

April 6, 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

DOE SBIR Phase I Release 3 Announcement

The Department of Energy (DOE) SBIR/STTR Programs Office has issued its FY 2012 Phase I (Release 3) Funding Opportunity Announcement (DE-FOA-0000715). The combined FOA and Topics are available in PDF file format on the DOE SBIR/STTR Funding Opportunities page at science.energy.gov/sbir/funding-opportunities/.

DOE anticipates making approximately 45 awards under this FOA in amounts up to \$150,000. Phase II grant awards are expected to be in amounts up to \$1,000,000. A couple of noteworthy items regarding the submission of applications as outlined in the FOA are listed below:

"A pre-application is a requirement of this FOA. Applicants whose pre-applications meet the evaluation criteria as determined by DOE program managers will be notified and encouraged to submit full applications. Applicants who do not meet these criteria will also be notified. Full applications will only be accepted from applicants who are encouraged to submit full applications. No other applications will be considered for this FOA. Pre-Applications must be emailed mail to the DOE SBIR/STTR Programs Office at sbir-sttr@science.doe.gov by May 1, 2012.

All Phase I applications must be submitted through Grants.gov to be considered for award. Applications must be received by July 3, 2012. You cannot submit an application through Grants.gov unless you are registered. Please read the registration requirements carefully and start the process immediately. Remember you have to update your Central Contract Registry (CCR) registration annually. If you have any questions about your registration, you should contact the Grants.gov Helpdesk at 1-800-518-4726 to verify that you are still registered in Grants.gov."

DOT FY12.2 SBIR Solicitation Now Open

The Department of Transportation (DOT) FY12.2 SBIR solicitation opened on April 2, and will close on June 5, 2012. The solicitation is available to view/download in WORD, PDF, and HTML file formats at www.volpe.dot.gov/sbir/sol12_2/index.html. As indicated on this page:

Technical questions pertaining to the FY12.2 DOT SBIR solicitation research topics must be submitted to the SBIR Program Office by email to linda.duck@dot.gov. No oral questions will be accepted. Technical questions submitted after May 24, 2012 may not be answered.

The DOT SBIR Program Office will submit all questions to the research topic authors for response. Answers will be posted on the DOT SBIR Program website, www.volpe.dot.gov/sbir/current.html under Technical Questions and Answers for 12.2 Solicitation.

The Phase I research topics for participating DOT Operating Administrations for this solicitation are listed below:

Federal Highway Administration

- 12.2-FH1 Delivering In-Vehicle Messages in Temporary Work Zones
- 12.2-FH2 Advanced Rapid Non-destructive test method to determine chemical composition of concrete materials in the field
- 12.2-FH3 Pedestrian Auto Enforcement Program (PAEP)
- 12.2-FH4 Tracking of heavy vehicles for estimating heavy load distribution across the highway system and Weigh-In-Motion Calibration
- 12.2-FH5 Three dimensional mapping of utilities and underground infrastructure for intersection design, repair or reconstruction

Federal Railroad Administration

- 12.2-FR1 Small Scale Diesel Generator for Railway Applications
- 12.2-FR2 System for Prevention of Lens Surface Contamination

Federal Aviation Administration

- 12.2-FA1 Creating Spatial Disorientation in Flight Simulation

The dollar value of Phase I proposals for this solicitation may be up to \$150,000 for a period of performance of six months. Phase II proposals may be funded up to \$1,000,000 for a period of performance up to 24 months. Note that in Fiscal Year (FY) 2011, the DOT SBIR Program established a Phase II B Enhancement Program with the intent of advancing and/or accelerating current active Phase II SBIR-funded technologies towards commercialization. This invitation-only process will be available for the FY12.2 solicitation. Contracts will be a one-time bridge award to the most promising Phase II project(s) and are subject to the availability of funding of up to \$1,000,000 resulting in a maximum of \$2,000,000 for Phase II contract awards. See the solicitation for additional information.

SBIR & STTR Program Management and Technical Services Support Presolicitation Notice

The US Army Contracting Center recently posted a presolicitation notice on the Federal Business Opportunities (www.fbo.gov) website to obtain Program Management and Technical Services support for their SBIR and STTR Programs. A portion of this notice appears below for your convenience. To view the entire announcement, visit www.fbo.gov/index?s=opportunity&mode=form&id=a7c163e72ea31745a41d79104db2d595&tab=core&cvview=0.

Notice Type: Presolicitation Notice
Solicitation Number: W911NF-12-R-0013
Posted Date: March 30, 2012
Original Response Date: April 18, 2012

Synopsis:

The US Army Contracting Center - Aberdeen Proving Ground, RTP Division, proposes to award a five-year Cost plus Fixed Fee type contract to obtain Program Management and Technical Services support for the US Army Small Business Innovative Research (SBIR), the US Army Small Business Technology Transfer (STTR) and the Office of Director of Defense Research and Engineering (DDR&E) managed Office of Secretary of Defense (OSD) SBIR programs.

The deliverables will include a broad range of program and technical assistance services to include but not limited to programming, databases, IT support, letter reports, newsletters, briefings, presentation materials, correspondence, analyses, documentation for record keeping and reporting and portal virtual machine (VM) support.

The contractor will be responsible for managing the entire program, including the management of all subcontractors, associated contract requirements and program accomplishments. The solicitation will be issued on or about 19 April 2012. Hard copies will not be available. The solicitation will be available for downloading and viewing at www.fbo.gov, acquisition.army.mil/asfi/default.cfm and www.dodbusopps.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

SBIR/STTR 101: Introduction and Overview -- Lansing, MI, April 12, 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.

SBIR/STTR Proposal Prep-NSF -- Newark, DE, April 17, 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.

SBIR/STTR Introduction Webinar -- April 18, 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 www.sbtcd.org/business-events.

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 Proposal Prep-NIH Focus -- Plymouth Charter Township, MI, April 24-25, 2012. This NIH-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. It provides detailed instruction on the ins and outs of preparing a proposal, including both technical and commercialization plans, and navigating the often complicated submission process. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

DCAA Compliant Seminar -- Denver, Colorado, April 24-25, 2012. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits; Indirect Rates-Budget Seminar; Incurred Cost Proposal; and more. Visit www.gov-con.com or call 303-800-9115 for more information.

Federal Laboratory Consortium (FLC) National Conference -- Pittsburgh, PA, April 30-May 3, 2012. The FLC offers a full day of training designed to meet the training requirements of all T2 professionals—from beginners to experienced practitioners. Through panel discussions, interactive sessions, workshops and seminars, subject-matter experts provided in-depth training in technology transfer fundamentals, intellectual property protection and licensing, technology marketing and commercialization, as well as a free-wheeling discussion of the "hottest" T2 issues of the day. For more information, visit www.federallabs.org/meeting/, email

flcmso@federallabs.org, or call 856-667-7727.

How To Win SBIR Awards -- Herndon, Virginia, May 2, 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 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.

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 -- 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.

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.

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.

How To Win SBIR Awards -- Reno, Nevada, June 14, 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.

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

EPA FY 2013 SBIR Solicitation

Due May 3, 2012

www.epa.gov/ncer/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

NSF FY-2013 SBIR Phase I Solicitation

Expected to open May 19, 2012

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.

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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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