

June 14, 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

DoD SBIR 2013.2 Deadline Reminder

The Department of Defense (DoD) 2013.2 SBIR solicitation will close to proposal submission on June 26, 2013 at 6:00 AM ET. As is typically the case, DoD cautions to 'plan ahead and submit early.'

The SBIR Interactive Topic Information System (SITIS) closed to new questions on June 12, however, all questions and answers are available for general viewing at www.dodsbir.net/sitis. All proposers are advised to monitor SITIS during the solicitation period for questions and answers, and other information relevant to the topic under which they are proposing.

Questions regarding the solicitation may be directed to the [SBIR/STTR Help Desk](#), or (866) 724-7457.

HHS PHS 2013-02 SBIR and STTR Omnibus Grant Solicitations Reissue Announcement

The National Institutes of Health (NIH) recently posted the following notice regarding their fiscal policies for grant awards on their SBIR/STTR News Flash Page at grants.nih.gov/grants/funding/sbirsttr_news.htm:

HHS Reissues PHS 2013-02 SBIR and STTR Omnibus Grant Solicitations Implementing Venture Capital Provision and SBA Company Registry Requirement of the SBIR/STTR Reauthorization Act of 2011

May 31, 2013

The PHS 2013-2 Omnibus Solicitation of the NIH, CDC, FDA, and ACF for SBIR/STTR Grant Applications and SF 424 (R&R) Application Guide for SBIR/STTR Grant Applications are now reissued. The reissued solicitation consists of: (1) re-issued [parent funding opportunity announcement](#) (FOA) for SBIR, (2) re-issued [parent FOA for STTR](#), and (3) narrative descriptions of the programs and research topics (in PDF - 1 MB and MS Word - 1 MB

formats). The remaining due dates for CY 2013 are August 5 and December 5, 2013. AIDS and AIDS-related applications are due September 7, 2013 and January 7, 2014.

The original SBIR and STTR Omnibus solicitations, [PA-13-088](#) (SBIR) and [PA-13-089](#) (STTR) are now expired. Applications can no longer be submitted to these FOAs, applicants will receive an error in their submission if these expired FOAs are used. Applicants must download and use the reissued FOAs, [PA-13-234](#) (SBIR) and [PA-13-235](#) (STTR), for ALL SBIR and STTR Omnibus submissions for the remaining due dates listed above. This includes resubmissions ('-A1s').

This re-issuance implements two additional provisions of the Reauthorization Act: 1) majority venture-capital owned companies may now apply to the NIH SBIR program and 2) all small business concerns must register in the SBA Company Registry.

See NIH Guide Notice [NOT-OD-13-071](#) for details.

SBIR Resources on the Web Spotlight: All About Grants Podcast Website

The National Institutes of Health (NIH) Office of Extramural Research (OER) has series of talks with NIH staff members about the ins and outs of NIH funding available on their All About Grants Podcast Website which is available at http://grants.nih.gov/podcasts/All_About_Grants/. These podcasts are designed for investigators, fellows, students, research administrators, and others just curious about the application and award process.

A recent posting on the NIH Extramural Nexus website (<http://nexus.od.nih.gov/all/>) highlighted the fact that a pair of recent podcasts were posted that focus on the NIH SBIR/STTR program:

New Podcasts on Research Grants and Application Tips for Small Businesses

Posted on May 31, 2013

In the two latest episodes of All About Grants, Dr. Matt Portnoy, Program Coordinator for NIH's Small Business Innovation Research (SBIR) and Small Business Technology Transfer Research (STTR) Research programs, joins us to talk about NIH research funding for small businesses. In the episode "Research Grants for Small Businesses" Dr. Portnoy reviews the research funding opportunities available for small businesses and the registrations necessary to apply for funding. In "Writing your Application – Tips for Small Businesses", Dr. Portnoy shares application advice and resources targeted to help the small business community write successful grant applications.

Listen to the latest podcasts using the links below or visit the [All About Grants podcast](#) website for additional topics.

Research Grants for Small Businesses: the NIH SBIR & STTR Programs ([MP3](#) and [transcript](#))
Writing your Application – Tips for Small Businesses ([MP3](#) and [transcript](#))

SBIR Proposal Writing Tip: DOD Mandatory Phase I Options

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: Understanding DOD's Mandatory Phase I Options
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In past years, we have written about the Phase 1 options that exist in the SBIR programs of many of the Department of Defense (DOD) components. These options have changed recently, so we want to revisit this important issue as many of you contemplate submitting proposals to DOD's FY13.2 solicitation.

First, despite what you might think the term "option" implies, they are a "required" part of your Phase 1 project and proposal to the Army, Navy, and DARPA. Therefore, your proposal on any FY13.2 topic from any of these DOD components MUST include an option. Note that the other DOD components participating in the FY13.2 solicitation, including MDA and Air Force, do not allow you to include an option in your proposed project.

Second, the option is defined as the set of tasks that you propose to accomplish between your Phase 1 "base project" and your Phase 2 project. It is a way to keep you working on this important effort between the time that you are given word that you have been selected for a Phase 2 DOD SBIR award, and when that Phase 2 contract is actually put into place. Note that the Phase 1 option, then, will not begin immediately after the Phase 1 base project is completed--this is commonly misunderstood by DOD SBIR proposers. The option helps lessen the funding gap between the Phase 1 base project and Phase 2, but you should still expect several months between the end of the Phase 1 base and the start of the Phase 1 option. Your thinking, and your Phase 1 project timeline, should reflect this.

Third, SBIR companies often make the mistake of thinking that they can continue to pursue proof of feasibility of their innovation in the option period. That doesn't make any sense, in the context of what we just said about the Phase 1 option being exercised AFTER the DOD component decides to give you a Phase 2 contract: you won't be considered for a Phase 2 award until (and unless) you have proven the feasibility of your innovation. Therefore, always structure your DOD Phase 1 proposal such that you will prove the feasibility of your innovation in the Phase 1 base project, and then use the Phase 1 option to begin pursuit of the Phase 2 R&D effort. Note that this means that your feasibility study will have to be downsized into a modest \$70k or \$80k that is typically allowed in a Phase 1 base project at DOD components that have Phase 1 options.

Finally, don't forget to include the Phase 1 option as a separate budget in your cost proposal. The DOD online cost proposal form makes this easy to do: the columns in the center of the DOD form should be used for your cost estimate for the base Phase 1 effort, while the columns on the right side of the form are used for your Phase 1 option. Make note of the maximum amount you can ask for in the Phase 1 base and option portions of your project (they vary by DOD component), and make sure you don't exceed those caps in your cost proposal.

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

>> **CONFERENCES AND WORKSHOPS**

National

15th Annual NIH SBIR/STTR Conference -- Sioux Falls, South Dakota, October 28-30, 2013. Agenda, registration, and all logistics tbd. Watch <http://sbir.nih.gov/> for updates.

Regional

DCAA Government Contractors Compliance -- Denver, CO and Online, June 18-19, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting, Indirect Rate Development - Budgets, Incurred Cost Proposal, QuickBooks and more. Visit www.gov-con.com or call 303-800-9115 for more information.

2013 New England Regional SBIR/STTR Summer Session -- Kennebunkport, ME, June 20, 2013. The Maine Technology Institute offers a prime opportunity for New England's small business owners, entrepreneurs, researchers, scientists and inventors, to meet with federal agency program managers who are charged to seek out and invest in developing technologies across the country. For more information, contact Karen West at cpmgmt@fairpoint.net.

SBIR Introduction & Overview -- Durham, NH, June 24, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development. The class 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.

NIH Proposal Writing Workshop -- Durham, NH, June 25-26, 2013. This two-day seminar is intended for those contemplating an SBIR/STTR proposal submission to the National Institutes of Health. It presents essential "how-to" instruction on writing a competitive SBIR/STTR proposal that meets the unique requirements of the NIH and the expectations of its reviewers. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Federal Agency Overviews, One-on-One Sessions with Program Managers & Proposal Guidance -- Cary, NC, June 26, 2013. This full-day session will demystify differences between agencies and allow you to speak one-on-one with individual agency program managers. Also, receive guidance on Phase 1 proposal preparation as well as commercialization plan development, an integral component of the program. For registration and more information, visit www.sbtdec.org/events/sbir/agency-overviews/, or contact John Ujvari at sbir@sbtdec.org.

* *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

DoD SBIR 2013.2 Solicitation

Due June 26, 2013

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

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>

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

EPA FY-2013 Phase I SBIR Solicitation
Expected mid-June 2013
epa.gov/ncer/sbir/

USDA 2014 SBIR Phase I Solicitation
Expected June 2013
www.csrees.usda.gov/funding/sbir/sbir.html

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.pnnl.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.pnnl.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