

## SBIR/STTR ALERTING SERVICE -- July 8, 2011

The SBIR/STTR 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.pnl.gov/edo/opportunities/sbir.stm](http://www.pnl.gov/edo/opportunities/sbir.stm). The next issue will be posted July 29, 2011. Subscription instructions appear at the end of this newsletter.

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### SBIR/STTR NEWS AND INFORMATION

- DHS DNDOAD SBIR FY11 Phase 1 Deadline Reminder

The deadline for receipt of proposals in response to the Department of Homeland Security (DHS), Office of Procurement Operations (OPO), Domestic Nuclear Detection Office Acquisition Division (DNDOAD) FY11 Phase 1 SBIR Solicitation is July 18, 2011.

See the solicitation, which is available at [https://www.fbo.gov/index?s=opportunity&mode=form&id=11ce1ce818ae93f75dbcf6d20601f051&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=11ce1ce818ae93f75dbcf6d20601f051&tab=core&_cview=0), for proposal preparation and submittal instructions.

For more information, contact Tracy C Miller, Contracting Officer, at [tracy.c.miller@dhs.gov](mailto:tracy.c.miller@dhs.gov), or 202-254-7027; or the SBIR Program Office at [stsbir.program@dhs.gov](mailto:stsbir.program@dhs.gov).

- NASA 2011 SBIR and STTR Presolicitation Notices

The National Aeronautics and Space Administration (NASA) posted presolicitation notices for their 2011 SBIR and STTR solicitations on the Federal Business Opportunities (<http://www.fedbizopps.gov>) website on July 1, 2011. A portion of the SBIR notice appears below for your convenience. To view the entire announcements, visit

[https://www.fbo.gov/index?s=opportunity&mode=form&id=a290b0ae8a7a66fa82e87dd9bd691327&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=a290b0ae8a7a66fa82e87dd9bd691327&tab=core&_cview=0) or  
[https://www.fbo.gov/index?s=opportunity&mode=form&id=bc543693cc4363a30700c44297eedd2a&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=bc543693cc4363a30700c44297eedd2a&tab=core&_cview=0)

Notice Type: Presolicitation Notice  
Solicitation Number: NNX12  
Posted Date: July 1, 2011  
Response Date: September 8, 2011

Synopsis:

Eligible small businesses are invited to submit proposals in response to the NASA 2011 solicitation. The NASA 2011 technical topics and subtopics support the NASA Mission Directorates of Space Operations, Aeronautics Research, Science, and Exploration Systems. It is anticipated that the NASA 2011 solicitation will identify specific product areas within each subtopic that NASA wishes to emphasize.

Note that the NASA 2011 SBIR solicitation will be issued as a concurrent document together with the NASA 2011 STTR solicitation. While the solicitation documents are combined, the review, selection and award processes will be conducted separately for each program. Proposals must be submitted as either an SBIR or an STTR proposals and will only be considered for award under one program.

NASA will issue the combined SBIR/STTR solicitation around noon Eastern time on July 18, 2011. Paper copies of the solicitation will not be distributed. Instructions for electronic access to the solicitation are as follows: the solicitation and other program information will be accessible on the NASA SBIR/STTR home page which can be viewed at <http://sbir.nasa.gov>. Those requesting the solicitation are strongly encouraged to download it from the NASA Home Page as described above. However, if that is not possible, potential offerors may contact the NASA SBIR/STTR Support Office for assistance by calling (301) 937-0888.

Detailed instructions for proposal development and submission are contained in the solicitation. Proposals are due September 8, 2011, 5:00 pm Eastern time and will be required to be submitted electronically as described in the solicitation instructions. Questions regarding electronic access should be referred to: SBIR/STTR Support Office, REI Systems, Inc., Phone: 301-937-0888, Fax: 301-937-0204, Email: [sbir@reisys.com](mailto:sbir@reisys.com).

#### -- SBIR Resources on the Web Spotlight: SBIR on Demand Introductory Training Webinars

The New Jersey Small Business Development Center (NJSBDC) Technology Commercialization Program has developed three 10-15 minute webinars intended to introduce entrepreneurs and small businesses to the basics of the SBIR & STTR programs and proposal writing, as follows:

- Introduction to the SBIR & STTR Programs
- Introduction to Topic Identification
- Introduction to Proposal Writing

The webinars can be accessed at NJSBDC's Technology Commercialization Program's homepage: [www.njsbdc.com/sbir](http://www.njsbdc.com/sbir) or [www.njsbdc.com/scitech](http://www.njsbdc.com/scitech).

#### -- SBIR Proposal Writing Tip: Don't Look Like a Mill

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](http://www.g-jgreenwood.com).

#### SBIR Proposal Writing Basics: Don't Look Like a Mill

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Ever heard the term "SBIR Mill?" If so, you know it is no complement. If not, it means you are a small company that receives lots of SBIR/STTR awards, but never goes beyond Phase 1 and maybe Phase 2--i.e., you suck up government money, but never produce anything of value from it in a Phase 3 commercialization effort.

SBIR Mills have been around for decades. However, the awarding agencies don't like them, and they are getting smarter about identifying them. That is one reason why some agencies now ask you about your SBIR/STTR "track record" in terms of how many awards you've received and whether any have gone on to

Phase 3 commercialization. If you have a poor Phase 3 conversion rate, in the opinion of the agency, you likely will be dubbed an SBIR Mill and ostracized from their SBIR/STTR programs--meaning they will not give you any future awards.

If you are a true SBIR mill, then stop doing what you have been doing! SBIR/STTR is all about moving from innovative idea through R&D and into Phase 3 “useful applications” in government, industry, or consumer markets. Agencies don’t want to fund companies that just do the feasibility study in Phase 1 and R&D in Phase 2 and drop the project at that stage. It’s also, quite frankly, a dumb strategy since Phase 3 tends to be when you can finally make a decent profit off of your SBIR/STTR project.

If you are not an SBIR Mill, you need to be careful to not look like one. Here’s a common situation: you are an R&D firm, and not a manufacturer/marketer/commercialization guru. You decide, then, to license your SBIR/STTR technologies to manufacturers, or to spin-off new companies (perhaps as joint ventures with big companies or prime contractors) that do the commercialization. You continue to apply for and receive SBIR/STTR funding so that you can develop new innovations, and you continue to license or spin them off in Phase 3. If this is your firm, are you an SBIR Mill? In our opinion, no you are not--you are taking the important initiative to move your innovations into Phase 3, with other companies doing the commercialization. You are continuing to receive SBIR/STTR funding, but you also are building Phase 3 revenues in the form of licensing fees, net profits to the spin-off firms you co-own, and proceeds from selling stock in those spin-offs.

So what’s the problem in this situation? If you are not careful, you will be labeled as an SBIR Mill because you are not doing the Phase 3 manufacturing, selling, and servicing yourself. To avoid this situation, we recommend the following.

First, clearly explain to the reviewer of your SBIR/STTR proposals that you are committed to Phase 3 commercialization, and that your strategy is to license and/or spin-off your SBIR/STTR-derived innovations. You might even argue that your approach is superior to an SBIR/STTR company that is inexperienced in commercialization that proposes to do their own manufacturing, marketing and selling--if you license to an established manufacturer, for example, you are working with someone who already knows how to build, market, sell, ship, and service products, and also knows the nuances of the market to which the product (based on your technology) will be sold.

Second, be careful how you answer an agency’s request for information about your SBIR/STTR track record. Let’s say you have had 5 Phase 2 awards, and have licensed them all to experienced manufacturers who have sold the resulting products and services internationally and have generated zillions of dollars in sales, helped balance the US trade deficit, and created thousands of US jobs. If all you say is “we had 5 Phase 2’s and they all went really well,” then how could a reviewer differentiate you from a nasty ol’ SBIR Mill? And even if you said “we had 5 Phase 2’s, all went really well, and we licensed the innovations to other firms,” haven’t you grossly understated the impact of your SBIR work?

As a bit of an aside, you may have to be a bit creative in how you explain the true Phase 3 impact of your prior SBIR/STTR work. If the agency, for example, restricts you to only plugging into their standard form the dollar value of the license royalties you have received in Phase 3, then attach a narrative to the form that explains the greater Phase 3 impact that you have had, in terms of gross sales, job creation, export, and other good things that the reviewer ought to consider in evaluating your commercialization successes. We also recommend that you talk about the return on the government’s investment: use Phase 3 sales, leveraged outside investment, and other dollar values that allow you to estimate the Phase 3 value of a technology you developed with SBIR/STTR funding, and divide by the amount of Phase 1 and 2 money you got for that technology. That will tell, for every dollar spent by the government on your SBIR/STTR award, the number of dollars of Phase 3 value that was created.

Third, get letters from your Phase 3 commercialization partners to attach to your new SBIR/STTR proposals. These letters can be worded such that they not only express the partner’s interest in helping you commercialize the results of the new proposal, but also can brag about the past successes involving you licensing or spinning-off your SBIR/STTR technologies to them.

Finally, realize that some reviewers will label you as an SBIR Mill simply if you have a large number of SBIR/STTR awards. Some reviewers continue to think that all companies must “graduate” from SBIR/STTR. With the definition of “small company” being 500 employees or less, it is more likely that you will be eligible for SBIR/STTR indefinitely. We also think there is a naïve assumption among some reviewers that you will only need a few SBIR/STTR awards to develop “the” Phase 3 product line that will sustain your company forever. Realize you may have such a reviewer. Don’t brag in the proposal text about how many SBIR awards you’ve had. Once again explain your commercialization strategy of licensing technology/spinning-off companies. And talk about the positive results of this strategy, if you have some Phase 3 payoffs that you can tout.

In summary, if you are a true SBIR Mill, then cut it out! It is a dumb strategy because your days are numbered, you’re giving the SBIR/STTR programs a bad name, and you are cheating yourself in terms of the monetary impact an SBIR/STTR project could have on your company. If your commercialization strategy may make you look like an SBIR Mill even though you aren’t one, then explain yourself! Describe your strategy in your SBIR/STTR proposal text, and explain the greater impact of your past SBIR/STTR awards than what the reviewer might glean from just the standard form data their agency requested.

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

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1150 Junonia  
Sanibel, FL 33957  
(239) 395-9446 (voice & fax)  
[gail-jim@g-jgreenwood.com](mailto:gail-jim@g-jgreenwood.com) (email)

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## CONFERENCES AND WORKSHOPS

### NATIONAL

2011 National SBIR Beyond Phase II Conference & Technology Showcase -- Atlanta, GA, September 12-15, 2011. The Beyond Phase II Conference showcases the SBIR Program’s Phase II awardees’ technologies and provides a forum for commercialization opportunities. The event brings 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. This event is the only national SBIR event focusing on transitioning advanced SBIR research and development into commercialization opportunities. For more information, visit <https://www.beyondphaseii.com>, or contact Lindsay Padilla at (703) 412-3653 or Andy Talbert at (703) 412-3152, or [conference@esncc.com](mailto:conference@esncc.com).

National SBIR Fall Conference -- New Orleans, LA, November 6-9, 2011. For more information, visit <http://www.facebook.com/event.php?eid=124871344256883>.

### REGIONAL

NIH SBIR/STTR Proposal Preparation Workshop -- Chapel Hill, NC, July 9-10. Planning to submit an NIH Phase 1 SBIR or STTR Proposal for the August 5th deadline? If August 5th is your target submission date, then register for this two-day course designed to prepare you to submit a competitive proposal in the new format. At the end of the workshop you should have all the tools you need to develop a much more competitive proposal for submission to NIH. Also, learn about the review process, scoring and other critical aspects to successful funding. For more information and to register, visit <https://www.sbtcdc.org/events/sbir/workshops2011/index.html>, or contact John Ujvari at [sbir@sbtcdc.org](mailto:sbir@sbtcdc.org).

Successful Electronic Submission of NIH Grant Applications Webinar, July 19, 2011, 1:00-2:30pm ET. This webinar is designed for entrepreneurial faculty, students, and postdocs who are thinking of applying for an NIH SBIR/STTR; Technology Commercialization Officers and their staff; university startup companies; and small business concerns. The event will explore the process applicants must follow to prepare, submit, track and verify their electronic submission, and will provide valuable tips and resources to help small businesses achieve error-free applications and successful submissions. To register, visit <https://www2.gotomeeting.com/register/527870835>. For more information contact [support@ncet2.org](mailto:support@ncet2.org) or visit <http://center.ncet2.org>.

MTI SBIR/STTR Webinar -- July 20, 2011, 10:00am EDT. Karen West, Maine Technology Institute (MTI) SBIR/STTR Consultant will provide an overview of the \$2B plus Federal Small Business Innovation Research / Small Business Technology Transfer Program for early stage research and development of products and technologies leading to commercialization. For more information, visit <http://www.mainetechnology.org/news-events/calendar/event/77/u/join-us-for-a-sbir-sttr-webinar>.

Funding Your Innovation Through the SBIR/STTR Program - Session I (SBIR/STTR Program Overview) – July 29, 2011, Tucson, AZ. This event will address the following topics: Introduction to the SBIR/STTR program; Getting Started; Finding opportunities/topics that fit; Introducing proposal writing; Preparing proposal budget; Tech transfer opportunities from The University of Arizona; Real life success stories. For more information and to register, visit <http://www.azinnovation.com/>, or contact the Arizona Center for Innovation at 520-382-3260 [rsvp@azinnovation.com](mailto:rsvp@azinnovation.com).

Funding Your Innovation Through the SBIR/STTR Program - Session II (Managing Your Phase I or II SBIR/STTR Award) – August 5, 2011, Tucson, AZ. This event will address the following topics: SBIR Intellectual Property rights; Prime/Subcontract partnerships; Preparing sub awards and consulting agreements; Government accounting system; Government reporting system; Preparing for and writing a commercialization plan; Real life success stories. For more information and to register, visit <http://www.azinnovation.com/>, or contact the Arizona Center for Innovation at 520-382-3260 [rsvp@azinnovation.com](mailto:rsvp@azinnovation.com).

DCAA Government Compliance Conference -- August 23-24, 2011, Denver, CO. This event, designed to help SBIR contractors, will cover Contract compliance, DCAA Pre-Award Audits, FAR Overview, Cost Accounting Standards, Overhead/G&A Rate Varieties and Considerations, Advanced Incurred Cost Proposals, and more. For more information, visit [www.gov-con.com/workshops-a-seminars.html](http://www.gov-con.com/workshops-a-seminars.html), or contact 303-800-9115 ext 2 or [info@gov-con.com](mailto:info@gov-con.com).

DCAA Government Contractors Compliance Workshop Webinar -- August 30, 2011, Denver, CO. This event, designed to help SBIR contractors, will cover Indirect Rate Development; Budgets; Incurred Cost Proposal Workshop; and QuickBooks. For more information, visit [www.gov-con.com/workshops-a-seminars.html](http://www.gov-con.com/workshops-a-seminars.html), or contact 303-800-9115 ext 2 or [info@gov-con.com](mailto:info@gov-con.com).

SBIR/STTR Phase I Proposal Writing Workshop -- Aug 31, 2011, Fayetteville, AR. 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 <http://sbtcd.uark.edu/>, or contact Trish Kalbas-Schmidt at [TKalbas-Schmidt@walton.uark.edu](mailto:TKalbas-Schmidt@walton.uark.edu) or (479) 575-5148.

2011 National Government Contractors Expo -- October 25-26, 2011, Las Vegas, NV. This event, designed to help SBIR contractors, will cover everything from DCAA audit compliance to developing your Indirect Rates. Visit [www.govconexpo.com](http://www.govconexpo.com) or call 303-800-9115 for more information.

Other possible upcoming SBIR training opportunities include:

SBIR/STTR workshops, West, Mid & East Tennessee, Early summer 2011

SBIR/STTR workshops, Omaha, Nebraska area, Summer 2011  
SBIR/STTR Training Event, Newark/North Brunswick, New Jersey area, November 2011 (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-jgreenwood.com](mailto:gail-jim@g-jgreenwood.com), or visit their web site at [www.g-jgreenwood.com](http://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.

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## SOLICITATIONS CURRENTLY OPEN

### SBIR

DHS DNDOAD SBIR FY11.1

Due July 18, 2011

[http://www.dhs.gov/files/grants/gc\\_1247254058883.shtm](http://www.dhs.gov/files/grants/gc_1247254058883.shtm)

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2011;

AIDS and AIDS-related due May 7, September 7, 2011, and January 7, 2012

<http://grants.nih.gov/grants/funding/sbir.htm>

### STTR

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2011;

AIDS and AIDS-related due September 7, 2011, and January 7, 2012

<http://grants.nih.gov/grants/funding/sbir.htm>

### COMING SOON

NASA SBIR/STTR 2011 Phase 1 Solicitations

Expected July 18, 2011

<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>

FY 2012 USDA Phase I solicitation

Expected Summer 2011

<http://www.csrees.usda.gov/funding/sbir/sbir.html>

DOE FY 2012 SBIR/STTR Phase I Funding Notice

Expected Fall of 2011

<http://science.energy.gov/sbir/funding-opportunities/>

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## SBIR/STTR INFO ON THE INTERNET

PARTICIPATING AGENCY SBIR WEB SITES:

Department of Agriculture

[www.csrees.usda.gov/funding/sbir/sbir.html](http://www.csrees.usda.gov/funding/sbir/sbir.html)

Department of Commerce

National Oceanic and Atmospheric Administration

[www.oar.noaa.gov/orta/](http://www.oar.noaa.gov/orta/)

National Institute of Standards and Technology

[www.nist.gov/sbir](http://www.nist.gov/sbir)

Department of Defense

[www.acq.osd.mil/sadbu/sbir](http://www.acq.osd.mil/sadbu/sbir) or

[www.dodsbir.net](http://www.dodsbir.net)

Defense Technical Information Center

[www.dtic.mil/dtic/sbir/](http://www.dtic.mil/dtic/sbir/)

Air Force

[www.afsbirsttr.com](http://www.afsbirsttr.com)

Army

[www.aro.army.mil/arowash/rt/sbir/sbir.htm](http://www.aro.army.mil/arowash/rt/sbir/sbir.htm)

Chemical and Biological Defense Program (CBD)

Defense Advanced Research Projects Agency (DARPA)

[www.darpa.mil/sbir/](http://www.darpa.mil/sbir/)

Defense Threat Reduction Agency (DTRA)

[www.dtra.mil/acq/business/acq%5Fsmallbus.html](http://www.dtra.mil/acq/business/acq%5Fsmallbus.html)

Missile Defense Agency (MDA)

[www.winbmdo.com/](http://www.winbmdo.com/)

Navy

[www.navysbir.com/](http://www.navysbir.com/)

National Geospatial-Intelligence Agency (NGA)

[www.nga.mil/portal/site/nga01/index.jsp](http://www.nga.mil/portal/site/nga01/index.jsp)

Office of the Secretary of Defense (OSD)

Special Operations Command (SOCOM)

<http://soal.socom.mil/index.cfm?page=sadbu&sb=sbir>

SBIR Interactive Technical Information System (SITIS)

<http://dtica.dtic.mil/sbir/index.html>

Department of Education

[www.ed.gov/programs/sbir/index.html](http://www.ed.gov/programs/sbir/index.html)

Department of Energy

<http://sbir.er.doe.gov/sbir/>

Homeland Security Science and Technology Directorate (S&T)

<https://sbir2.st.dhs.gov>

Department of Transportation

[www.volpe.dot.gov/sbir](http://www.volpe.dot.gov/sbir)

Environmental Protection Agency

[www.epa.gov/ncer/sbir/](http://www.epa.gov/ncer/sbir/)

National Institutes of Health

<http://grants1.nih.gov/grants/funding/sbir.htm>

National Aeronautics & Space Administration

<http://sbir.nasa.gov>

National Science Foundation

<http://www.nsf.gov/eng/iip/sbir/index.jsp>

Small Business Administration

[www.sba.gov/SBIR/](http://www.sba.gov/SBIR/)

NATIONAL RESOURCES (GOVERNMENT/NON-PROFIT)

CRIS (Current Research Information System)

<http://cris.csrees.usda.gov/>

CRISP (Computer Retrieval of Information on Scientific Projects)

[www.crisp.cit.nih.gov/](http://www.crisp.cit.nih.gov/)

Federal Business Opportunities

[www.fedbizopps.gov/](http://www.fedbizopps.gov/)

Grants.gov

[www.grants.gov](http://www.grants.gov)

Pacific Northwest National Laboratory Economic Development Office

[www.pnl.gov/edo/](http://www.pnl.gov/edo/)

SBA Tech-Net

<http://tech-net.sba.gov/>

State Science and Technology Institute

[www.ssti.org](http://www.ssti.org)

## STATE/REGIONAL SBIR AND SMALL BUSINESS RESOURCES

(listed alphabetically by state)

Technology Research and Development Center of Alaska (TREND)

[www.trendalaska.org/](http://www.trendalaska.org/)

Arkansas SBDC SBIR/STTR Program

<http://asbtdc.ualr.edu/technology/index.asp>

SBIR Colorado

[www.sbircolorado.org/](http://www.sbircolorado.org/)

The Connecticut SBIR Office

[www.ctsbir.com/](http://www.ctsbir.com/)

Delaware SBDC Technology Assistance

<http://www.delawaresbdc.org>

Florida SBDC Network Business Technology Commercialization Program

[www.floridasbdc.org/btc](http://www.floridasbdc.org/btc)

Georgia Advanced Technology Development Center (ATDC) SBIR/STTR

<http://atdc.org/services/sbirsttr>

Hawaii SBIR program (HDTC)

[www.htdc.org/sbir/](http://www.htdc.org/sbir/)

Idaho SBIR Initiative Program

<http://technology.idaho.gov/sbir>

Idaho – Boise State University Technology and Entrepreneurial Center (TECenter)

<http://www.bsutecenter.com/>

Idaho Department of Commerce SBIR/STTR Grant Programs

<http://commerce.idaho.gov/business/business-development/federal-funding/about-sbir-sttr/>

Heartland Illinois Technology Enterprise Center (HITEC)

[www.heartlanditec.org/](http://www.heartlanditec.org/)

Illinois Department of Commerce and Economic Opportunity (DECO)

<http://www.commerce.state.il.us/dceo/>

Indiana Economic Development Corporation

<http://iedc.in.gov/entrepreneurship/small-business-innovation-research-initiative>

Iowa State University Research Foundation, Inc. (ISURF)

[www.techtransfer.iastate.edu](http://www.techtransfer.iastate.edu)

Kansas Technology Enterprise Corporation (KTEC)

[www.ktec.com/business/section/resources.htm](http://www.ktec.com/business/section/resources.htm)

Kentucky Science and Technology Corporation

[www.kstc.com](http://www.kstc.com)

Maine Technology Institute

[www.mainetechnology.org/](http://www.mainetechnology.org/)

Maryland Technology Development Corporation (TEDCO)

[www.marylandtedco.org/](http://www.marylandtedco.org/)

Minnesota Science & Technology Authority

[www.PositivelyMinnesota.com/SciTech](http://www.PositivelyMinnesota.com/SciTech)

Defense Alliance of Minnesota  
[www.defensealliance.com/](http://www.defensealliance.com/)

MoFAST: Moving Missouri's Innovations to Market  
[www.mofast.net](http://www.mofast.net)

Montana SBIR Program - Montana Department of Commerce  
<http://sbir.mt.gov/index.asp>

MSU TechLink - Regional DoD SBIR and Transition Assistance  
[www.techlinkcenter.org/sbir](http://www.techlinkcenter.org/sbir)

Nebraska Business Development Center  
<http://nbdc.unomaha.edu/SBIR/>

Nevada Small Business Development Center (NSBDC)  
[www.nsbdc.org/](http://www.nsbdc.org/)

New Jersey SBDC Technology Commercialization Center  
<http://njsbdc.com/blog/technology-commercialization/>

New Mexico SBIR Outreach Program  
[www.techventures.org/whatwedo/entrepreneurs.php](http://www.techventures.org/whatwedo/entrepreneurs.php)

New York SBIR/STTR Assistance  
[www.nystar.state.ny.us/sbir/outreach.htm](http://www.nystar.state.ny.us/sbir/outreach.htm)

University of North Dakota Center for Innovation SBIR / STTR Services  
[http://www.innovators.net/innovators/public\\_html/entrepreneur\\_services/es\\_sbir.html](http://www.innovators.net/innovators/public_html/entrepreneur_services/es_sbir.html)

North Carolina SBTDC SBIR Outreach  
[www.sbtdc.org/technology/sbirsttr.asp](http://www.sbtdc.org/technology/sbirsttr.asp)

Ohio SBIR Program  
[www.odod.state.oh.us/tech/sbir/](http://www.odod.state.oh.us/tech/sbir/)

Ohio Aerospace Institute Small Business Network and Industry Membership Program  
<http://www.oai.org/networking/event/index.html?sc=3>

Oklahoma Center for the Advancement of Science and Technology  
<http://www.ok.gov/ocast/>

Oregon SBIR and STTR Resource Guide  
[www.bizcenter.org/Services/7530/6198/7548](http://www.bizcenter.org/Services/7530/6198/7548)

Innovation Partnership (Pennsylvania)  
[www.innovationpartnership.net/](http://www.innovationpartnership.net/)

Puerto Rico Small Business Development Center  
[www.prsbdc.org/CDTC\\_web/index.htm](http://www.prsbdc.org/CDTC_web/index.htm)

Small Business High Technology Institute  
[www.sbhti.org/](http://www.sbhti.org/)

South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)

South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)

The University of Tennessee SBIR Assistance Center  
[www.tnsbir.tennessee.edu](http://www.tnsbir.tennessee.edu)

Virginia's Center for Innovative Technology  
[www.cit.org/](http://www.cit.org/)

Washington Technology Center SBIR Program  
<http://www.watechcenter.org/sbir>

Washington State Small Business Development Center  
[www.sbdc.wsu.edu](http://www.sbdc.wsu.edu)

Wisconsin Entrepreneurs' Network  
[www.wenportal.org](http://www.wenportal.org)

Wisconsin SBIR/STTR Program  
[www.wisconsinsbir.org/](http://www.wisconsinsbir.org/)

Wyoming SBIR/STTR Initiative  
[www.uwyo.edu/sbir/](http://www.uwyo.edu/sbir/)

OTHER RESOURCES AND CONSULTING SERVICES

Advanced Technology Innovations, Inc.  
<http://www.atiincusa.com/>

Bid Data Line  
[www.biddataline.com/fed/](http://www.biddataline.com/fed/)

Biotechnology Business Consultants, LLC  
[www.bioconsultants.com](http://www.bioconsultants.com)

Centurion Technology  
[www.centuriontechnology.com/](http://www.centuriontechnology.com/)

Clark Nuber P.S., CPAs  
[www.clarknuber.com/](http://www.clarknuber.com/)

Cohen International, SBIR Consulting  
<http://rogercohen.com/sbir>

Consulting Concepts, LLC  
[www.consultingconceptsllc.com](http://www.consultingconceptsllc.com)

DuResTec  
[www.durestec.com](http://www.durestec.com)

Foresight Science & Technology, Inc.  
[www.foresightst.com](http://www.foresightst.com)

Gov-Con Solutions, LLC  
[www.sbiraccounting.info](http://www.sbiraccounting.info)

Grant Strategies, LLC  
[www.grantstrategies.com](http://www.grantstrategies.com)

Greenwood Consulting Group, Inc.  
[www.g-jgreenwood.com](http://www.g-jgreenwood.com)

GROW LLC  
[www.growllc.com](http://www.growllc.com)

InKnowVation Online  
[www.inknowvation.com](http://www.inknowvation.com)

Innovation Asset Management, LLC  
[www.iam-llc.com/](http://www.iam-llc.com/)

Jameson & Company, P.C. (SBIR Survival Kit)  
[www.jamesoncpa.com/gov't\\_contract\\_services.htm](http://www.jamesoncpa.com/gov't_contract_services.htm)

JHEverson Consulting LLC  
[www.JHEversonConsulting.com](http://www.JHEversonConsulting.com)

Hentzel & Associates SBIR Services  
[www.sbirhelp.com](http://www.sbirhelp.com)

Lytmos Group, LLC  
[www.lytmos.com](http://www.lytmos.com)

Marti Elder Inc. -- SBIR consulting in the Northern Rockies region  
[www.martielder.com](http://www.martielder.com)

Miller & Associates, P.C.  
[www.millerpc.com/](http://www.millerpc.com/)

New Technology Connection  
[www.newtechconnect.com](http://www.newtechconnect.com)

NineSigma, Inc.  
[www.ninesigma.net/](http://www.ninesigma.net/)

Ohio Aerospace Institute  
[www.oai.org](http://www.oai.org)

Parmelee Creative & Technical Writing  
[www.parmeleeewriting.com/](http://www.parmeleeewriting.com/)

PBC SBIR Services  
[www.sbirhelpdesk.com](http://www.sbirhelpdesk.com)  
[www.pbcinc.com](http://www.pbcinc.com)

Piquero Insights, Inc.  
[www.piqueroinc.com/](http://www.piqueroinc.com/)

Proposals that Work, LLC  
[www.proposalsthatwork.com](http://www.proposalsthatwork.com)  
ResearchResearch  
[www.researchresearch.com/entry/entry.htm](http://www.researchresearch.com/entry/entry.htm)  
Research Commercialization and SBIR Center  
<http://center.ncet2.org/>  
Research Editing  
[www.researchediting.com](http://www.researchediting.com)  
Robert Berger Consulting  
Under construction  
Rocket Science Technologies  
<http://rocketscitech.com>  
SHIFT Connector: Bringing Business Jobs to Academic Investigators  
<http://funding.niaid.nih.gov/ncn/sbir/shift/default.htm>  
SBIR.gov  
<http://www.sbir.gov/>  
SBIR Gateway  
[www.zyn.com/sbir/](http://www.zyn.com/sbir/)  
SBIR Nation  
[www.twitter.com/SBIRNation](http://www.twitter.com/SBIRNation)  
SBIR Resource Center  
<http://sbir.us>  
SciBiz Services  
[www.scibiz.net/](http://www.scibiz.net/)  
Small Business Technology Coalition  
[www.sbtc.org](http://www.sbtc.org)  
Summit Contract Management, LLC  
[www.summitcontractmanagement.com](http://www.summitcontractmanagement.com)  
Tech BizSolutions, Inc.  
[www.sbiraccounting.com](http://www.sbiraccounting.com)  
The SBIR Coach - Fred Patterson  
[www.SBIRcoach.com](http://www.SBIRcoach.com)  
The SBIR Network  
[www.sbir.net](http://www.sbir.net)

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## HOW TO REACH US

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

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Gary Spanner - [gary.spanner@pnl.gov](mailto:gary.spanner@pnl.gov) - (509) 372-4296