

August 16, 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

DOE FY 2014 SBIR/STTR Phase I Release 1 Funding Opportunity Announcement Issued

The Department of Energy (DOE) SBIR/STTR Programs Office issued their 2014 SBIR/STTR Phase I Release 1 Funding Opportunity Announcement on August 12, 2013. If you are interested in submitting an application and haven't done so yet, you need to submit a letter of intent by September 3, 2013 (*for additional guidance on the letter of intent, see the Proposal Writing Tip in the next article*). Applications are due October 15, 2013.

DOE will accept new Phase I and Fast-Track applications under this FOA. DOE anticipates making approximately 150 awards, with maximum Phase I award sizes of \$150,000 or \$225,000 for SBIR and STTR grants, and maximum Fast-Track awards sizes of \$1,150,000 or \$1,725,000 for SBIR and STTR grants depending on the Topic.

Other things to keep in mind as indicated on page 2 of the FOA include:

There are several one-time actions you must complete in order to submit an application in response to this Announcement (e.g., obtain a Dun and Bradstreet Data Universal Numbering System (DUNS) number, register with the System for Award Management (SAM), and register with Grants.gov). Those applicants not registered with SAM and/or Grants.gov must understand that it may take up to 44 days to complete these requirements. It is suggested that you begin the registration process well before 44 days.

Questions regarding the content of this Funding Opportunity Announcement (FOA) must be submitted to the Agency Contact listed in Part VII, B. Questions regarding DOE SBIR/STTR Topics may be submitted to the DOE contact listed with each subtopic in the Topics document associated with this FOA found on the DOE

SBIR/STTR web site at <http://science.energy.gov/sbir/funding-opportunities/>.

To view and/or download the complete FOA, topics, timeline and more, visit science.energy.gov/sbir/funding-opportunities/.

SBIR Proposal Writing Tip: DOE Letter of Intent

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.g-jgreenwood.com.

SBIR Proposal Writing Basics: Reminder Re: Letter of Intent Required to Submit Phase 1 Proposal to DOE
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We addressed this topic late last year, but because the Department of Energy (DOE) is the only SBIR/STTR agency that requires a letter of intent (LOI) from proposal submitters, we thought we'd do a quick refresher.

If you plan to submit a Phase 1 SBIR or STTR proposal for DOE's October 15, 2013 deadline, you MUST submit a letter of intent. That letter must be received by September 3rd, which is only a couple of weeks away. If you don't submit the LOI by that deadline, you cannot submit a Phase 1 proposal in October.

Sure, you think you can throw together a quick LOI and fax it to DOE at the last minute. Unfortunately, you are a danger to yourself and those around you: DOE requires a specific format and content, including an abstract that "must provide sufficient technical depth to allow DOE to assign technical reviewers for your application." This abstract can be a very important 500 words: it helps ensure that your proposal will get a competent and fair review. Take advantage of this opportunity to improve your proposal's chances of success by submitting a well prepared abstract.

There's another reason why it is imperative that you begin working ASAP on your LOI if you plan to submit for DOE's October deadline. The LOI must be submitted electronically through DOE's Portfolio Analysis & Management System, or PAMS. You must register your company and the Principal Investigator for your proposed project on PAMS before you can upload the LOI.

We offered additional advice about the LOI and DOE Phase 1 in our earlier Alerting Service article. Rather than repeat it here, we invite you to revisit that article at www.g-jgreenwood.com/sbir_proposal_writing_basics140.htm. And you definitely need to study the DOE Funding Opportunities Announcement (aka solicitation) at <http://science.energy.gov/sbir/funding-opportunities/>.

Gail and Jim Greenwood may be reached at:

Greenwood Consulting Group, Inc.
1150 Junonia
Sanibel, FL 33957
(239) 395-9446 (voice & fax)
gail-jim@g-jgreenwood.com

Department of the Navy Rapid Innovation Fund

The U.S. Department of the Navy recently posted a Broad Agency Announcement (BAA) on the Federal Business Opportunities (www.fedbizopps.gov) that may be of interest to the SBIR community. As indicated in on the Navy SBIR/STTR website (www.navysbir.com/):

The Department of the Navy (DoN) has issued its Broad Agency Announcement (BAA) ONRBAA13-020 for their Rapid Innovation Fund (RIF). The goal of the Department of Navy (DoN) Rapid Innovation Fund is to transition innovative technologies that resolve operational challenges or save costs into DoN Acquisition programs.

The DoN seeks mature prototypes for final development, testing, evaluation, and integration. Those selected for award may receive up to \$3 million in Rapid Innovation Funding and will have up to two years to perform the work. There is a source selection preference for technologies coming from small businesses.

There are two phases in the source selection process: white paper submission and full proposal submission. Full proposals submission is upon invitation only. DoN funds available for award are approximately \$45-65 million.

The BAA was released 7/29/13, questions are due by 8/28, web site for white paper submissions opens 8/14 and closes 9/30. Details are available at www.fbo.gov/?s=opportunity&mode=form&id=8b6927bb50616093bf0cbd7efa44060b&tab=core&cvview=0

SBIR/STTR Programs Commercialization Benchmark

The Small Business Administration recently distributed the notice below regarding a Federal Register notice posted on August 8th:

The Small Business Administration invites comments on the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) program Commercialization Benchmark for the 11 participating agencies. This benchmark establishes the commercialization results a small business that has been awarded multiple prior Phase II awards is required to achieve from work it performed under its prior Phase II awards in order to be eligible to receive a new Phase I award. No monetary awards will be made. Eligibility is unrestricted domestically. Comments are due Sep 9. More information is available at: www.gpo.gov/fdsys/pkg/FR-2013-08-08/html/2013-19243.htm.

See also <https://www.federalregister.gov/articles/2013/08/08/2013-19243/small-business-innovation-research-and-small-business-technology-transfer-programs-commercialization>.

SBIR in the News - EPA Phase II Awardees

The Environmental Protection Agency (EPA) recently posted an article announcing and highlighting EPA SBIR award recipients on their SBIR website: <http://epa.gov/ncer/sbir/>.

The article, titled 'Deputy Administrator Bob Perciasepe talks about the small business SBIR Phase II awardees' included the following notice:

EPA announced that the following seven small businesses will receive contracts from EPA's Small Business Innovation Research (SBIR) program:

*Synanomet, Little Rock, Arkansas
GVD Corporation, Cambridge, Massachusetts
Aerodyne Research, Billerica, Massachusetts
Okeanos, Covington, Kentucky
Fluidic MicroControls, Savanna, Illinois
NanoSonic, Pembroke, Virginia
Electron Energy Corp, Landisville, Pennsylvania*

See the article at <http://blog.epa.gov/epaconnect/2013/08/innovating-our-way-to-a-cleaner-future/> for links to detailed profiles of the award recipients.

NIH SBIR and STTR PAR and RFAs

The National Institutes of Health (NIH) recently added a Program Announcement (PAR) and a pair of Request for Applications (RFA) and that may be of interest to SBIR participants on the 'Special Announcements for Small Business Research Opportunities' page on their SBIR web site (grants.nih.gov/grants/funding/sbir.htm). This page lists NIH SBIR/STTR-Relevant PARs, RFAs, and Notices that are taken from the NIH Guide Electronic Repository of Special Announcements for Small Business Research Opportunities (grants.nih.gov/grants/guide/index.html).

The titles, announcement numbers, participating Institutes, and web addresses of the PAR and RFAs appear below:

Innovative Molecular Analysis Technology Development for Cancer Research and Clinical Care (SBIR)
(PAR-13-327 posted August 9, 2013)

National Cancer Institute

Application Receipt Date(s): November 4, 2013; May 28, 2014; November 4, 2014; May 27, 2015; November 4, 2015; May 27, 2016

<http://grants.nih.gov/grants/guide/pa-files/PAR-13-327.html>

Abuse-Resistant and Abuse-Deterrent Formulations and Devices to Avoid the Abuse, Misuse and Diversion of Prescription Opioids by Patients (SBIR)

(RFA-DA-14-013 posted July 19, 2013)

National Institute on Drug Abuse

Application Receipt Date(s): October 11, 2013

<http://grants.nih.gov/grants/guide/rfa-files/RFA-DA-14-013.html>

Novel Methods for Obtaining Molecular Information from Archived Tissue Samples (SBIR)

(RFA-ES-13-009 posted July 19, 2013)

National Institute of Environmental Health Sciences

Application Receipt Date(s): October 17, 2013

<http://grants.nih.gov/grants/guide/rfa-files/RFA-ES-13-009.html>

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

SBIR/STTR Proposal Preparation - DOE Focus -- Detroit, MI, August 20, 2013. This Dept. of Energy-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DoE, 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.

Webinar: Preparing a Credible Budget for DoD and DOE Proposals -- Online, August 22, 2013. This session will walk through the development of a project budget for your DoD or DoE SBIR/STTR proposal. 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.

SBIR/STTR Proposal Preparation for DOE -- Detroit, MI, August 27, 2013. This Dept. of Energy-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DOE, including both technical and commercialization plans, and navigating the submission process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

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.

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.

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.

* *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* -- Daytona, FL, November 5, 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.

* *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