

February 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.

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>> SBIR/STTR NEWS AND INFORMATION

ED IES FY 2012 SBIR Solicitations Deadline Reminder

The due date and time for the receipt of proposals in response to the the Department of Education (ED) Institute of Education Sciences (IES) trio of Fiscal Year 2012 Program Solicitations (*Phase I in Education*; *Phase I in Special Education*; and *Fast-Track in Special Education*) is 11 A.M. EST on February 22, 2012.

Note that amendments to all three solicitations were posted on the Federal Business Opportunities (www.fedbizopps.gov) website on February 9, 2012:

Phase I in Education

Solicitation #ED-IES-12-R-0006

Amendment added to provide responses to offeror's questions; see:

https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=5e74becbd0a0b422bfb96daba62b1e58&_cview=0

Phase I in Special Education

Solicitation #ED-IES-12-R-0007

Amendment added to provide responses to offeror's questions; see:

https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=a5ac7db59b6407794bc85c432585b58e&_cview=0

Fast-Track in Special Education

Solicitation #ED-IES-12-R-0005

Amendment added to clarify the solicitation; see:

https://www.fbo.gov/index?s=opportunity&mode=form&id=52149e784d308ff09d96be9255f1ab10&tab=core&_cview=1

DOC NIST FY 2012 SBIR Solicitation Deadline Reminder

The deadline for receipt of proposals in response to the Department of Commerce (DOC) National Institute of Standards and Technology's (NIST) FY 2012 SBIR solicitation is 3:00 p.m. EST, March 2, 2012. NIST does not accept electronic submission of proposals. Four copies of the solicitation must be mailed to:

National Institute of Standards and Technology'
Acquisitions and Management Division
Attn: Micole Cheatham, NIST-12-SBIR
100 Bureau Drive STOP 1640 Building 301, Room B125
Gaithersburg, MD 20899-1640
Telephone: (301) 975-8335

Proposers are reminded to review the NIST/SBIR checklist found in Section 8 of the solicitation as well as the current list of posted questions and answers for the FY12 SBIR Solicitation solicitation, which is available on the NIST SBIR website (www.nist.gov/tpo/sbir/), to assure that your proposal meets the NIST requirements.

EPA FY 2013 SBIR Presolicitation Notice

The Environmental Protection Agency (EPA) posted a presolicitation notice for their FY 2013 SBIR program on the Federal Business Opportunities (www.fedbizopps.gov) website on February 7, 2012. The notice appears below for your convenience. To view the original announcement, visit https://www.fbo.gov/index?s=opportunity&mode=form&id=1d3a64774bc5d43b0dee364f0d7e0daf&tab=core&_cview=0.

Notice Type: Presolicitation Notice
Solicitation Number: SOL-NC-12-00004
Posted Date: February 7, 2012
Original Response Date: May 3, 2012

Synopsis:

The Environmental Protection Agency (EPA) contemplates awarding approximately twenty six firm-fixed price contracts under the Small Business Innovative Research (SBIR) Program Phase I , during Fiscal Year 2013.

During Phase I (covered by this solicitation) contractors shall conduct feasibility-related experimental research or R&D efforts on the following agency topics:

- A) Water
- B) Innovation in Manufacturing
- C) Green Building
- D) Waste Monitoring
- E) Air Quality
- F) Sustainable Utilization of Biomass
- G) Homeland Security.

The anticipated release date of the solicitation is March 14, 2012, with an expected due date of May 3, 2012. The solicitation will be available on the Internet and can be found at www.epa.gov/ncer/sbir/ and www.epa.gov/oam/rtp_cmd/. Firms are encouraged to download the solicitation from these websites. The solicitation document is approximately 65 pages in length, and includes all the requirements, instructions and forms needed for proper proposal submission.

Any questions on this solicitation should be directed to Judy Ancharski, Contract Specialist at ancharski.judy@epa.gov or Marsha Johnson , Contracting Officer at johnson.marsha@epa.gov.

SBIR/STTR Reauthorization Policy Directives Insights

The latest edition of Zyn's SBIR Gateway *Insider* Newsletter includes quotes and information from an interview with Sean Greene, SBA Associate Administrator for Investment and Innovation, who is leading the SBIR policy directive efforts in the SBA.

As indicated in the newsletter, 'the policy directives provide the guidance to the agencies as to how the new laws and statutory mandates will be followed.' A report on the progress and future projections of the policy directive efforts is presented. To view the newsletter, visit www.zyn.com/sbir/insider/sb-insider2-14-12.htm.

It is anticipated that additional information regarding the progress of the policy directives will be available in an upcoming blog post on the SBA SBIR website (www.sbir.gov).

NIH SBIR and STTR Notices

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

The titles, announcement numbers, participating Institutes, and web addresses of the Notices appear below:

Notice of Change of Participation of NIH Institutes and Centers in PA-10-122: SHIFT Award: Small Businesses Helping Investigators to Fuel the Translation of Scientific Discoveries (SBIR)
(NOT-OD-12-047)
National Institutes of Health
grants.nih.gov/grants/guide/notice-files/NOT-OD-12-047.htm

NIDCD Will Participate in PAR-09-220, "Innovations in Biomedical Computational Science and Technology Initiative" (SBIR)
(NOT-DC-12-007)
National Institute on Deafness and Other Communication Disorders
grants.nih.gov/grants/guide/notice-files/NOT-DC-12-007.htm

SBIR Proposal Writing Tip: Navigating the Appearance of Waste, Fraud or Abuse

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 www.gjgreenwood.com.

SBIR Proposal Writing Basics: Navigating the Appearance of Waste, Fraud or Abuse
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As we reported in our summary of the SBIR/STTR Reauthorization legislation last month, the agencies are expected to pay special attention to any proposer who could be guilty of "waste, fraud or abuse" (WFA). We think this may have a profound (and negative) impact on how SBIR/STTR proposals are prepared. We want to dedicate this article to two related sections of the proposal where we think scrutiny will be high for WFA, and therefore where you should pay extra attention.

Each agency expects Phase 1 submitters to describe work related to that being proposed. Generally this discussion is to include a summary of the proposer's knowledge of the state of the art, and a summary of what the proposer has previously done. The latter discussion, which should show the team's credibility to do the work planned for Phase 1, must be written carefully: we have reviewed many Phase 1 proposals in which the company's previous work seems very similar, if not identical, to what they are proposing for the Phase 1 effort.

Obviously, in an environment that is watchful for WFA, reviewers and agencies will shy away from a proposal where it appears that the company has already performed the same work that is being proposed for SBIR/STTR funding. How do you address this? Simply make sure that you not only describe previous related work that you have done, but also DIFFERENTIATE it from what you are proposing to do with the Phase 1 funding. Don't force the reviewer to try to figure out the relationship of prior work to the proposed effort, but instead state it clearly and concisely.

Each agency also expects Phase 1 proposers to disclose "similar or related proposals" that they are submitting to other agencies (or even to the same agency under another topic or program). Once again, don't just list those other proposals, but help the reviewer by explaining key differences between those proposals and this one. Then take an important step farther, by telling the reviewer that you know you cannot receive duplicate funding to do the same work that another agency is also paying for. This helps the reviewer feel more comfortable that you are aware of WFA issues related to double dipping, and will avoid them.

Finally, let's suppose that you do get very lucky and two agencies want to fund two of your Phase 1 projects in which there is some overlapping research. During negotiations, you should indicate that you believe there is an overlap, what it is, and its approximate dollar value. Then you will want to explain how you propose to eliminate that overlap (for example, if there is \$50k of common research for two projects, then you could propose to charge each project \$25k so that their combined contribution exactly equals the \$50k cost of the work common to the projects). Realize that eliminating this overlap means you should be able to do each project at a lower cost (in our example above, each project could be completed for \$25k less than originally budgeted). Indicate to each agency how the money you can save them could be dedicated to enhancements or improvements of the Phase 1 project. For example, this might result in additional tasks performed, a larger sample size analyzed, an algorithm being more rigorously tested, or similar benefit. Recognize, however, that it is ultimately each agency's decision whether to negotiate shared cost research or other such arrangement, and in the WFA environment they may chose the safer path of insisting that you accept only one of the awards.

While WFA is an unfortunate theme in the SBIR/STTR Reauthorization, we believe that it can have a positive impact on your proposals if means you will more carefully explain the difference between previous work and what you propose to do now, better describe the difference between this proposal and related ones, and be proactive in negotiating a "win-win" if multiple agencies want to give you overlapping awards. These changes will help keep you out of WFA trouble, and lead to better, more fundable SBIR/STTR proposals.

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)
gail-jim@g-jgreenwood.com

>> 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

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

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

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

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

How to Project Indirect Rates to Avoid Leaving Money on the Table -- Webinar - February 28th, 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/

DCAA Government Contractors Compliance -- Denver, CO, February 28-29, 2012. This event, designed to help SBIR contractors, will address Indirect Rate Issues; Labor Tracking Issues; Travel Regulations; Unallowable Costs; and more. Visit www.gov-con.com or call 303-800-9115 for more information.

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

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

* *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.

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

* *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, 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 Proposal Prep-NSF -- Detroit, 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 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 asbtcd.ualr.edu/training/technology.asp.

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

* *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 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 asbtcd.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.

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

ED IES FY 2012 SBIR Phase I Solicitation
Due February 22, 2012

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

ED IES FY 2012 SBIR Phase I Solicitation for Special Education
Due February 22, 2012

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

ED IES FY 2012 SBIR Fast Track Solicitation for Special Education
Due February 22, 2012

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

DOC NIST FY-2012 SBIR Solicitation
Due March 2, 2012

www.nist.gov/tpo/sbir/

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

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

DoD STTR Solicitation 2012.A
Expected to open February 28, 2012 (pre-release on the web now)

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

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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