Authors to ask technical questions about the topics before the solicitation is open to proposal submission date.

- USDA SBIR Impact – January 2010

The U.S. Department of Agriculture (USDA) recently posted the January 2010 issue of SBIR Impact on their SBIR website (<http://www.csrees.usda.gov/funding/sbir/sbir.html>). SBIR Impact is a quarterly newsletter for small businesses interested in the USDA-SBIR program and for institutions and organizations that support the small business community and rural America.

Included in this issue is a status update on the FY2010 Phase I application review process; grant recipients in the news; guidance on procedures for proper acknowledgement of SBIR Funding; and upcoming dates and locations of upcoming meetings where USDA SBIR staff will be in attendance.

The next deadline for submitting a Phase I application to the USDA SBIR program is tentatively scheduled for September 2, 2010.

-- SBIR Proposal Writing Tip: Advice for STTR Applicants

The following proposal writing tip was provided by Gail & Jim Greenwood. Past SBIR proposal writing articles written by the Greenwoods are available on the Greenwood Consulting Group, Inc. (GCGI) web site at <http://g-jgreenwood.home.att.net>.

SBIR Proposal Writing Basics: Advice for STTR Applicants

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The Department of Defense (DOD) has just issued its Small Business Technology Transfer (STTR) solicitation, and the National Institutes of Health recently issued its Omnibus STTR Funding Opportunity Announcement (FOA), so we think it is a good time to talk about some key considerations in your Phase I STTR proposal.

First, make sure you recognize the intent of STTR, and that your proposal fits that intention. STTR is designed to fund collaborative efforts between your small business and a non-profit, US-based research institution to transfer technology out of the R&D environment and ultimately into the market place. There are several key points here. Note it is for “collaborative” efforts, so STTR is not going to be appropriate for projects where your company has all the R&D capabilities and just wants access to a unique resource (lab, equipment, etc) at a university. It also is not appropriate for projects where your small firm is not qualified to contribute significantly to the R&D and therefore will run errands, write reports, and do commercialization while the university does all of the research. Your firm must do at least 40% of the work, and the university/Federal Lab must do at least 30%, as measured by the budget. Note that it must be a non-profit research institution, which usually means a university or Federal Lab (more on this later). Also, note that STTR is about transfer of technology, which can be many activities, ranging from licensing a Federal Lab’s patent, to tapping into know-how and expertise at the university that you need to further your own innovation. Your STTR proposal must convey that you understand and have embraced all of this. Therefore, as an example, you need avoid writing a proposal that talks extensively about the university’s qualifications and its work plan, and makes only a few generalities about the small business’ capabilities and role.

Second, an STTR must include a significant contribution by a U.S. based non-profit research entity, which usually is a university or Federal Lab. The type of Federal Lab that is permitted in an STTR is a Federally Funded Research and Development Center (FFRDC), or a Government owned, contractor operated (GOCO) Lab. Some agencies try to put limitations on using FFRDCs and GOCO Labs, but we interpret the STTR legislation to specifically permit them. If you find an agency that says otherwise, you can perhaps finesse this by getting the same sort of waiver from the Small Business Administration that is required for use of a Federal Lab in an SBIR award—such waivers are seldom denied.

Third, if you are going to submit for the DOD FY10.A STTR solicitation, you need to get moving ASAP. Proposals are due March 24, 2010, but another critical deadline is February 23, 2010: that is the last date when you can talk to the DOD Technical Point of Contact (TPOC) and get a “private” answer to your

questions about their topic and needs (after that date, you have to ask via SITIS, where answers to your questions will be posted for all of your competitors to see). If you are thinking about responding to one of the FY10.A DOD topics, you need to call NOW before that deadline. Even if you have not picked your university/Federal Lab partner, you need to call NOW before that deadline—you can pick that partner up to the last minute, but you can't call the TPOC after February 23, so you need to call them NOW.

Fourth, be careful who you select as your university/Federal Lab partner on an STTR. There are several criteria you should use in your selection. Who has the technology that you want to transfer (if this is a situation where the innovation comes from the university/Lab, rather than your firm)? Who has capabilities that complement yours, and will show that you have the perfect team for this project? Who has appreciation for working on the scale and time frame of your small business and the STTR program, rather than working on “academic time?” Who has prior experience with STTR, so they know what is expected of them (and their contracts and legal departments are already comfortable with the required STTR paperwork)? Who is willing to share intellectual property in a manner acceptable to you, and can decide on IP rights before submitting the proposal, not after an award is announced? And who is interested in this same area of research and market opportunity? This latter question is tough, but www.zyn.com is helping by once again setting up a match-making service on its website where small firms, universities, and Federal Labs interested in any of the FY10.A DOD topics can post their contact information. Note that “physical proximity” is not among these selection criteria—you are expected to find the best partner for this collaboration, not the one that is easiest to drive to.

Fifth, be extremely careful in selecting the university, Federal Laboratory, or other non-profit research entity with which you are going to team on your STTR proposal. It is YOUR proposal, which also means that it will be your contract or grant with the Federal agency—and that means you will be held responsible for the completion of the scope of work you proposed. Therefore, you are not just picking someone to include in your STTR proposal, but you are picking someone who can either make your project a fabulous technical and commercialization success, or can make your life miserable and force you to take expensive and time-consuming corrective actions around their mistakes, poor quality, slow progress, etc. Finally, be realistic. You are a small company with a small STTR project from which you will subcontract even a smaller amount to the university or Federal Laboratory. You are not going to be their top priority, nor will you change their culture. You should pick someone who wants to work with small firms, and has a reputation for delivering work on time, but you should not expect a large institution to bend over backwards trying to accommodate you.

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

Greenwood Consulting Group, Inc.
1150 Junonia
Sanibel, FL 33957
(239) 395-9446 (voice & fax)
g-jgreenwood@att.net (email)

CONFERENCES AND WORKSHOPS

NATIONAL

National SBIR Conference -- Hartford, Connecticut, April 21-23, 2010. (Pre-conference workshops: April 20, 2010). Conference officials are expecting 1000 attendees, including large companies, federal agencies and national laboratories. This event will offer opportunities to schedule appointments with all 11 federal SBIR agencies and potential industry partners; feature your company/technology during the Poster Show; meet Program Managers and representatives from participating agencies; spend time with venture capital and angel investors, large companies, secondary market and traditional lenders, university and federal laboratory representatives and other experts who provide assistance or are interested in doing business with early-stage ventures, and more. Be prepared for three energy-filled days of success stories, workshops,

presentations, exhibits, and new SBIR developments. For more information, contact Deb Santy at Deb.Santy@ctinnovations.com or 860-257-2893, or visit www.SBIRnational.com. A short video is also available at <http://www.youtube.com/watch?v=cQtI6P8pr0M>.

12th Annual NIH National SBIR Conference -- Raleigh, North Carolina, June 2-3, 2010. The North Carolina Small Business Technology Development Center will be hosting the 12th Annual NIH SBIR conference. Additional details will be available soon. For more information, contact 919-715-7272.

REGIONAL

Spring SBIR/STTR Hands-on NIH grant writing workshop -- Chapel Hill, NC, February 9, 11, 2010. SBIR/STTR proposers planning to submit or re-submit for the April 5th or other 2010 deadlines are encouraged to attend this 4 session course designed to prepare you to submit a competitive proposal in the new format. For more information or to register, contact John Ujvari, SBIR Program Specialist, SBTDC, University of North Carolina, at sbir@sbtnc.org or 919-962-8297.

SBIR/STTR Grant Prep Workshop -- Charlottesville, Virginia, February 9-10, 2010. This two day, multi-session workshop is lead by Lisa Kurek of Biotechnology Business Consultants, LLC. Special attention will be paid to NIH proposal development & submission, but all agencies will be covered. Day one will address the topics of Strategic Planning and Proposal Development; Day two will address Proposal Submission and Preparing a Commercialization Plan. For more information or to register, visit <http://www.cit.org/node/152>, or contact Robert Brooke at 703-689-3080 or rbrooke@cit.org.

* Phase 2 Proposal Preparation Workshop -- Orlando, Florida, February 11, 2010. This workshop is aimed primarily at Phase 1 SBIR/STTR winners who want to transition their awards into a much larger Phase 2 contract or grant, but it also will benefit service providers helping SBIR/STTR applicants. The workshop covers Phase 2 basics, significant differences among the agencies in their Phase 2 expectations, a recommended approach to preparing your Phase 2 SBIR/STTR proposal, and commercialization. For more information or to register, contact jhenkel@mail.ucf.edu.

SBIR/STTR Workshop -- Dallas, Texas, February 11, 2010. This event will include guest speaker Dr. Oliver Murphy, Lynntech Corp. and several Federal Agency SBIR Program Managers and other field experts. For more information, contact James E. Berish at fxs9413@dccc.edu or 214-860-5709.

SBIR/STTR Workshops – Tucson, Arizona February 12 and 19 from 8:30AM to 4:00PM: This free workshop series will address the SBIR/STTR funding process starting with finding an appropriate SBIR/STTR solicitation, preparing a compliant proposal, understanding SBIR/STTR intellectual property rights and setting up the required accounting and property systems. Location UA College of Law, 1201 E. Speedway Blvd, Room 168. For more information please contact the Arizona Center for Innovation at 520-382-3260 or rsvp@azinnovation.com.

* SBIR/STTR Phase 1 and Phase 2 Proposal Preparation, and Commercialization Overview Workshops -- Santa Fe & Albuquerque, New Mexico, February 24-25, 2010. The workshop in Santa Fe on the 24th, will focus on preparing the Phase 1 SBIR/STTR proposal. This workshop starts with an overview of the programs and how they are evolving, and continue into a logical four step process for developing a competitive Phase 1 proposal. February 25th will be in Albuquerque, and will consist of an abbreviated Phase 2 proposal preparation workshop (addressing Phase 2 basics, and a recommended four-step process for preparing a Phase 2 SBIR/STTR proposal) and an abbreviated SBIR/STTR Commercialization workshop. For more information or to register, go to <http://techventures.org/events/calendar-of-events/2010/02/sbir-sttr-game-plan-2-day-workshop/>.

DCAA Government Contractor Compliance Conference - 3 Day Seminar – Denver, CO, March 15-17, 2010. For more information, visit <http://www.gov-con.us> or contact 303-800-9115 ext 2 or info@gov-con.us.

* SBIR/STTR Phase 1 Proposal Preparation, and SBIR/STTR Technology Commercialization Workshops, Stillwater, Oklahoma, March 16-17, 2010. Day 1, we will focus on preparing the Phase 1 SBIR/STTR proposal, which starts with an overview of the programs and how they are evolving, and continues into a logical four step process for developing a competitive Phase 1 proposal. It includes an opportunity for attendees to review an actual Phase 1 proposal, discuss its strengths and weaknesses, and then learn its history and what can (and cannot) be gleaned from sample proposals. Day 2, we will focus on commercializing SBIR/STTR technologies, including an introduction to many of the concepts that you need to be thinking about, and making decisions on, before you (a) try to write a credible commercialization plan for a Phase 1 or 2 proposal, and (b) take steps to commercialize your project. To register for on or both workshops, contact sroberts@ocast.state.ok.us.

* SBIR Overview and Proposal Preparation Workshops – Omaha, Nebraska, March 24 and 25, 2010. The Business Development Center, who manages the SBIR/STTR program for the state of Nebraska, is holding this 2-day workshop. Day 1 will be an introduction of the EPA and SBIR Programs, including attendee one-on-one meetings with the program managers to receive feedback about their projects. Day 2 Jim Greenwood will be giving a proposal preparation workshop. This will include one free proposal evaluation for all attendees, good for one year. For more information, visit <http://nbdc.unomaha.edu/SBIR/>, or contact Lisa Tedesco at 402.554.6270 or mtesesco@mail.unomaha.edu.

SBIR/STTR Phase I Proposal Writing Workshop -- Little Rock, AR, April 23, 2010. This interactive, eight-hour workshop, offered by Arkansas Small Business Development Center, first-time or unsuccessful writers of SBIR Phase I proposals. Instructor Sharon Ballard 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, contact Rebecca Norman at rxnorman@ualr.edu or 501.683.7700.

* Hands-On SBIR/STTR Cost Proposal Workshop -- Gainesville, Florida, May 7, 2010. This event will include a hands-on effort which will begin with attendees estimating an indirect rate/overhead rate/G&A rate/F&A rate for their company. Those who do not want the hands-on component are welcome to attend and see an example of how one company estimated its rate. Attendees will also have a chance to draft their own SBIR/STTR cost proposal during the event. For more information or to register, contact cbrown11@ufl.edu.

* SBIR/STTR Phase 1 Proposal Preparation Workshop -- Sarasota, Florida, May 13, 2010. This event will begin with an overview of the SBIR/STTR programs. Then it will take you through a simple but comprehensive four-step process for developing a credible and competitive Phase 1 proposal. It will also include a group review and critique of an actual SBIR proposal. Florida residents will learn about the state's "Phase 0" program that can help reduce the cost of preparing a Phase 1 proposal. For more information on the workshop or to register, contact dandrews@edcsarasotacounty.com.

* SBIR/STTR Phase 1 Proposal Preparation Workshops -- Missoula & Bozeman, Montana, May 20-21, 2010. These workshops will include a strong overview of the SBIR/STTR programs, four-step process for developing a credible and competitive Phase 1 proposal, and each day's discussion will include a comparison of research done by the private sector in an SBIR/STTR project with research in a university environment. For more information or to register, contact marymcmahon@mt.gov.

* SBIR/STTR Phase 1 Proposal Preparation Workshop, Philadelphia area, Pennsylvania, May 24, 2010. This event will begin with an overview of the SBIR/STTR programs. Then it will take you through a simple but comprehensive four-step process for developing a credible and competitive Phase 1 proposal. It will also include a group review and critique of an actual SBIR proposal. Pennsylvania residents will learn about the support services available in Pennsylvania for SBIR/STTR applicants. Your point of contact for this event is clydes@wharton.upenn.edu.

Beyond Phase II Conference -- San Antonio, Texas, September 13-17, 2010. This event showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities. The event brings 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, contact Jenn ZiBerna at conference@esncc.com or 703-412-3653.

Other possible upcoming SBIR training opportunities include:

SBIR/STTR Road Trip, Santa Fe & Albuquerque, New Mexico, Late Summer 2010 (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 g-jgreenwood@att.net, 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 OSERS/NIDRR FY 2010 SBIR Solicitation

Due March 15, 2010

<http://www.ed.gov/programs/sbir/applicant.html>

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due April 5, August 5, December 5, 2010;

AIDS and AIDS-related due May 7, September 7, 2010, and January 7, 2011

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

STTR

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due April 5, August 5, December 5, 2010;

AIDS and AIDS-related due May 7, September 7, 2010, and January 7, 2011

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

COMING SOON

DoD STTR Program 2010.A

Pre-release expected January 25, 2010

Expected to open February 23, 2010

<http://www.acq.osd.mil/osbp/sbir/solicitations/index.htm>

EPA 2010 SBIR

Expected March 19, 2010

<http://epa.gov/ncerqa/sbir/index.html>

SBIR/STTR INFO ON THE INTERNET

PARTICIPATING AGENCY SBIR WEB SITES:

Department of Agriculture

www.csrees.usda.gov/funding/sbir/sbir.html

Department of Commerce

National Oceanic and Atmospheric Administration

www.oar.noaa.gov/orta/

National Institute of Standards and Technology

www.nist.gov/sbir

Department of Defense

www.acq.osd.mil/sadbu/sbir or

www.dodsbir.net

Defense Technical Information Center

www.dtic.mil/dtic/sbir/

Air Force

www.sbirstrmall.com/Portal.aspx

Army

www.aro.army.mil/arrowash/rt/sbir/sbir.htm

Chemical and Biological Defense Program (CBD)

Defense Advanced Research Projects Agency (DARPA)

www.darpa.mil/sbir/

Defense Threat Reduction Agency (DTRA)

www.dtra.mil/acq/business/acq%5Fsmallbus.html

Missile Defense Agency (MDA)

www.winbmdo.com/

Navy

www.navysbir.com/

National Geospatial-Intelligence Agency (NGA)

www.nga.mil/portal/site/nga01/index.jsp

Office of the Secretary of Defense (OSD)

Special Operations Command (SOCOM)

<http://soal.socom.mil/index.cfm?page=sadbu&sb=sbir>

SBIR Interactive Technical Information System (SITIS)

<http://dtica.dtic.mil/sbir/index.html>

Department of Education

www.ed.gov/programs/sbir/index.html

Department of Energy

<http://sbir.er.doe.gov/sbir/>

Homeland Security Science and Technology Directorate (S&T)

<https://sbir.dhs.gov/>

Homeland Security Domestic Nuclear Detection (DNDO)

<https://dndosbir.dhs.gov/>

Department of Transportation

www.volpe.dot.gov/sbir

Environmental Protection Agency

<http://epa.gov/ncerqa/sbir>

National Institutes of Health

<http://grants1.nih.gov/grants/funding/sbir.htm>

National Aeronautics & Space Administration

<http://sbir.nasa.gov>

National Science Foundation

<http://www.nsf.gov/eng/iip/sbir/index.jsp>

Small Business Administration

www.sba.gov/SBIR/

NATIONAL RESOURCES (GOVERNMENT/NON-PROFIT)

CRIS (Current Research Information System)

<http://cris.csrees.usda.gov/>

CRISP (Computer Retrieval of Information on Scientific Projects)

www.crisp.cit.nih.gov/

Federal Business Opportunities

www.fedbizopps.gov/

Grants.gov

www.grants.gov

Pacific Northwest National Laboratory Economic Development Office

www.pnl.gov/edo/

SBA Tech-Net

<http://tech-net.sba.gov/>

State Science and Technology Institute

www.ssti.org

STATE/REGIONAL SBIR AND SMALL BUSINESS RESOURCES

(listed alphabetically by state)

Technology Research and Development Center of Alaska (TREND)

www.trendalaska.org/

Arkansas SBDC SBIR/STTR Program

www.asbdc.ualr.edu/sbir/grants/

SBIR Colorado

www.sbircolorado.org/

The Connecticut SBIR Office

www.ctsbir.com/

Delaware Technology Assistance Program (DETAP)

www.detap.org/

Florida SBDC Network Business Technology Commercialization Program

www.floridasbdc.org/btc

Georgia SBIR Assistance Program

<http://innovate.gatech.edu/sbir>

Hawaii SBIR program (HDTC)

www.htdc.org/sbir/

Idaho SBIR Initiative Program

<http://technology.idaho.gov/sbir>

Heartland Illinois Technology Enterprise Center (HITEC)

www.heartlanditec.org/

Illinois DCEO Innovation Challenge Technical Assistance Program

www.illinoisbiz.biz/dceo/Bureaus/Technology/Technology+Grants+Programs/Innovation+Challenge+Program.htm

Office of Intellectual Property and Technology Transfer (OIPTT) and

NASA Illinois Commercialization Center (NICC)

www.nasa-illinois.org

Indiana Economic Development Corporation

<http://www.in.gov/iedc/sbir.htm>

Iowa State University Research Foundation, Inc. (ISURF)

www.techtransfer.iastate.edu

Kansas Technology Enterprise Corporation (KTEC)

www.ktec.com/business/section/resources.htm

Kentucky Science and Technology Corporation

www.kstc.com

Maine Technology Institute
www.mainetechnology.org/

Maryland Technology Development Corporation (TEDCO)
www.marylandtedco.org/

Defense Alliance of Minnesota
www.defensealliance.com/

MoFAST: Moving Missouri's Innovations to Market
www.mofast.net

Montana SBIR Program - Montana Department of Commerce
<http://sbir.mt.gov/index.asp>

MSU TechLink - Regional DoD SBIR and Transition Assistance
www.techlinkcenter.org/sbir

Nebraska Business Development Center
<http://nbdc.unomaha.edu/SBIR/>

Nevada Small Business Development Center (NSBDC)
www.nsbdc.org/

New Jersey SBDC Technology Commercialization Center
www.njsbdc.com/SciTech/sbir.asp

New Mexico SBIR Outreach Program
www.techventures.org/whatwedo/entrepreneurs.php

New York SBIR/STTR Assistance
www.nystar.state.ny.us/sbir/outreach.htm

North Dakota SBIR/STTR (NDSS)
www.techconnectnd.com/

North Carolina SBTDC SBIR Outreach
www.sbtdc.org/technology/sbirsttr.asp

Ohio SBIR Program
www.odod.state.oh.us/tech/sbir/

Oklahoma Center for the Advancement of Science and Technology
www.ocast.state.ok.us/Programs/SBIRSTTR/tabid/58/Default.aspx

Oregon SBIR and STTR Resource Guide
www.bizcenter.org/Services/7530/6198/7548

Innovation Partnership (Pennsylvania)
www.innovationpartnership.net/

Puerto Rico Small Business Development Center
www.prsbdc.org/CDTC_web/index.htm

Small Business High Technology Institute
www.sbhti.org/

South Dakota SBIR Center
www.sbir.dsu.edu

SBIR-STTR Assistance Center of Utah
www.innovationutah.com/sbir.html

Virginia's Center for Innovative Technology
www.cit.org/

Washington Technology Center SBIR Program
<http://www.watechcenter.org/sbir>

Washington State Small Business Development Center
www.sbdc.wsu.edu

Wisconsin Entrepreneurs' Network
www.wenportal.org

Wisconsin SBIR/STTR Program
www.wisconsinsbir.org/

Wyoming SBIR/STTR Initiative
www.uwyo.edu/sbir/

OTHER RESOURCES AND CONSULTING SERVICES

Advanced Technology Innovations, Inc.
<http://www.atiincusa.com/>

Bid Data Line
www.biddataline.com/fed/

Biotechnology Business Consultants, LLC
www.bioconsultants.com

Centurion Technology
www.centuriontechnology.com/

Clark Nuber P.S., CPAs
www.clarknuber.com/

Cohen International, SBIR Consulting
<http://rogercohen.com/sbir>

Consulting Concepts, LLC
www.consultingconceptsllc.com

DuResTec
www.durestec.com

Foresight Science & Technology, Inc.
www.foresightst.com

Gov-Con Solutions, LLC
www.sbiraccounting.info

Greenwood Consulting Group, Inc.
www.g-jgreenwood.com

GROW LLC
www.growllc.com

InKnowVation Online
www.inknowvation.com

Innovation Asset Management, LLC
www.iam-llc.com/

Jameson & Company, P.C. (SBIR Survival Kit)
www.jamesoncpa.com/gov't_contract_services.htm

JHEverson Consulting LLC
www.JHEversonConsulting.com

Hentzel & Associates SBIR Services
www.sbirhelp.com

Lytmos Group, LLC
www.lytmos.com

Miller & Associates, P.C.
www.millerpc.com/

New Technology Connection
www.newtechconnect.com

NineSigma, Inc.
www.ninesigma.net/

Ohio Aerospace Institute
www.oai.org

Parmelee Creative & Technical Writing
www.parmeleeewriting.com/

PBC SBIR Services
www.sbirhelpdesk.com
www.pbcinc.com

Piquero Insights, Inc.
www.piqueroinc.com/

Proposals that Work, LLC
www.proposalsthatwork.com

ResearchResearch
www.researchresearch.com/entry/entry.htm

Research Editing

www.researchediting.com

Robert Berger Consulting

Under construction

Rocket Science Technologies

<http://rocketscitech.com>

SBIR.gov

<http://www.sbir.gov/>

SBIR Gateway

www.zyn.com/sbir/

SBIR Nation

www.twitter.com/SBIRNation

SBIR Resource Center

<http://sbir.us>

SciBiz Services

www.scibiz.net/

Small Business Technology Coalition

www.sbtc.org

Summit Contract Management, LLC

www.summitcontractmanagement.com

Tech BizSolutions, Inc.

www.sbiraccounting.com

The SBIR Coach - Fred Patterson

www.SBIRcoach.com

The SBIR Network

www.sbir.net

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

The URL for the Lyris ListManager Web-based interface of this newsletter is:

<https://lyris.pnl.gov/read/login/>.

You will need to choose a password to access your account online. You can make changes to your account as well as view back-issues of the SBIR-Alert (under the Messages tab) and perform keyword searches for issues containing a particular subject or topic of interest from within this interface.

HOW TO REACH US

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

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Gary Spanner - gary.spanner@pnl.gov - (509) 372-4296