

September 13, 2013

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

Deadlines, Deadlines, Deadlines!

Just a reminder that proposals in response to the following 3 agency solicitations are due in less than 2 weeks:

DOT FY 13.2 SBIR Solicitation – The deadline for receipt of proposals in response to the Department of Transportation (DOT) SBIR FY13.2 Solicitation is September 23, 2013. Interested participants are reminded on the Current Solicitation page (www.volpe.dot.gov/sbir/current.html) that:

Proposals may only be submitted online, and must be received no later than 11:59 P.M. EST on the closing date. Visit Section III: Proposal Preparation Instructions and Requirements, of the current solicitation for details. Be sure to read the entire Solicitation carefully before submitting your proposal. Instructions are included on the submission page.

DoD SBIR 2013.3 and STTR 2013.B Solicitations – The Department of Defense (DoD) 2013.3 SBIR solicitation and STTR 2013.B solicitation will close to proposal submissions on September 25, 2013 at 6:00 AM ET. As is typically the case, DoD cautions to 'plan ahead and submit early.'

The SBIR Interactive Topic Information System (SITIS) closed to new questions on June 12, however, all questions and answers are available for general viewing 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.

USDA 2014 SBIR Phase I Solicitation – Applications in response to the US Department of Agriculture (USDA) National Institute of Food and Agriculture (NIFA) FY-2014 SBIR Phase I solicitation are due September 26, 2013. As indicated in the solicitation: 'All Phase I applications must be submitted via Grants.gov by 5:00 p.m. Eastern Time on September 26, 2013. Applications received after this deadline normally will not be considered

for funding.'

NSF FY-2014 (Release 2) SBIR and STTR Solicitations Released

The National Science Foundation (NSF) posted release 2 of their FY-2014 SBIR and STTR solicitations to the NSF SBIR/STTR website (<http://nsf.gov/eng/iip/sbir/index.jsp>) on September 3, 2013. NSF will accept SBIR proposals from November 2, 2013 to December 2, 2013, and STTR proposals from November 4, 2013 to December 4, 2013.

The SBIR solicitation, which is available at http://nsf.gov/funding/pgm_summ.jsp?pims_id=504892&org=IIP&sel_org=IIP&from=fund indicates:

The SBIR program solicits proposals from the small business sector consistent with NSF's mission. The program is governed by Public Law 112-81 (SBIR/STTR Reauthorization Act of 2011). A main purpose of the legislation is to stimulate technological innovation and increase private sector commercialization. The NSF SBIR program is therefore in a unique position to meet both the goals of NSF and the purpose of the SBIR legislation by transforming scientific discovery into both social and economic benefit, and by emphasizing private sector commercialization.

The STTR solicitation, which is available at http://nsf.gov/funding/pgm_summ.jsp?pims_id=504962 indicates:

This STTR Phase I solicitation aims at encouraging the commercialization of previously NSF-funded fundamental research (NSF funding lineage). It is highly desirable that the core innovation described in the submitted proposals can in some manner be linked to fundamental research funded by the NSF.

The proposals submitted should fall into one the nine broad topic areas, which are detailed on the SBIR/STTR topics homepage:

- Educational Technologies and Applications (EA)
- Information and Communication Technologies (IC)
- Semiconductors (S) and Photonic (PH) Devices and Materials
- Electronic Hardware, Robotics and Wireless Technologies (EW)
- Advanced Manufacturing and Nanotechnology (MN)
- Advanced Materials and Instrumentation (MI)
- Chemical and Environmental Technologies (CT)
- Biological Technologies (BT)
- Smart Health (SH) and Biomedical (BM) Technologies

Both solicitation have notes discouraging the submission of the same project idea to both of the concurrent Phase I solicitations.

See the complete solicitations for lists of 'important information'; lists of the required components for submittal; detailed description of the four research topics; Cognizant Program Officer contact information; and more.

NIH Commercialization Assistance Program Delay Announced

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 September 11, 2013 :

Stay Tuned: NIH Commercialization Assistance Program (CAP) Will Have Delayed Start in 2014

NIH is planning to offer the [Commercialization Assistance Program](#) (CAP) to Phase II awardees in 2014, but the program is expected to have a delayed start. To date, over 758 small businesses have received one-on-one

mentorship from industry experts on regulatory and licensing issues, customized business strategies and investor pitches. CAP participants take part in training workshops, consulting sessions and public events, which can help them accomplish commercialization goals and develop close relationships with potential investors and strategic partners.

Please check NIH's CAP website and stay tuned for announcements about the official launch via the [SBIR/STTR listserv](#) and [twitter](#).

For specific questions, please contact the CAP program manager, Lenka Fedorkova, Ph.D., at fedorkoval@od.nih.gov, or (301) 435-0921. You can also contact the program manager at the NIH Institute or Center (IC) from which you received your SBIR or STTR Phase II award. Program manager contact information is found in the SBIR ([PA-13-234](#)) and STTR ([PA-13-235](#)) parent solicitations.

NASA STTR Partnering Site Announced

Rick Shindell from the [SBIR Gateway](#) announced the opening of the *NASA 2013 STTR Partnering Project* in the September 9, 2013 edition of the *SBIR Insider Newsletter*. The project site (available at www.zyn.com/sbir/partnering/nasa.htm) is designed to help you find a potential partner within a NASA STTR topic of interest, well before the solicitation is released.

In preparation for the STTR release, which is expected in November, Small businesses, Universities, FFRDCs, and non-profits are encouraged to look at last year's NASA STTR topics, and register your organization's interest in partnering on a topic by topic basis.

SBIR Alerting Service Discontinue Announcement

It is our regret to announce that due to budget constraints at Pacific Northwest National Laboratory, we will cease publication of the free SBIR Alerting Service at the end of this fiscal year. The final issue will be September 27, 2013. Back issues will remain on the PNNL website for the foreseeable future at www.pnl.gov/edo/opportunities/sbir/archive.asp. Likewise, the list of SBIR resources will remain on the PNNL website at www.pnl.gov/edo/opportunities/sbir/SBIRresources.pdf, though we don't know if we will continue to update it. We thank Gail and Jim Greenwood for their insightful SBIR/STTR tips, which have added tremendously to the value of the Alert since 1999. All of their tips are available at www.g-jgreenwood.com/sbir_proposal_writing_articles.htm. We also thank all of our readers for their support and suggestions over the last 16 years. We are humbled by the awards that have been bestowed upon us for producing the Alert, including a Tibbetts Award in 2007 and a National Partnership for Reinventing Government Award from V.P. Al Gore in 1999.

>> CONFERENCES AND WORKSHOPS

National

15th Annual NIH SBIR/STTR Conference -- Sioux Falls, South Dakota, October 28-30, 2013. This year's conference "How to Be Competitive in a World of Change: Opportunities Through SBIR/STTR Awards", will offer presentations from NIH program staff and other experts, opportunities for one-on-one meetings with staff representing most NIH institutes and centers, a poster session providing examples of NIH-funded SBIR and STTR projects, and a "Pitch to Investors" panel to educate attendees as to investor expectations. Registration has now opened; visit the conference website for additional details: www.usdresearchpark.com.

Regional

Propel Workshop: SBIR/STTR Grant Writing -- Chicago, IL, September 16-17, 2013. This two-day workshop combines the SBIR/STTR 101, Proposal Preparation and NIH Electronic Submission Workshops into a two-day

intensive workshop. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

FREE SBIR-STTR WORKSHOP: Making that Phase I a Winner -- Logan, UT, September 17, 2013. Come and learn the tricks to help you win. Directly following the seminar we will be available to provide one-on-one meetings to help you strengthen your SBIR-STTR proposal and increase your chances of winning. If you have submitted and weren't funded, we can help you restart. If you are new, we will get you steered in the right direction. For more information and to visit www.innovationutah.com/sbir/registration-form/, or contact Breanne Johnson at breannejohnson@utah.gov.

SBIR/STTR Fall Training: NIH/NCI SBIR Program and One-to-One Appointments -- North Brunswick, NJ, September 17, 2013. This seminar is intended to provide participants with an introduction to and overview of the SBIR and STTR programs with a focus on the National Institutes of Health (NIH) and the National Cancer Institute (NCI). The seminar will feature participation by Todd Haim, PhD, who serves as SBIR/STTR Program Manager at NCI. The program will also include instruction on topic searching and identification and an introduction to proposal writing. For more information, contact rgharmon@njsbdc.com.

DCAA Compliant Seminar -- Denver, CO, September 17-18, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks Seminar; and more. Visit www.gov-con.com or call 303-800-9115 for more information.

SBIR Introduction Webinar -- Online, September 18, 2013. To register, visit <http://exactmail.atlanticbt.net/link.php?M=114023&N=3171&L=9206&F=H> or email sbir@sbtbc.org for more information.

Webinar: ABC's of SBIR/STTR Funding -- Online, September 19, 2013. Join us for this webinar covering 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 and tools to help begin the process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Webinar: Learn About Nasa's SBIR/STTR Program -- Online, September 24, 2013. Find out how the NASA program operates, if your technology qualifies, and what you need to know about preparing a compelling proposal that meets NASA's unique requirements, including what and what not to include. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Prep - NIH Focus -- Plymouth Charter Township, MI, September 25-26, 2013. This seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

NASA and DoE SBIR/STTR Tips -- McLean, VA, September 30, 2013. Learn special proposal development and submission tips for the NASA and Dept. of Energy SBIR and STTR grant programs. Make sure you are prepared! Special NASA SBIR program guest to provide additional tips! For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Webinar: Tips on Electronic Submission to DOE -- Online, October 1, 2013. This webinar will provide tips and guidance to help applicants avoid common errors and successfully navigate the electronic submission process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Advanced Government Compliance Webinar -- Online, October 2, 2013. This event, designed to help SBIR contractors, will address FAR Overview, Cost Accounting Standards-Overview, OVERHEAD/G&A RATE VARIETIES AND CONSIDERATIONS, Advanced Incurred Cost Proposals, DCAA Audit - Support and Defense, How to Build and Negotiate a DCAA Cost Compliant Proposal; and more. Visit www.gov-con.com or call 303-

800-9115 for more information.

NIH SBIR Introduction and Phase 1 Proposal Guidance Webinar -- Online, October 2, 2013. To register, visit <http://exactmail.atlanticbt.net/link.php?M=114023&N=3171&L=9205&F=H> or email sbir@sbt-dc.org for more information.

* *Abbreviated Phase 1 Proposal Preparation Workshop* -- Carbondale, IL, Oct 11, 2013. This half-day event will cover the basics of SBIR/STTR including the reauthorization, and then address the four-step process for developing a Phase 1 proposal. Contact lindberg@biz.siu.edu for more information or to register.

* *Phase 2 Proposal Preparation Workshop* -- Tampa, FL, October 17, 2013. This event will start with Phase 2 basics, then progress through a recommended process for developing a Phase 2 proposal. It will then address the all-important commercialization plan, which can make or break a Phase 2 proposal—and show you how other companies have undertaken commercialization of their SBIR/STTR technologies, both successfully and not so much. Wendy at wplant@usf.edu is the person to contact for more information or to register.

* *Phase 1 Proposal Preparation Workshop* -- Orlando, FL, October 22, 2013. This event will present information about the basics of SBIR/STTR, and how to submit a competitive Phase 1 proposal to any agency. It will also cover the important changes being made to both programs as a result of their recent reauthorization—that legislation includes changes that only some of the agencies must make, changes that agencies can decide whether to implement or not, and changes that different agencies are implementing in different ways. For more information or to register, contact peggy.allen@ucf.edu.

DCAA Gov't Contracts Compliance 4 Day On-Line Boot Camp -- Online, November 4-7, 2013. This event, designed to help SBIR contractors, will address DCAA Audits, Contract Close Outs, Forward Pricing Rates/Audits, Managing Subcontractors; and more. Visit www.gov-con.com or call 303-800-9115 for more information.

Identifying Business and Research Partner Webinar -- Online, November 13, 2013. To register, visit <http://exactmail.atlanticbt.net/link.php?M=114023&N=3171&L=9205&F=H> or email sbir@sbt-dc.org for more information.

* *Phase 1 Proposal Preparation Workshop and Introduction to Phase 2* -- Gainesville, FL, December 3, 2013. This event will start with a thorough overview of the SBIR/STTR programs and then continue through a four-step process for developing a competitive Phase 1 proposal. The workshop concludes with a brief session on important factors in applying for Phase 2 SBIR/STTR funding. For more information or to register, contact ksfl@ufl.edu.

* *Other possible upcoming SBIR training opportunities include:*

Annual New Jersey SBIR/STTR conference -- Newark/Brunswick area, New Jersey, November 2013 (tentative)
SBIR/STTR Phase 1 workshop -- Tampa, Florida, February 4, 2014

* **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-igreenwood.com, or visit their web site at www.g-igreenwood.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

DOT FY 13.2 SBIR Solicitation

Due September 23, 2013

www.volpe.dot.gov/sbir/

DoD SBIR 2013.3 Solicitation

Due September 25, 2013

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

USDA 2014 SBIR Phase I Solicitation

Due September 26, 2013

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

DOE FY2014 SBIR and STTR FOA

Applications Due October 15, 2013 (Letter of Intent was Due September 3, 2013)

<http://science.energy.gov/sbir/funding-opportunities/>

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Date: December 5, 2013;

AIDS and AIDS-related due January 7, 2014

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

STTR

DoD STTR 2013.B Solicitation

Due September 25, 2013

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

DOE FY2014 SBIR and STTR FOA Release 1

Applications Due October 15, 2013 (Letter of Intent was Due September 3, 2013)

<http://science.energy.gov/sbir/funding-opportunities/>

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Date: December 5, 2013;

AIDS and AIDS-related due January 7, 2014

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

Coming Soon

DOE FY2014 SBIR and STTR FOA Release 2

Expected November 25, 2013 (Topics issued October 28, 2013)

<http://science.energy.gov/sbir/funding-opportunities/>

NASA 2013 SBIR and STTR Solicitations

Expected November, 2013

<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>

ED IES FY 2014 SBIR Solicitation
Expected December, 2013
<http://www2.ed.gov/programs/sbir/applicant.html>

>> **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 at 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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