

May 4, 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

DoD SBIR Solicitation 2012.2 in Pre-Release

As noted on the Department of Defense (DoD) SBIR/STTR website (www.acq.osd.mil/osbp/sbir/index.shtml), the SBIR 2012.2 Solicitation is in pre-release. The solicitation will be open to proposal submission from May 24, 2012 at 6:00 AM ET through June 27, 2012 6AM ET. The solicitation, including general instructions and topic descriptions and instructions for the participating components, is available in HTML, PDF, and MSWORD file formats at www.acq.osd.mil/osbp/sbir/solicitations/sbir20122/index.shtml.

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.

The presolicitation notice for the DoD SBIR Solicitation 2012.2 was posted on the Federal Business Opportunities (www.fedbizopps.gov) website on April 24, 2012. A portion of the notice appears below for your convenience. To view the original announcement, visit www.fbo.gov/index?s=opportunity&mode=form&id=6e0123fa72ed581588276eee41104998&tab=core&_cview=0

Notice Type: Presolicitation Notice
Solicitation Number: DoDSBIR2012_2
Posted Date: April 24, 2012
Original Response Date: June 27, 2012

Synopsis: Small high-technology firms are encouraged to submit proposals to DoD for R&D projects with both military and commercial applications in response to the 2012.2 SBIR Solicitation, which will be publicly released on the DoD SBIR Web site (www.acq.osd.mil/osbp/sbir/solicitations/index.shtml) on May, 24, 2012. The 2012.2 SBIR Solicitation will open for receipt of proposals on May, 24, 2012 and will close at 6:00 A.M. ET on June 27, 2012.

Seven DoD Components will participate in the 2012.2 Solicitation: The Department of the Army, The Department of the Navy, Chemical and Biological Defense Program (CBD), Defense Advanced Research Projects Agency (DARPA), Defense Health Program (DHP), Defense Logistics Agency (DLA), Defense Microelectronics Activity (DMEA), Defense Threat Reduction Agency (DTRA), and Missile Defense Agency (MDA). The solicitation lists all of the R&D topics under which DoD is seeking proposals, and also contains detailed information on the parameters of the SBIR program and how to submit a proposal.

Small firms apply first for a six-month phase I award of \$70,000 to \$150,000 (unless otherwise specified in the component instructions) to test the scientific, technical, and commercial merit of a particular concept. If phase I proves successful, the firm may be invited to apply for a two-year phase II award of \$500,000 to \$1,000,000 to further develop the concept. Proposals must be submitted via the DOD SBIR Web site at (www.dodsbir.net/submission) following the instructions contained in the solicitation, including the instructions specified in the solicitation for the DoD component to which you are applying. Questions may be directed to the SBIR/STTR Help Desk at 1-866-724-7457.

Note that since the presolicitation was released, DoD announced that Navy topic N122-151 has been removed.

DOE SBIR Phase I Release 3 Changes Announced

The Department of Energy (DOE) SBIR/STTR Programs Office issued its FY 2012 Phase I (Release 3) Funding Opportunity Announcement (DE-FOA-0000715) on April 3, 2012. The FOA and the Topics document that are currently available on the DOE SBIR/STTR Funding Opportunities page (science.energy.gov/sbir/funding-opportunities/) have been modified since they were originally posted due to changes to several of the topics. These changes and the date each change was made are outlined below:

- Topic 4b: Description clarified (3.15.12)
- Topic 5b. Replaced program manager email contact (3.15.12)
- Topic 7a: First sentence clarified (3.15.12)
- Topic 6d: Subtopic title should be "Differential Compression and Expansion Technologies" and not "Combustion." (3.23.12)
- Topic 5, 5a, 5b, and 5c: Titles and/or descriptions changed for clarification (4.02.12)
- Topic 8b: Removal of reference to webinar (4.16.12)

Tibbetts Awards Announced

The following announcement was posted on the sbir.gov/ website on April 24, 2012:

INNOVATIVE SMALL BUSINESSES RECEIVE TIBBETTS AWARD Two Companies Inducted into SBIR Hall of Fame

Eighteen small businesses and six individuals were honored today by SBA in Washington, D.C., for the critical role they play in research and development for the government and for their success in driving innovation and creating new jobs.

The Tibbetts Awards, given by the U.S. Small Business Administration, honor outstanding small businesses and individuals who participate in the SBA's Small Business Innovation Research (SBIR) program. Two past participants in SBIR who represent the very best of the 30-plus-year SBIR program were named to the second SBIR Hall of Fame class.

"Creating an economy built to last requires redoubling our commitment to supporting innovative entrepreneurs like those we honor with Tibbetts Awards," said Karen Mills, SBA administrator. "In particular, our two 2012 Hall of Famers started small, but their growth has powered our economy for years. Their stories illustrate the promise of the new generation of innovative entrepreneurs and remind us all how central the success of one high growth

small business can be to our competitiveness as a nation."

The Tibbetts Awards, named after Roland Tibbetts, who was instrumental in developing the SBIR program, are presented to companies and individuals from all over the United States who are beacons of promise and models of excellence in high technology.

Tibbetts award winners are selected based on the economic impact of their technological innovation, and on whether they have met federal research and development needs, encouraged diverse participation in technological innovation, and increased the commercialization of federal research.

Two types of Tibbetts Awards exist: awards for businesses that have participated in the SBIR award programs, and awards for individuals who have supported the SBIR Program but who have not received economic assistance from the program.

Another category, created last year, is the SBIR Hall of Fame Awards, which recognize companies with a long period of extraordinary success of research, innovation, and commercialization within the SBIR program.

The SBA's Small Business Innovation Research program accounted for more than \$2.5 billion in FY 2011 in federal research and development funds and is coordinated by the SBA in cooperation with 11 federal agencies.

The presentations will be made at the White House, with Todd Park, Chief Technology Officer of the United States, serving as keynote speaker.

To view the list of award winning companies and individuals, visit sbir.gov/news/innovative-small-businesses-receive-tibbetts-award.

Small Business Resource Opportunity: Business Matchmaking Event

An announcement regarding an event that will take place during the upcoming National Small Business Week that may be of interest to members of the SBIR community, was recently posted on the Small Business Administration (SBA) News Press Release page (www.sba.gov/about-sba-services/7367). A portion of this announcement appears below:

SBA Hosts Business Matchmaking to Link Small Businesses with Federal Contract Opportunities during National Small Business Week

The U.S. Small Business Administration will host a business matchmaking event allowing small businesses to discuss procurement opportunities with major corporations and federal agencies during National Small Business Week on May 22 in Washington, DC.

The event will give small businesses from across the country gathered for National Small Business Week an opportunity to have face-to-face meetings with prime contractors and federal agencies to learn about specific contracting and subcontracting opportunities. This is part of SBA's Procurement Day which will also feature federal contracting panels on gaining access to federal prime contracting and subcontracting opportunities.

The business matchmaking sessions are open to small businesses that register for National Small Business Week. Small business owners will have the option of attending any of three sessions:

- Government Contracting 101: Small Business Contracting Programs
- Insights into Federal Contracting Opportunities with Federal Agency Offices of Small and Disadvantaged Business Utilization (OSDBUs)
- Improving your Business through Subcontracting Opportunities

For more information about the Matchmaking event, visit: nsbw.mybusinessmatches.com and National Small Business Week www.nationalsmallbusinessweek.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. This year's conference "The Changing Face of SBIR/STTR", will offer presentations from NIH program staff and other experts, a poster session providing examples of NIH-funded SBIR and STTR projects, exhibits, and opportunities for one-on-one meetings with staff representing several NIH institutes and centers. For additional details, registration, agenda, and logistics visit nih.kysbir.com/.

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

NSF SBIR/STTR Phase II Grantees Conference -- Baltimore, Maryland, May 6-9, 2012. This event provides opportunities for small businesses that have received SBIR or STTR Phase II awards and supplements from NSF to share their technical and commercial achievements with the NSF Program Directors, potential investors and strategic partners. Grantees will also have the opportunity to network with other small businesses for possible collaborations to grow their businesses and to learn about the various supplemental funding opportunities available for Phase II awards. For more information and to register, visit www.cvent.com/d/8cq8zv

NDIA's Annual Missile Defense Small Business Programs and SBIR/STTR Programs Conference – Huntsville, Alabama, May 8-9, 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.

NIH SBIR/STTR Funding Opportunities – Brunswick Maine, May 9, 2012. This agency focused workshop features Dr. Matthew Portnoy, NIH SBIR/STTR Program Manager. He will talk about the SBIR/STTR at NIH as well as the SBIR/STTR review process. In addition, a small business panel of NIH awardees will provide strategy, hints and tips on writing a compelling application. One-on-one's with Dr. Portnoy and Maine Technology Institute staff will be available.. For more information and to register, visit www.mainetechnology.org, or 207-845-2934.

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.

How To Win SBIR Awards -- Virginia Beach, Virginia, May 17, 2012. This all-agency event will offer an extra "spotlight" on DoD and strategies for the June proposals, and will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

SBIR/STTR Proposal Writing and Intro to NSF -- Princeton University, May 18, 2012. 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. In addition, the seminar will include an introduction to NSF's SBIR/STTR program via teleconference. For more information, visit www.njsbdc.com/blog/technology-commercialization/, or contact RandyGHarmon@aol.com or (410) 315-8101.

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 asbtcdc.ualr.edu/training/technology.asp.

Navy Opportunity Forum 2012 -- Crystal City, Virginia, June 4-6, 2012. The 2012 Navy Opportunity Forum provides a preview of over 250 technologies funded by the Navy's SBIR and STTR programs; the Navy's Office of Research and Technology Applications (ORTAs); and the Department of Energy's, Office of Energy Efficiency and Renewable Energy. Invited attendees include: Large defense contractors, acquisition sponsors, first and second tier suppliers, Navy, DoD, and other federal employees, equity investors, Fortune 500 companies, Congressional Staff and Defense support contractors. For more information and to register, visit www.navyopportunityforum.com, or contact 585-617-6298 or info@navyopportunityforum.com.

How To Win SBIR Awards -- Reno, Nevada, June 11, 2012. This all-agency event (with the Veteran Entrepreneur Training Symposium), will offer an extra "spotlight" on DoD and strategies for the June proposals, and will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

SBIR Commercial Acceleration Program at TechConnect World Summit and Innovation Showcase 2012 -- Santa Clara, California, June 18-21, 2012. TechConnect World 2012 Joint Conferences (Nanotech, Microtech, Biotech and Cleantech), Expo and Innovation Showcase has extended an invitation to SBIR awardee companies to participate in direct matchmaking and showcase opportunities at a greatly reduced cost. Selected SBIR Awardees will be reviewed by Corporate and Technology Acceleration Partners for potential one-on-one meetings and a display booth at the 1.5-day Innovation Showcase with corporate and investment partners. For more information, visit www.techconnectworld.com/World2012/, or contact Derek Mayer, Partnerships Manager, TechConnect at dmayer@techconnect.org or 512-800-9796.

DCAA Compliant Seminar -- Denver, Colorado, June 19-20, 2012. 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.

ISS Conference & NASA SBIR Workshop – Denver, Colorado, June 26-28, 2012. The SBIR Technologies Workshop at the ISS Research and Development Conference will give companies holding current NASA SBIR contracts the opportunity to present their technologies to prime companies, industry, and Government. Priority will go to technologies that can show a direct relationship to ISS needs. Space is limited so reserve your spot. For more information, visit astronautical.org/, or contact arc-sbir-outreach@mail.nasa.gov or (650) 604-2954.

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 asbtdc.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

DOT SBIR FY12.2 Solicitation

Due June 5, 2012

www.volpe.dot.gov/sbir/

DOE FY 2012 SBIR/STTR Phase I Funding Opportunity Announcement

Grant Applications Due: July 3, 2012

science.energy.gov/sbir/funding-opportunities/

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2012;

AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013

grants.nih.gov/grants/funding/sbir.htm

STTR

DOE FY 2012 SBIR/STTR Phase I Funding Opportunity Announcement
Grant Applications Due: July 3, 2012

science.energy.gov/sbir/funding-opportunities/

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due August 5, December 5, 2012;

AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013

grants.nih.gov/grants/funding/sbir.htm

Coming Soon

DoD 2012.2 SBIR Solicitation

Expected to open May 24, 2012 (pre-release available on the web now)

acq.osd.mil/osbp/sbir/index.shtml

NSF FY-2013 SBIR Phase I Solicitation

Expected to open May 19, 2012 (on the web now)

www.nsf.gov/eng/iip/sbir/index.jsp

>> 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

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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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