

August 30, 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

PHS 2014-1 SBIR Contract Solicitation Opens

The National Institutes of Health (NIH) recently announced on their SBIR web site (grants.nih.gov/grants/funding/sbir.htm) that the NIH/CDC SBIR Contract Solicitation is now open. Proposals are due November 13, 2013. It is anticipated that the NIH will award up to 86 Phase I firm fixed price contracts, and the CDC will award up to 24 contracts in amounts up to \$150,000. Phase II contracts will be available in amounts up to \$1,000,000. Fast-Track contract proposals will also be accepted for specific topics.

The solicitation is available in PDF and MS Word file formats at <http://grants.nih.gov/grants/forms.htm#contracts>, and on the Federal Business Opportunities (www.fedbizopps.gov) website at www.fbo.gov/spg/HHS/NIH/RCB/PHS-2014-1/listing.html. For additional information, please see the NIH Guide Notice ([NOT-OD-13-108](#)).

NIH SBIR/STTR Niche Assessment Program Notice

The National Institutes of Health (NIH) posted the following notice on their SBIR/STTR News Flash Page (grants.nih.gov/grants/funding/sbirsttr_news.htm) on August 29, 2013 :

Official Launch: Niche Assessment Program for NIH SBIR/STTR Phase I Awardees

The National Institute of Health's SBIR/STTR Niche Assessment Program is a nationwide program funded by NIH to help jump-start an SBIR/STTR Phase I awardee's commercialization efforts. Services are provided by Foresight Science & Technology of Providence, RI.

Technology Niche Analyses® (TNA®) are provided by Foresight, for one hundred thirty eight (138), NIH SBIR/STTR Phase I awardees. These analyses assess potential applications for a technology and then for one viable application, it provides an assessment of the:

1. needs and concerns of end-users;
2. competing technologies and competing products;
3. competitive advantage of the SBIR/STTR-developed technology;
4. market size and potential market share (may include national and/or global markets);
5. barriers to market entry (may include but is not limited to pricing, competition, government regulations, manufacturing challenges, capital requirements, etc.);
6. market drivers;
7. status of market and industry trends;
8. potential customers, licensees, investors, or other commercialization partners; and,
9. the price customers are likely to pay.

Each participant receives an in-depth report of Foresight's findings. Oftentimes the small businesses can use this information in their commercialization plans which are part of their Phase II applications.

For more information, see Notice NOT-OD-13-109 that was placed in the NIH Guide for Grants and Contracts on August 28, 2013.

For questions, please contact:

Robert Vinson, Jr.
NIH SBIR/STTR Program
Office of Extramural Programs
Office of Extramural Research
Phone: (301) 435-2713
Email: sbir@od.nih.gov

NIH Events of Interest

The National Institutes of Health (NIH) recently posted a pair of notices on their SBIR/STTR News Flash Page (grants.nih.gov/grants/funding/sbirsttr_news.htm), highlighting a couple of events that may be of interest to the SBIR community. A portion of those notices appear below. See the '**CONFERENCES AND WORKSHOPS**' section of this newsletter for dates and times of SBIR-specific events planned in your region this Fall.

Upcoming FDA Conference: Small Business Regulatory Education for Industry

Attend the Food and Drug Administration (FDA)'s Small Business Regulatory Education for Industry (REdI) Fall Conference to learn how FDA's drug and device regulations impact your technological research!

What: Fall REdI Conference
When: September 25-26, 2013
Where: The Hyatt Regency Bethesda
One Bethesda Metro Center (7400 Wisconsin Ave)
Bethesda, MD 20814
Phone: 301-657-1234

For any questions about the conference, please contact CDER Small Business Assistance at 1-866-405-5367.

For more information on CDER Small Business Assistance workshops and webinars, please visit www.fda.gov/smallbusinessdrugs.

Register Today: National Institute of Allergy and Infectious Diseases' Small Business Workshop

NIH SBIR/STTR Announcement on Behalf of NIAID. Mark your calendars for the [National Institute of Allergy and Infectious Diseases' \(NIAID\) Small Business Workshop](#). The one-day workshop will be held in Washington, DC on September 27, 2013 and has no registration fee.

Discover how NIAID's Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) programs can help your business develop and commercialize infection disease technologies, and learn about federal and non-federal resources available to small businesses.

If you have any questions, please contact Natalia Kruchinin, Ph.D. at NIAID, NIH at kruchininn@niaid.nih.gov.

DoD SBIR 2013.3 and STTR 2013.B Solicitations Open

The Department of Defense (DoD) began accepting proposals in response to their SBIR 2013.3 and STTR 2013.B Solicitations on August 26, 2013. Both solicitations close on September 25, 2013.

The web sites for both solicitations (available on the DoD SBIR/STTR website www.acq.osd.mil/osbp/sbir/index.shtml) include notices that *'Important updates have been made to the solicitation instructions. Please see the Solicitation Modifications page for details.'*

The solicitation websites also indicate that:

"For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed during the Open period when DoD is accepting proposals for each solicitation. However, proposers may still submit written questions about solicitation topics through the [SBIR/STTR Interactive Topic Information System \(SITIS\)](#). In SITIS the questioner and respondent are anonymous and all questions and answers are posted electronically for general viewing until the solicitation closes. All proposers are advised to monitor SITIS during the Open solicitation period for questions and answers and other significant information relevant to their SBIR/STTR topics of interest"

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 20, 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

How To Win SBIR Awards -- Hanover, MD, September 10, 2012. Maryland TEDCO and the Maryland SBTDC Network will co-sponsor this workshop, which will address: How to strategically align SBIR & STTR with your plans; How to decide if you, or your firm, should pursue SBIR/STTR; and How to evoke desired responses in reviewers of SBIR/STTR applications. For more information, visit sbir.us/course.html, or contact sbir@sbir.us.

The Ins and Outs of SBIR/STTR Funding. Is Your Technology a Fit? -- During this workshop, expert trainer, Andrea Johanson, PhD, will provide important information about SBIR/STTR funding and how to craft a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. Akron, OH, September 10, 2013. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Prep - NIH Focus -- Grand Rapids, MI, September 10-11, 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.

** Phase 1 Proposal Preparation Workshop and Introduction to Phase 2* -- Shreveport, LA, September 12, 2013. This event, sponsored by Louisiana Tech University and the Louisiana Technology Transfer Office, is for select, small, technology-oriented companies, entrepreneurs/innovators and university faculty/department managers that are capable of engaging in innovative, basic research and development with the specific goal to produce a product for market or one that is needed by the federal government. The workshop will begin with a thorough overview of the SBIR/STTR programs including the recent reauthorization legislation and its implications, and will continue through a four-step process for developing a competitive Phase 1 proposal. It will then touch on some important factors in applying for Phase 2 SBIR/STTR funding. For more information or to register, visit <http://fast-shreveport-sbir-sttr-sep12-2013.eventbrite.com/>. For questions contact: vjohns3@lsu.edu, rkeller@lsu.edu, kwyatt@latech.edu.

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@sbtcd.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@sbtcd.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@sbtcd.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-jgreenwood.com, or visit their web site at www.g-jgreenwood.com.

If you are sponsoring or are aware of SBIR workshops in your area and would like to post an announcement, feel free to contact us.

>> SOLICITATIONS CURRENTLY OPEN

SBIR

DOE FY2014 SBIR and STTR FOA
Letter of Intent Due September 3, 2013
Applications Due October 15, 2013
<http://science.energy.gov/sbir/funding-opportunities/>

DOT FY 13.2 SBIR Solicitation
Due September 23, 2013
www.volpe.dot.gov/sbir/

USDA 2014 SBIR Phase I Solicitation

Due September 26, 2013

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

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

Due Date: December 5, 2013;

AIDS and AIDS-related due September 7, 2013, and January 7, 2014

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

STTR

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

Due Date: December 5, 2013;

AIDS and AIDS-related due September 7, 2013, and January 7, 2014

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

Coming Soon

DoD SBIR 2013.3 Solicitation

Expected August 26, 2013 (pre-release on the web now)

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

DoD STTR 2013.B Solicitation

Expected August 26, 2013 (pre-release on the web now)

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

>> 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:

Richard Fowler - richard.fowler@pnnl.gov - (509) 372-4332

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