

July 27, 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

PHS 2012-2 SBIR/STTR Omnibus Solicitation Deadline Reminder

The 2nd of three receipt dates for proposals in response to the U.S. Department of Health and Human Services Public Health Service (PHS) 2012 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF is August 5, 2011. Note that this deadline is on a weekend, and when this occurs, NIH policy is to extend the submission date to the following Monday, so the deadline is actually August 6th. See the Proposal Writing Tip later in this newsletter for a note of caution regarding NIH grant submissions and deadlines.

For more information regarding the HHS SBIR/STTR program, including their SBIR/STTR submission FAQ page visit grants.nih.gov/grants/funding/sbir.htm, or contact sbir@od.nih.gov.

DOE SBIR/STTR FY 2013 Phase I (Release 1) Topics Available

The Department of Energy (DOE) has posted the topics for Release 1 of the DOE FY2013 SBIR/STTR Phase I Funding Opportunity Announcement (FOA) on their SBIR/STTR website (science.energy.gov/sbir/). There are 43 topics available from among the following 7 participating DOE Research Programs (also referred to as Program Areas):

Office of Advanced Scientific Computing Research
Office of Fusion Energy Sciences
Office of Basic Energy Sciences
Office of High Energy Physics
Office of Biological and Environmental Research
Office of Nuclear Physics
Office of Defense Nuclear Nonproliferation

The 166-page Topic document contains descriptions of all of the topics and associated subtopics; links to Program Area additional information; subtopic references and contact emails; and a schedule of important dates regarding the FOA. See the SBIR Proposal Writing Tip later in this newsletter for useful information regarding contacting DOE topic authors, deadlines, submitting proposals to DOE, and more.

The Topic document also refers to the fact that selected topic and subtopics contained in the FOA are designated as a Technology Transfer Opportunity (TTO) which is an opportunity to leverage technology that has been developed at a DOE National Laboratory. Each TTO will be described in a particular subtopic and additional information may be obtained by using the link in the subtopic to the DOE National Laboratory that has developed the technology. Typically the technology was developed with DOE funding of either basic or applied research at a DOE National Laboratory and is available for transfer to the private sector. Page 1 and 2 of the FOA contains a series of questions and answers regarding TTOs.

DoD SBIR 2012.3 and STTR 2012.B Solicitations in Pre-Release

The Department of Defense (DoD) posted the SBIR 2012.3 and STTR 2012.B Solicitations on their SBIR/STTR website (www.acq.osd.mil/osbp/sbir/index.shtml) on July 26, 2012. Both solicitations are now in pre-release, and will open to proposal submission from August 27, 2012 through September 26, 2012.

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.

Presolicitation notices for DoD SBIR 2012.3 and STTR 2012.B have also been posted on the Federal Business Opportunities (www.fedbizopps.gov) website. These notices are available at:

DoD SBIR 2012.3

www.fbo.gov/index?s=opportunity&mode=form&id=5021eb688a4d6e0607c91677f0fc6a1f&tab=core&_cview=0

DoD STTR 2012.B

www.fbo.gov/index?s=opportunity&mode=form&id=ee6cdd0fc73df956dd229419b5780d1&tab=core&_cview=0

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

SBIR Commercialization Technical Assistance Solicitation

The Department of Commerce (DOC) National Institute of Standards and Technology (NIST) posted a SBIR Commercialization Technical Assistance Solicitation notice on the Federal Business Opportunities (www.fedbizopps.gov) website on July 24, 2012. A portion of the SBIR notice appears below for your convenience. To view the entire announcement, visit www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=fe2985fe3a3c9bd942b5801065bf77b0&_cview=0.

Notice Type: Combined Synopsis/Solicitation

Solicitation Number: SB1341-12-RP-0020

Posted Date: July 24, 2012

Response Date: August 8, 2012

Synopsis:

Statement of Work

I. BACKGROUND INFORMATION

The National Institute of Standards and Technology (NIST) Small Business Innovative Research (SBIR) Program has awarded Phase 1 contracts to small businesses (hereafter referred to as "awardees"). The purpose of SBIR Phase 1 is to determine the technical feasibility of the research the awardee proposed. The NIST SBIR program has a requirement for a contractor to provide awardees with technical and business expertise to identify optimum pathways to promote successful transition of the Phase 1 and 2 R&D research results to commercialization.

II. SCOPE OF WORK:

The contractor shall identify the current state of each awardee's research results and provide appropriate commercialization assistance. Since each awardee may be at a different level of product development, the contractor shall work with the awardee to customize a set of services that best support the awardee.

PERIOD OF PERFORMANCE:

The period of performance for the commercialization assessment deliverables on this contract shall commence for six months.

Due Date for Proposals: Offerors shall submit their proposals so that NIST receives them not later than 12:00 p.m. Eastern Time on 08/08/2012. FAX proposals shall not be accepted. E-mail proposals shall be accepted at micole.cheatham@nist.gov.

SBIR Proposal Writing Tip: NIH Grant Submission Caution, DOE Deadline Looms

The following proposal writing tip was provided by Gail & Jim Greenwood. Past SBIR proposal writing articles written by the Greenwoods are available on the Greenwood Consulting Group, Inc. (GCGI) web site at www.gjgreenwood.com.

SBIR Proposal Writing Basics: NIH Grant Submission Caution, DOE Deadline Looms
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A quick comment on the upcoming NIH grant deadline, and then we'll delve into our main topic this month, which is advice in responding to the new Dept. of Energy solicitation/funding opportunity announcement.

NIH Deadline Caution

As many of you know, NIH's summer time grant deadline falls on August 5th each year. However, this year is different: because the 5th is a Sunday, so the deadline is pushed back to 5 pm on August 6th.

However, don't conclude that this means that you can wait until the 6th to submit your NIH proposal. Remember that NIH grant submissions must be made via the grants.gov electronic application system. Unfortunately, grants.gov continues to suffer from a significant number of idiosyncrasies that may impact your ability to successfully submit your proposal. On virtually every deadline involving a grants.gov submission, we get a panic call from someone who is trying to submit their proposal and, for reasons unknown, it won't work. The panic call to us generally comes after the proposer has made a panic call to the grants.gov help desk, which is backlogged with panic calls from other panicked submitters. Therefore, PLEASE do not wait until the last day to submit your NIH grant proposal—try to submit it a day or two in advance, so you can resolve any submission "issues" before the last minute.

DOE Phase 1 Solicitation

The Department of Energy has released the topics for its first FY2013 Phase 1 SBIR/STTR solicitation (aka funding opportunity announcement or FOA). The full solicitation comes out on August 13th. You have a critically important homework assignment between now and the 13th: you need to review the DOE topics/subtopics, find any that interest you, form the questions you inevitably will have about the "real meaning" or specifics of the topics, and strike up a dialog with the DOE staffer responsible for each topic to get those questions answered. Why do that now? Because once the full solicitation comes out on August 13th, you can no longer talk to the topic authors/representatives. Your only option at that time will be to ask your questions on line, which means both your questions and DOE's answers will be posted for everyone to see. The problem with that your brilliant and insightful questions, and DOE's helpful answers, are shared with every other firm that wants to submit a proposal on "your" topic.

To help identify the person(s) at DOE with whom you want to have the pre-August 13th dialog, you might want to participate in a series of webinars held by DOE on July 30 through August 1. Each webinar will feature DOE managers responsible for the FY2013 Phase 1 topics. These managers have only a few minutes to talk about their topics, and you probably don't want to ask your great questions during the webinar, so consider following up with these managers prior to August 13th. If you miss the original webinars, they will be recorded and accessible on the DOE SBIR website.

A couple of other important points about the current DOE SBIR/STTR Phase 1 solicitation:

First, DOE is requiring a letter of intent from anyone planning to submit a proposal for the current solicitation. Unless you submit that letter by its September 4th deadline, you cannot submit a proposal. DOE used to require a letter of intent, then changed last year to a "pre-application" requirement, and now is once again requiring the letter of intent. This is an excellent example of why you have to read each new solicitation thoroughly, as the agencies make changes (and changes to their changes) constantly.

Second, you may be frustrated that DOE has no renewable or alternative energy topics in the current solicitation. DOE has decided to dedicate one solicitation per year to such topics, and its other solicitation to "other" topics of interest to the agency. This happens to be the "other" solicitation. If you want to apply for one of the renewable or alternative energy topics, you will have to wait for the next DOE solicitation, the topics for which will be released around October 29, 2012.

One final word of advice on the DOE SBIR/STTR Phase 1 solicitation: Although DOE makes its SBIR/STTR awards as grants, it acts more like a contracts agency—meaning that it has fairly narrow topics on which it wants to receive proposals. If your innovation falls outside of those topics, then don't try to force the fit—either seek out another agency that might entertain your interests, or try to convince DOE that it should include a future topic in its solicitation that aligns with your interests.

Gail and Jim Greenwood may be reached at the following address:

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1150 Junonia
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gail-jim@g-jgreenwood.com

>> CONFERENCES AND WORKSHOPS

National

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

DCAA Gov't Contracts Compliance 4 Day On-Line Boot Camp -- Webinar, July 30 - August 2, 2012. This webinar, designed to help SBIR contractors, will cover DCAA Audits, Contract Close Outs, Forward Pricing Rates/Audits and Managing Subcontractors. For more information, visit www.gov-con.com, or contact 303-800-9115 ext 3 or info@gov-con.com.

Inside the Air Force SBIR/STTR Programs -- Webinar I, August 7, 2012. This two-session webinar series will be presented by: Mr. Steve Guilfoos, now retired from the Air Force, spent the last 10 years of his career as the Air Force Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Manager. Session I: Steve will share with you his insider's view of how the Air Force operates its SBIR and STTR programs, and how they generate topics and evaluate proposals. To register, visit www.abdainc.com/Webinar/7Aug12Registration.htm, or contact meetings@abdainc.com for more information.

Inside the Air Force SBIR/STTR Programs -- Webinar II, August 8, 2012. Steve will cover the multiple variables of technology readiness for successful introduction of your technology into the marketplace. Steve will also present "how to" pointers on use of the AF SBIR/STTR website. The website tools can help you find opportunities as well as potential partners. To register, visit www.abdainc.com/Webinar/7Aug12Registration.htm, or contact meetings@abdainc.com for more information.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Brookpark, OH, August 7, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. 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.

* *Ag-Tech/USDA Oriented Phase 1 Proposal Preparation Seminar* -- Ottawa County, Michigan, August 8, 2012. This training event has two unique twists. The first is its abbreviated format: as a seminar, this event starts at 4:30 pm and ends at 9 pm, and is designed for those who can't devote a full day to SBIR/STTR training. The second is the emphasis on agriculture-related innovations and the SBIR program and the U.S. Department of Agriculture (USDA). The other 10 SBIR and 5 STTR agencies will be included, but the emphasis will be on ag-tech. For more information, contact JSpencer@miottawa.org.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Sterling Heights, MI, August 8, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique

requirements of the DoD and DoE. 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, August 8-9, 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.

Meet with the National Cancer Institute: New SBIR Opportunities for Early-Stage and Venture-Backed Companies -- San Diego, CA, August 23, 2012. NCI Small Business Innovation Research (SBIR) Development Center Director Michael Weingarten, and Team Leader Andrew Kurtz, will lead a presentation on funding opportunities available for early stage companies and some of NCI's initiatives, including the NCI SBIR Bridge Award and the NCI Investor Forum. Additionally, Michael Weingarten will discuss new legislation that will increase funding levels dedicated to the program and expand eligibility to small businesses that are majority-owned by multiple venture capital operating companies, hedge funds, or private equity firms. For more information, visit sbir.cancer.gov/news/upcoming/.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Kalamazoo, MI, August 28, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. 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.

* *SBIR/STTR Phase I Proposal Preparation and Cost Proposal/Government Accounting Workshop* -- Tulsa, Oklahoma, August 28-29, 2012. Day 1 of this workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. It will include a final session on how the Phase 2 proposal process differs from Phase 1. Day 2's workshop will focus on the SBIR/STTR cost proposal and government accounting. For more information on either or both of these workshops, or to register, contact steven.martinez@ocast.ok.gov.

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.

* *SBIR/STTR Phase I Proposal Preparation and Cost Proposal/Government Accounting Workshop* -- State College, Pennsylvania, September 5-6, 2012. Day 1 of this workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. Day 2 will address Phase 2, including discuss the basics of Phase 2 and how this phase differs from Phase 1; a simple but effective way to prepare the Phase 2 proposal, and emphasize the all-important commercialization portion of the proposal. For more information or to register for this comprehensive and information-packed event, contact lx1182@psu.edu.

* *SBIR/STTR Phase I Proposal Preparation and Cost Proposal/Government Accounting Workshop* -- Albuquerque and Santa Fe, New Mexico, September 12-13, 2012. Day 1 of this workshop, held in Albuquerque, will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. Day 2, held in Santa Fe, will address Phase 2, including discuss

the basics of Phase 2 and how this phase differs from Phase 1; a simple but effective way to prepare the Phase 2 proposal, and emphasize the all-important commercialization portion of the proposal. For more information or to register for this comprehensive and information-packed event, contact clow@lanl.gov .

SBIR/STTR Overview Workshop -- Oak Ridge, TN, September 18, 2012. This workshop will provide a thorough introduction to the SBIR and STTR Programs; it will cover the types of homework and strategy required to produce highly competitive proposals for the various agencies with a specific focus on the distinction between grant and contract agencies; and it will address how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. For more information or to register, visit www.cis.tennessee.edu, or contact Bill Wiley at (865) 974-8464 or bill.wiley@tennessee.edu.

SBIR/STTR Overview Workshop -- Nashville, TN, September 19, 2012. This workshop will provide a thorough introduction to the SBIR and STTR Programs; it will cover the types of homework and strategy required to produce highly competitive proposals for the various agencies with a specific focus on the distinction between grant and contract agencies; and it will address how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. For more information or to register, visit www.cis.tennessee.edu, or contact Bill Wiley at (865) 974-8464 or bill.wiley@tennessee.edu.

* *SBIR/STTR Phase I Proposal Preparation Workshop* -- Gainesville, Florida, October 5, 2012. This workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. For more information or to register, contact ksfl@ufl.edu .

* *SBIR/STTR Phase I Proposal Preparation Workshop* -- Tampa, Florida, October 23, 2012. This workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. For more information or to register, contact taswartz@usf.edu .

2012 National Government Contractors Expo -- Las Vegas, NV, October 23-24, 2012. This Expo will cover Government Marketing, Government Opportunities, Subcontractor Opportunities, Commercialization Strategies, Cost Proposal Preparation, GAS Disclosures, Contract Close Outs, Exhibit Hall Networking, SBIR and more. For more information, visit www.govcon-nationalexpo.com, or contact 303-800-9115 ext 3 or info@gov-con.com.

* *SBIR/STTR Phase I Proposal Preparation Workshop* -- Orlando, Florida, November 8, 2012. This workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. For more information or to register, contact jack@ucf.edu .

SBIR/STTR Phase II Proposal Preparation -- Portland, Oregon, November 13-15, 2012. This event will take place as part of the National SBIR Conference, and will offer insights and advice on preparing your Phase 2 SBIR/STTR proposal. For more information, visit www.sbir.gov/events/portland-oregon-will-host-2012-national-small-business-innovation-research-sbir-and-small-bus.

Annual New Jersey SBIR/STTR Conference -- Newark/Brunswick area, November 28-30, 2012. This event will likely include a Phase 1 proposal preparation workshop on the 28th, a SBIR/STTR cost proposal/government accounting workshop on the 29th, and a Phase 2 proposal prep workshop on the 30th. For more information, contact RandyGHarmon@aol.com.

* Other possible upcoming SBIR training opportunities include:

SBIR/STTR workshops -- Santa Fe/Albuquerque, New Mexico area, Spring 2013 (tentative)

SBIR/STTR workshops -- Gainesville & Orlando, Florida, Spring 2013 (tentative)

* **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

USDA FY-2013 SBIR Solicitation

Due September 6, 2012

www.nifa.usda.gov/funding/rfas/sbir_rfa.html

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

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 2012.3 SBIR Solicitation

Pre-release expected July, 2012

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

DoD 2012.B STTR Solicitation

Pre-release expected July, 2012

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

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Announcement Release 1

FOA Expected August 13, 2012; Topics currently available on the Web

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

NASA 2012 SBIR/STTR Solicitation

Expected September 4, 2012

sbir.nasa.gov

>> 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

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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