

July 12, 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.

Note: The next issue of the SBIR-Alert will be posted August 2, 2013.

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>> SBIR/STTR NEWS AND INFORMATION

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. If you know of an organization that has the will and the resources to continue the Alert as a free service, we will consider providing our subscriber list to that organization.

DOT FY13.2 SBIR Presolicitation Notice

The Department of Transportation (DOT) posted a presolicitation notice for their FY13.2 SBIR program on the Federal Business Opportunities (www.fbo.gov) website on July 9, 2013. 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&id=fca5b8f49e2cacf0bc973c264a67a7bf&tab=core&_cview=0.

Notice Type: Presolicitation Notice
Solicitation Number: DTRT57-13-R-SBIR2
Posted Date: July 9, 2012
Original Response Date: September 23, 2013

Synopsis:

The solicitation will be issued on or about July 25, 2013. The purpose of this solicitation is to invite small businesses with their valuable resources and creative capabilities to submit innovative research proposals that address high priority requirements of the U.S. Department of Transportation. The solicitation and any documents related to this procurement will be available on the DOT SBIR Program Internet site (www.volpe.dot.gov/sbir). The solicitation will be issued through electronic means only; no hard copies will be available.

Primary Point of Contact:

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NIH Event Announcements

The following notices were recently posted on the SBIR/STTR News Flash Page of the Health and Human Services Small Business Research Funding Opportunities website (grants.nih.gov/grants/funding/sbir.htm):

Save the Date! 07/15 Webinar with NIH SBIR/STTR Program Manager

Join SBA and Dr. Matt Portnoy, Manager of the SBIR/STTR Program at the National Institutes of Health (NIH), on Monday, July 15 at 4:00PM EST for our ninth webinar of this series.

NIH awards over \$600 million in SBIR/STTR funding every year. Dr. Portnoy will give an overview of NIH's SBIR/STTR program, and representatives from SBA will discuss updates to the program and answer your most frequently asked questions.

At 4:00PM Eastern Time on July 15, 2013, you may join the web conference 10 minutes prior to the scheduled start by clicking: <http://emsp.intellor.com/login/412936>

If you have any questions, comments, or suggestions for this or future webinars, feel free to reach out to Sejal Hathi at sejal.hathi@sba.gov.

Registration Now Open for the 15th Annual NIH SBIR/STTR Conference, October 28-30, 2013, in Sioux Falls, South Dakota

The 15th Annual NIH Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Conference will be held October 28 – 30, 2013 at the Sioux Falls Convention Center, 1101 N West Ave, Sioux Falls, South Dakota 57104. Registration has now opened.

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.

The conference will include three tracks "Navigating through SBIR/STTRs"; "Circumventing the Hurdles"; and "Path to Commercialization". The wide variety of topics covered at this conference makes it ideal for SBIR newcomers, Phase I companies looking to advance to Phase II, and Phase II companies looking for commercial assistance, strategic partnership and investors. The conference agenda planned for Monday and Tuesday evenings will allow ample time to network with other attendees, NIH staff, potential strategic partners and investors.

The agenda, registration, and other conference information are available at the conference website: www.usdresearchpark.com.

NIH SBIR and STTR RFAs and Program Notice

The National Institutes of Health (NIH) recently added a pair of Request for Applications (RFA) and a Program Announcement (PA) 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 RFAs, PAs, 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 RFAs and PA appear below:

Developing a Point-of-Care Device for the Diagnosis of Sickle Cell Disease in Low Resource Settings (SBIR) (RFA-HL-14-010 posted July 12, 2013)
National Heart, Lung, and Blood Institute
Application Receipt Date(s): October 23, 2013 (Phase I and Fast-Track) and October 23, 2015 (Phase II only)
<http://grants.nih.gov/grants/guide/rfa-files/RFA-HL-14-010.html>

Revolutionary Genome Sequencing Technologies The \$1000 Genome (SBIR) (RFA-HG-13-007 posted June 28, 2013)
National Human Genome Research Institute
Application Receipt Date(s): October 17, 2013
<http://grants.nih.gov/grants/guide/rfa-files/RFA-HG-13-007.html>

NIAID SBIR Phase II Clinical Trial Implementation Cooperative Agreement (PAR-13-250 posted June 28, 2013)
National Institute of Allergy and Infectious Diseases Application Receipt/Submission Date(s): September 11, 2013; January 13, 2014; May 13, 2014; September 11, 2014; January 13, 2015; May 13, 2015; September 11, 2015; January 13, 2016; May 13, 2016
<http://grants.nih.gov/grants/guide/pa-files/PAR-13-250.html>

SBIR Resources on the Web Spotlight: Center for Technology Commercialization

Wisconsin entrepreneurs and innovators have access to an experienced group of consultants and resources that can help guide them through the SBIR/STTR or other funding processes. The Center for Technology Commercialization (CTC) offers assistance with your funding acquisition efforts through the SBIR/STTR programs, and can assemble a team of advocates who will help you evaluate the feasibility of your ideas and plan and apply for federal R&D grants, seed angel or venture funding, business plans and more.

For more information, visit their website at www.wisconsinsbir.org/, which includes links to profiles of SBIR Award winners, frequently answered questions, resources, and upcoming training events and webinars.

The CTC currently has an opening for a Technology Commercialization Consultant. This opportunity is ideal for an innovative, client-focused individual with expertise in acquiring federal SBIR/STTR funding, strategic business development, and project management. Applications are due July 22, 2013. Full details can be found at: <http://bit.ly/1az7AbE>.

>> 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 101: Introduction and Overview -- Grand Rapids, MI, July 16, 2013. This half-day class helps small, technology entrepreneurs and businesses assess their eligibility to receive R&D funding through the SBIR and STTR programs. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development. It is designed to provide enough information for attendees to determine if they would like to seriously pursue a grant or contract proposal. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Webinar: Tips on Electronic Submission to NIH -- Online, July 17, 2013. This webinar will provide tips and guidance to help applicants avoid common errors and successfully navigate the electronic submission process. The session is specifically timed to help those submitting for the next NIH deadline but can be valuable for anyone planning a submission in the coming year. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Webinar: DOE Overview and Topic Review -- Online, July 18, 2013. This webinar will provide an overview of the DoE program and current topics. Ask questions and learn how to get your proposal off to a great start. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Department of Defense: Introduction to DOD SBIR/STTR Programs Webinar -- Online, July 23, 2013. This event, sponsored by the Center for Technology Commercialization (CTC) and the Wisconsin Entrepreneurs' Network (WEN) will take place at 8:00AM-9:30AM CST, and will provide an opportunity to learn more about how to access funding for your ideas from the Department of Defense (DoD). To register, visit <http://www.eventbrite.com/event/6961196125>. For more information, contact Idella Yamben, CTC WEN Program Manager at idella.yamben@uwex.edu.

Webinar: USDA SBIR Checklist -- Online, July 25, 2013. Get an overview of USDA's SBIR program, ask questions and learn how to get your proposal off to a great start. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Essentials of an SBIR/STTR Commercialization Plan -- MI, July 30, 2013. Learn the basics of an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and building financial plans and business models. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Preparation for DOD -- Columbus, OH, August 6, 2013. This Dept. of Defense-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DoD, 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.

SBIR/STTR Proposal Preparation - DOD Focus -- Sterling Heights, MI, August 8, 2013. This Dept. of Defense-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DOD, including both technical and commercialization plans, and navigating the submission process. 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.

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.

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.

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.

* *Other possible upcoming SBIR training opportunities include:*

SBIR/STTR Phase 2/Commercialization workshop -- Tampa, Florida, October 17, 2013

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-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

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Dates: August 5, December 5, 2013;

AIDS and AIDS-related due September 7, 2013, and January 7, 2014

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

EPA FY-2013 Phase I SBIR Solicitation

Due August 13 2013

epa.gov/ncer/sbir/

USDA 2014 SBIR Phase I Solicitation

Due September 26, 2013

www.csrees.usda.gov/funding/sbir/sbir.html

STTR

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Dates: August 5, 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

DOT FY 13.2 SBIR Solicitation

Expected July 25, 2013

www.volpe.dot.gov/sbir/

DOE FY2014 SBIR and STTR FOA

Expected August 12, 2013

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

>> 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:

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