

April 26, 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

DoD SBIR 2013.2 Solicitation in Pre-Release

The Department of Defense (DoD) posted the SBIR 2013.2 Solicitation on their SBIR/STTR website (www.acq.osd.mil/osbp/sbir/index.shtml) on April 24, 2013. The solicitation is in pre-release, and will be open to proposal submission from May 24 through June 26, 2013.

During this Pre-Release period, you may talk directly with topic authors to ask technical questions about the topics. Their names, phone numbers, and e-mail addresses are listed within each solicitation topic.

A presolicitation notice for DoD SBIR 2013.2 has also been posted on the Federal Business Opportunities (www.fedbizopps.gov) website. This notice is available at:

www.fbo.gov/index?s=opportunity&mode=form&id=5bb4b2338de517f93c32b1e9f8952e7b&tab=core&_cview=0

For more information, contact the SBIR/STTR Help Desk at 1-866-724-7457 or sbirhelp@brtrc.com.

DHS FY13.2 SBIR Solicitation Opens; Website Scheduled Maintenance Notice

The Department of Homeland Security (DHS) Science & Technology (S&T) program is began accepting proposals in response to their FY13.2 SBIR Solicitation on April 18, 2013. The proposal submission deadline is May 22, 2013. The topic areas are available on the Current Solicitation page of the DHS [SBIR Program Portal](#), and the solicitation is available on the Federal Business Opportunities website at https://www.fbo.gov/index?s=opportunity&mode=form&id=b68baefa1d9d81cb2cdd0db3a9ddb723&tab=core&_cview=0.

Note that since the solicitation was released on April 2, a file containing additional information for Topic #4 has also been posted.

Also note that if you are planning on visiting the DHS SBIR Program Portal this weekend that they recently posted the following notice:

The DHS S&T SBIR Portal website will be undergoing scheduled maintenance and will not be available on the following dates and times:

11:00 PM Saturday, April 27, 2013 EDT - 1:00 AM Sunday, April 28, 2013 EDT

We apologize for any inconvenience.

for more information regarding the DHS SBIR Program or the S&T Directorate, visit sbir2.st.dhs.gov/portal/SBIR/, or email stsbir.program@dhs.gov.

USDA SBIR Impact: April 2013

The April 2013 issue of 'SBIR Impact' was recently posted on the U.S. Department of Agriculture (USDA) SBIR website (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 an update on the funding recommendations for 2013 SBIR solicitation proposals. The newsletter indicates that:

Phase I panels are complete and funding recommendations have been made based on a projected FY13 budget. At the time of this newsletter, USDA SBIR selected 10% of the projects recommended for funding to be awarded. This decision was based on the delay of the FY13 budget appropriations. USDA SBIR is currently waiting to determine the total FY13 budget and once in place a decision will be made to determine if additional projects can be funded. In past years the USDA SBIR program funded approximately 15% of the proposals that were submitted and reviewed.

Also included in the newsletter is a notice that the 2014 USDA-SBIR Phase I Solicitation is tentatively scheduled to be released June 2013, with a expected closing date of September 26, 2013; instructions for proper acknowledgment of National Institute of Food and Agriculture (NIFA) funding in published manuscripts, presentations, and news releases; and more.

For more information regarding the USDA SBIR program, contact sbir@nifa.usda.gov or call (202) 401-4995.

SBIR Winner in the News

The National Science Foundation NSF FY-2014 Phase I SBIR and STTR Solicitations are scheduled to open in early May. The solicitations are currently available on the NSF SBIR/STTR website at www.nsf.gov/eng/iip/sbir/. Past and current grantee information and abstracts are also available on the website.

One recent NSF SBIR grantee was recently publicized in a press release on April 9, 2013. A portion of the release appears below. To view the entire release, visit www.prnewswire.com/news-releases-test/z-lens-llc-receives-sbir-phase-i-award-from-nsf-202104961.html:

Z Lens LLC Receives SBIR Phase I Award from NSF

Z Lens LLC announces a National Science Foundation (NSF) Small Business Innovation Research (SBIR) grant award to support development of its novel accommodating intraocular lens (IOL). This \$150,000 Phase I grant enables Z Lens to measure the forces of accommodation in the eye using a proprietary technique to capture the movement the ciliary body exerts on the zonules.

"We greatly appreciate the support of the NSF in our product development. Our novel approach to capturing accommodative forces has already shown promising results in our animal experiments. Our goal is to develop an AD-IOL that provides true accommodation and glasses-free living to patients after cataract surgery. This NSF grant will enable us to capture the data we need for product development," said Dr. Paul Beer inventor and founder of Z Lens.

SBIR Resources on the Web Spotlight: GrantIQ Launched

A new resource that may be particularly useful with the recently released DoD SBIR 2013.2 Solicitation, is now available. SBIR Source has announced the launch of GrantIQ, a powerful addition to its portfolio of resources empowering small high-tech companies to find and win highly-valued funding through the Federal Small Business Innovation Research (SBIR) program. GrantIQ provides a searchable listing of open funding opportunities accompanied with detailed competitive and sponsor intelligence drawing on SBIR Source's extensive database of current and historical SBIR awards, participants, and sponsors. You can access GrantIQ at <http://sbirsource.com/grantIQ> and read a blog post detailing the valuable features of GrantIQ at <http://sbirsource.quora.com>.

For more information, contact Dr. Chris Jones at 339-227-2933, or cjones@sbirsource.com.

>> CONFERENCES AND WORKSHOPS

National

National SBIR Spring 2013 Conference -- Washington DC, May 14-16, 2013. Co-located with the 15th Annual TechConnect World and the National Innovation Summit, the National SBIR Conference will provide key information and contacts for small businesses and TTOs competing for SBIR/STTR contracts totaling over \$2.5B Annually. Meet one-on-one with program managers and corporate acceleration partners focused on Accelerating Commercialization of American Innovation! For more information and to register, visit nationalinnovationsummit.com/program/National_SBIR_Conference.html, or contact Sarah Wenning at (512) 697-8849 or wenning@techconnect.org.

15th Annual NIH SBIR/STTR Conference -- Sioux Falls, South Dakota, October 28-30, 2013. Agenda, registration, and all logistics tbd. Watch <http://sbir.nih.gov/> for updates.

Regional

* *SBIR/STTR Overview and Proposal Preparation Workshop* -- New Orleans, LA, April 30, 2013. The Louisiana Technology Transfer Office, LSU Innovation Park, Baton Rouge, LA and the New Orleans Bio Innovation Center (NOBIC) are partnering to sponsor this all-day event. Jim Greenwood, Greenwood Consulting Group, Inc. will conduct the workshop. The morning session will cover SBIR/STTR basics (including the recent reauthorization), and Phase 1 proposal preparation. The afternoon includes abbreviated sessions on Phase 2/commercialization and the cost proposal. A brief panel discussion/Q&A will also be held that will include Greenwood; Dr. Kam Ng, CEO, University of LA-Lafayette LITE Center; Dr. Tom Stanley, NASA SBIR Program at Stennis Space Center, and representatives from several companies that have won SBIR awards. For more information contact Roy Keller, Director, Louisiana Technology Transfer, at (225) 578-3985 or email at: rkeller@lsu.edu, or visit www.neworleansbio.com/news_events/events/sbir_workshop.

* *SBIR/STTR Phase 1 Proposal Preparation Workshop* -- Oklahoma City, Oklahoma, May 1, 2013. This event will offer a strong overview of the SBIR/STTR programs and a simple but comprehensive four-step process for developing a credible and competitive Phase 1 proposal. The SBIR/STTR Reauthorization is leading to many important changes in these programs, and the most important ones that you need to know about will be highlighted. For more information on the workshop or to register, contact steven.martinez@ocast.ok.gov.

Overview of DoD topics and Components Webinar -- Online, May 2, 2013. Does your project have an application in the current Dept. of Defense SBIR/STTR solicitation? Get an overview of the topics as well as the various DoD components, ask questions and learn how to get your proposal off to a great start. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Submitting to DoD? Learn Their Language! Webinar -- Online, May 7, 2013. This webinar will provide a brief look at how SBIR/STTR projects fit into the DoD's procurement process, and how you can "speak their language" to improve your chances of winning Phase I and Phase II contract awards. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Government Contracting and Accounting -- New York, NY, May 7, 2013. This seminar is specifically designed for SBIR grant applicants and recipients, including other financing applicants and winners. Working on a RO1? Won an SBIR grant? Have you received an award from a federal agency that uses cost-plus-fixed fee contracts? Ready to apply for a grant, but first you want to understand contract negotiation? If you answered yes to any of the above questions, then join ITAC and Jameson CPA for a thorough workshop on the do's and don'ts of government accounting and contracting. For more information and to register, visit <http://govtcontracts101.eventbrite.com/#>.

SBIR/STTR Proposal Prep – NIH Focus -- Kalamazoo, MI, May 7-8, 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.

SBIR/STTR Proposal Prep – DoD Focus -- Troy, MI, May 9, 2013. This Dept. of Defense-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DoD, including both technical and commercialization plans, and navigating the often complicated submission process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

DHS S&T SBIR Webinar Series: Manufacturing Extension Program (MEP) -- Online, May 9, 2013, 1:00-2:00PM EST. This webinar series has been designed specifically for DHS Phase I and Phase II SBIR awardees, as well as other organizations that are interested in becoming involved with the DHS Small Business Innovation Research program. The NIST Manufacturing Extension Program is a valuable resource for companies looking to shift from research and development to production. Learn where the MEPs are in your area and how they can assist you with Product Design and Prototyping, Design for Manufacturing, Design for Assembly, and Sourcing. Visit sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir_news_events#2 for more information.

Basics of Commercializing a Technology Webinar -- Online, May 9, 2013, Noon to 1:00PM. Contact John Ujvari at sbir@sbtcd.org for more information.

National SBIR/STTR Conference Seminars -- Washington, DC area, May 14-16, 2013. Three important half-day seminars will be available on the afternoon of May 14th as part of the pre-conference events taking place during the National SBIR Spring 2013 Conference in Washington DC, May 14-16, 2013. The seminars will include an abbreviated Phase 1 proposal preparation workshop led by Greenwood Consulting Group, Inc., a Phase 2 proposal preparation workshop led by Mark Henry, and cost proposal/government accounting/budget workshop led by Ed Jameson. For more information or to register for the conference and these pre-conference workshops, go to http://nationalinnovationsummit.com/program/National_SBIR_Conference.html.

SBIR At-A-Glance -- Sterling Heights, MI, May 15, 2013. This class will provide you with a high-level view of alternative avenues for commercialization and how the federal funding through the SBIR and STTR programs can be a valuable part of the process. For more information, visit www.bbcetc.com/training/, or contact

info@bbcetc.com.

Essentials of Commercialization -- Detroit, MI, May 16, 2013. Learn the basics of how to develop an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and developing financial plans and business models. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

How to Prepare a Budget for SBIR/STTR Proposals Webinar -- Online, May 16, 2013. This session will walk through the development of a project budget. Items covered will include: what costs need to be included, how to write a budget justification, can the company afford to pursue this project, what indirect rate should be used and more. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Advanced DCAA Government Contractors Compliance Webinar -- Online, May 21-22, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, FAR Overview, Cost Accounting Standards – Overview, Overhead/G& Rate Varieties and Considerations, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

The ABC's of SBIR/STTR Funding Webinar -- Online, May 22-23, 2013. Join us for this webinar covering SBIR/STTR program basics including: program purpose; eligibility; and sources of funding. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

* *Phase 2 Proposal Preparation Workshop* -- Reno, NV, May 30, 2013. This workshop begins with the basics of Phase 2, including a discussion of how the recent reauthorization means important changes to Phase 2 of the SBIR and STTR programs. It then progresses into a presentation of a four-step process for developing a competitive Phase 2 proposal. It concludes with a discussion of the all-important Phase 2 commercialization plan, including presentation of samples of how SBIR/STTR companies are commercializing their technologies. This workshop is perfect for anyone with a Phase 1 award interested in progressing into the larger Phase 2 effort, or for those who work with such companies. For more information or to register, contact fhgrupe@gmail.com.

Secrets of Winning SBIR/STTR Proposals -- Princeton University, NJ, May 31, 2013. This half-day seminar is intended to provide participants with an introduction and overview of the SBIR and STTR programs including how to search for solicitations and topics that may fit their technologies and core technical competencies. Participants will also receive instruction intended to help them prepare competitive grant proposals. For seminar agenda and registration visit www.njsbdc.com/sbir beginning April 19.

Navy Opportunity Forum 2013 -- Crystal City, VA, June 3-5, 2013. The 13th Annual Navy Opportunity Forum, sponsored SBIR Program Office, provides an effective way for acquisition officers, R&D managers, prime contractors, 1st and 2nd tier suppliers, and defense personnel to preview Navy-funded technologies developed by small business. Visit www.navyopportunityforum.com for more information.

* *SBIR/STTR Phase 1 Proposal Preparation Workshop* -- Orlando, Florida, June 6, 2013. This event will provide a strong overview of SBIR/STTR (including important things that many "experts" don't know about these two programs), a briefing on the SBIR/STTR reauthorization and its implications for the programs and your proposal, and in-depth coverage of a simple but comprehensive four-step process for developing a competitive Phase 1 proposal. More information and registration can be had from jack@ucf.edu.

* *How to Keep From Losing Money or Going to Jail Over Your SBIR/STTR Project* -- Albuquerque, New Mexico, June 13, 2013. The focus of this unique workshop is twofold: First, we are going to talk about the key changes coming in SBIR/STTR because of the recent Reauthorization of both programs, SBA's policy directives guiding how the agencies should implement the reauthorization, and what the agencies are deciding to do based on the legislation and the policy. Then we'll sort of shift gears and talk about the all-important SBIR/STTR cost proposal and the recordkeeping you are expected to do if you get an award. For more information or to register, contact

metta-marie.d.stahl@lmco.com.

SBIR/STTR Phase I Proposal Preparation Workshop, NIH Focus -- Louisville, KY, June 11-12, 2013. At this event, attendees will learn how to prepare high-quality, competitive proposals especially for the National Institutes of Health - from fundamentals and strategic planning, to proposal development and submission, to commercialization plan and post-submission issues. In addition, attendees will also learn about Kentucky SBIR/STTR assistance programs - Phase Zero and Phase Double Zero grants as well as the Kentucky SBIR-STTR Matching Funds Grant Program. For more information, visit <http://ksef.kstc.com> or contact Mahendra Jain at mjain@kstc.com.

DHS S&T SBIR Webinar Series -- The Safety Act -- Online, June 13, 2013, 1:00-2:00PM EST. This webinar series has been designed specifically for DHS Phase I and Phase II SBIR awardees, as well as other organizations that are interested in becoming involved with the DHS Small Business Innovation Research program. The DHS Safety Act is an invaluable tool for technology developers. It provides legal liability protection for providers of Qualified Anti-Terrorism technologies. Learn about the protection that this Act provides and how to apply for Certification under this Act. Visit sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir_news_events#2 for more information.

2013 New England Regional SBIR/STTR Summer Session -- Kennebunkport, ME, June 20, 2013. The Maine Technology Institute offers a prime opportunity for New England's small business owners, entrepreneurs, researchers, scientists and inventors, to meet with federal agency program managers who are charged to seek out and invest in developing technologies across the country. For more information, contact Karen West at cpmgmt@fairpoint.net.

* Other possible upcoming SBIR training opportunities include:

SBIR/STTR Phase 2/Commercialization workshop -- Tampa, Florida, October 17, 2013
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

DHS S&T FY13.2 SBIR Solicitation
Due May 22, 2013
sbir2.st.dhs.gov/portal/SBIR/

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due Dates: August 5, December 5, 2013;
AIDS and AIDS-related due May 7, 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 Dates: August 5, December 5, 2013;
AIDS and AIDS-related due May 7, September 7, 2013, and January 7, 2014
<http://grants.nih.gov/grants/funding/sbir.htm>

Coming Soon

EPA FY-2013 Phase I SBIR Solicitation
Expected May 2013
epa.gov/ncer/sbir/

NSF FY-2014 Phase I SBIR Solicitation
Opens May 11 2013; Available on the web now
www.nsf.gov/eng/iip/sbir/

NSF FY-2014 Phase I STTR Solicitation
Opens May 13 2013; Available on the web now
www.nsf.gov/eng/iip/sbir/

DoD SBIR 2013.2 Solicitation
Expected May 24, 2013; pre-release currently available on the web
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.

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

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