

March 1, 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

DOC NOAA FY 2013 SBIR Solicitation Deadline Extended

The deadline for receipt of proposals in response to the Department of Commerce (DOC) National Oceanic and Atmospheric Administration (NOAA) FY 2013 SBIR solicitation has been extended from February 27, 2013 to Monday, March 4th, as noted in the notice below that was posted on the Federal Business Opportunities website at www.fbo.gov/?s=opportunity&mode=form&tab=core&id=b6b2eafab2921592f12c52ebf1fb6637&_cview=0 on February 25, 2013:

Solicitation Number: NOAA2013-1
Notice Type: Modification/Amendment

Synopsis:

Due to the bad blizzard anticipated to hit the Kansas City Metropolitan Area on February 26-27, 2013, the government is providing an extension to the due date of proposal submission to Monday, March 4, 2013 at 4:00 PM. No additional extensions shall be provided.

DOT FY13.1 SBIR Solicitation Deadline Reminder

The deadline for receipt of proposals in response to the Department of Transportation (DOT) SBIR FY13.1 Solicitation is March 4, 2013. Interested participants are reminded on the Current Solicitation page (www.volpe.dot.gov/sbir/current.html) that:

Proposals may only be submitted online, and must be received no later than 11:59 P.M. EST on the closing date. Visit Section III: Proposal Preparation Instructions and Requirements, of the current solicitation for details. Be sure to read the entire Solicitation carefully before submitting your proposal. Instructions are included on the

submission page.

In addition to the instructions listed on the Section III 'Proposal Preparation Instructions and Requirements' page, useful information is available on the 'Helpful Hints,' 'Proposal Preparation Tips,' and 'FAQ; pages of the DOT SBIR website (www.volpe.dot.gov/sbir/index.html) sidebar.

DoD STTR 2013.A Solicitation Opens

The Department of Defense (DoD) began accepting proposals in response to their STTR 2013.A solicitation on February 25, 2013. The deadline for receipt of proposals is March 27, 2013. As indicated on the solicitation web page (www.acq.osd.mil/osbp/sbir/solicitations/sttr2013A/index.shtml), 'all SBIR Proposal Cover Sheets and Company Commercialization Reports must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission Web Site www.dodsbir.net/submission/, as described in the program solicitation'.

As a reminder, proposers have until March 13, 2013 to submit written questions regarding technical information related to improving the understanding of a particular topic's requirements through the SBIR Interactive Topic Information System (SITIS) 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.

Note that a list of modifications made to the solicitation since its release to the Internet on January 25, 2013, is available at www.acq.osd.mil/osbp/sbir/solicitations/sttr2013A/modlist.shtml.

For more information, contact the DoD Help Desk at www.dodsbir.net/helpdesk/, or 866-724-7457.

Annual NIH SBIR/STTR Conference Announcement

The National Institutes of Health (NIH) recently posted the following advance notice of their annual SBIR/STTR conference on their SBIR/STTR News Flash Page at grants.nih.gov/grants/funding/sbirsttr_news.htm:

Save the Date! The 15th Annual NIH SBIR/STTR Conference will be held in Sioux Falls, SD on October 28-30, 2013

Stay tuned to <http://sbir.nih.gov> and for an [NIH Guide Notice](#) in the coming months for the conference website with details about the agenda, registration, and all logistics. NIH is pleased to work with the University of South Dakota Research Park, Inc. as host for the conference.

NIH SBIR and STTR RFAs and Notices

The National Institutes of Health (NIH) recently added two Request for Applications (RFA) and two Notices (NOT) 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, Program Announcements (PA), 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 Notices appear below:

Development and Translation of Medical Technologies to Reduce Health Disparities (SBIR)
(RFA-EB-13-002 posted March 1, 2013)
National Institute of Biomedical Imaging and Bioengineering

National Institute on Minority Health and Health Disparities

Application Receipt Date(s): May 23, 2013, September 23, 2013; AIDS Date: September 7, 2013, January 7, 2014

grants.nih.gov/grants/guide/rfa-files/RFA-EB-13-002.html

Orthotics for Pediatric Populations (SBIR)

(RFA-HD-14-029 posted March 1, 2013)

Eunice Kennedy Shriver National Institute of Child Health and Human Development

Application Receipt Date(s): July 31, 2013

grants.nih.gov/grants/guide/rfa-files/RFA-HD-14-029.html

Notice of Change in Title and Scope of PA-13-052 Technological Improvements to Data Collection in NIDDK Clinical Studies (SBIR)

(NOT-DK-13-007 and NOT-DK-13-007 posted February 22, 2013)

National Institute of Diabetes and Digestive and Kidney Diseases

grants.nih.gov/grants/guide/notice-files/NOT-DK-13-007.html and grants.nih.gov/grants/guide/notice-files/NOT-DK-13-008.html.

Notice to Participate in PA-10-122 SHIFT Award: Small Businesses Helping Investigators to Fuel the Translation of Scientific Discoveries (SBIR) (NOT-AR-13-009)

National Institute of Arthritis and Musculoskeletal and Skin Diseases

grants.nih.gov/grants/guide/notice-files/NOT-AR-13-009.html

>> CONFERENCES AND WORKSHOPS

National

National SBIR Spring 2013 Conference -- Washington DC, May 14-16, 2013. Co-located with the 15th Annual TechConnect World and the National Innovation Summit, the National SBIR Conference will provide key information and contacts for small businesses and TTOs competing for SBIR/STTR contracts totaling over \$2.5B Annually. Meet one-on-one with program managers and corporate acceleration partners focused on Accelerating Commercialization of American Innovation! For more information and to register, visit

nationalinnovationsummit.com/program/National_SBIR_Conference.html, or contact Sarah Wenning at (512) 697-8849 or wenning@techconnect.org.

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

SBIR/STTR Proposal Writing 3 Day Intensive Boot Camp -- Portland, OR, March 2, 16, 30, 2013. Micro-Inventors Program of Oregon (MIPO) is proud to announce that they will host a unique chance to prepare perspective SBIR/STTR applicants for the Phase 1 proposal writing process. This 3-day SBIR/STTR proposal writing boot camp will feature presentations from Mark Henry, Grow Emerging Companies and Kedma Ough, 2012 National SBIR/STTR Conference Chair drawing from each of these presenter's extensive knowledge and experience in the SBIR/STTR realm. This boot camp will provide critical proposal writing information to small businesses competing for SBIR/STTR grants and contracts. For more information, visit

<http://miposbirtrainingwinter2013.eventbrite.com/#>, or contact MIPO Business Director at 503-546-8813 or kedma@mipooregon.org.

Tips on Electronic Submission to NIH Webinar -- Online, March 5, 1-2 PM. 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.

NIH SBIR Introduction and Proposal Preparation Webinar -- Online, March 6, 2013, Noon to 1:00PM. Visit <https://www1.gotomeeting.com/register/214350001> to register, or contact John Ujvari at sbir@sbtcd.org for more information.

Introduction to SBIR/STTR -- Little Rock, AR, March 6, 2013. Participants will learn about the basic requirements for program participation, methods for assessing qualifying technologies and research projects, and how to get started with the SBIR/STTR program. Rebecca Norman, ASBTDC Innovation Consultant, will guide this training session and will be available for individualized consulting sessions following the training. For more information, visit asbtcd.ualr.edu/training/jonesboro.asp, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700.

SBIR Proposal Writing from the Reviewer's Perspective -- Albuquerque, NM, March 7, 2013. Dr. Bob Berger, former national Department of Energy SBIR Program Manager, will explain the spectrum of technical expertise of SBIR/STTR proposal reviewers and the typical relation between reviewers and your SBIR/STTR project. For more information, visit www.techventures.org/events/calendar-of-events, or call (505)-843-4143.

Exceptional R and D Funding Opportunities from the USDA Webinar -- Online, March 12, 2013, 2-4 PM. The webinar will help you understand how your idea can qualify for funding from the USDA, which accommodates thousands of different ideas and areas of opportunity across the agricultural arena. To register, email iwfsbir@innovatewashington.org. For more information, visit www.innovatewashington.org/sbir, or contact Jim Sampson at (509) 358-2006.

ABC's of SBIR/STTR Webinar -- Online, March 12, 2013, 1-2 PM. Join us for this webinar covering SBIR/STTR program basics including: program purpose; eligibility; and sources of funding. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

DCMA/DCAA Gov't Contract Mgt. Seminar -- Denver, CO and Online, March 12-13, 2013. This event, designed to help SBIR contractors, will address DCAA Audits, DCAA Audits/System Design, Contract Management, Lunch/Networking, Contract Close Outs, How to Seek Venture Capital, EVM and more. Visit www.gov-con.com or contact 303-800-9115 or info@gov-con.com for more information.

Exceptional R and D Funding Opportunities from the NSF Webinar -- Online, March 13, 2013, 2-4 PM. The webinar will help you understand how your idea can qualify for funding from the NSF, which accommodates thousands of different ideas and areas of opportunity in the science arena. To register, email iwfsbir@innovatewashington.org. For more information, visit www.innovatewashington.org/sbir, or contact Jim Sampson at (509) 358-2006.

Mid-Atlantic Advanced SBIR/STTR Workshop -- Herndon, VA, March 13, 2013. The purpose of this workshop is to present strategic advice to current and prospective phase I SBIR/STTR award recipients to better position themselves for successful Phase II and Phase III opportunities. You will be able to hear from SBIR program managers and industry experts; learn about the new rules in the SBIR/STTR Program; develop strategies to secure sole source contracts and insights into effective collaboration partnerships; learn about the special programs available to Phase I and Phase II SBIR/STTR firms; and more. A networking lunch will be provided. For more information and to register, visit www.cit.org/events/mid-atlantic-advanced-sbirsttr-workshop/.

** Phase 1 and Cost Proposal Preparation and Commercialization Overview Boot Camp* -- Omaha, NE area, March 13-14, 2013. Day 1 will cover the basics of SBIR/STTR, how the programs are changing as a result of their 2011 reauthorization, and a recommended four-step process for developing a Phase 1 proposal. Day 2 will focus on the all-important cost proposal (as well as the accounting/recordkeeping required once you get an award), and the basics of SBIR/STTR commercialization. Contact murodriguez@unomaha.edu, or visit www.nbdc.unomaha.edu/venture for more information.

Proposal Preparation for the National Science Foundation -- Newark, DE, March 13-14, 2013. Presented by an SBIR expert, the SBTDC, and the Delaware SBIR Gateway, this event focused on National Science Foundation (NSF) proposals is designed to provide tips, tools, and insight on what it takes to win an SBIR award. For more information, visit <https://clients.dsbtdc.org/workshop.aspx?ekey=10330003>, or contact mdd@udel.edu.

Exceptional R and D Funding Opportunities from the NIH Webinar -- Online, March 14, 2013, 2-4 PM. The webinar will help you understand how your idea can qualify for funding from the NIH, which accommodates thousands of different ideas and areas of opportunity across the medical arena. To register, email iwfsbir@innovatewashington.org. For more information, visit www.innovatewashington.org/sbir, or contact Jim Sampson at (509) 358-2006.

Advanced DCAA Government Contractors Compliance Seminar -- Denver, CO, March 14, 2013. This event, designed to help SBIR contractors, will address FAR Overview, Cost Accounting Standards - Overview, Overhead/GandA Rate Varieties and Considerations, Advanced Incurred Cost Proposals, and more. Visit www.gov-con.com or contact 303-800-9115 or info@gov-con.com for more information.

Tips on Electronic Submission to NIH Webinar -- online, March 14, 2013. Successful submission of NIH SBIR/STTR proposals requires a thorough understanding of grants.gov and NIH eCommons. Tips for successful submission and how to avoid common mistakes will help ensure an accurate, on-time submission. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Proposal Preparation for the National Science Foundation -- Durham, NH, March 19, 2013. This NSF-focused seminar provides in-depth instruction on preparing a competitive SBIR/STTR proposal that meets the unique requirements of the NSF. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

** Phase 1 Proposal Preparation Workshop* -- Tampa, FL, March 19, 2013. This workshop includes SBIR/STTR basics, important changes from the recent reauthorization legislation, and a recommended 4-step process for preparing a competitive Phase 1 proposal. Contact wplant@usf.edu for more information.

Proposal Preparation for the National Science Foundation -- Durham, NH, March 19, 2013. This NSF-focused seminar provides in-depth instruction on preparing a competitive SBIR/STTR proposal that meets the unique requirements of the NSF. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Proposal Preparation for the National Science Foundation -- Ann Arbor, MI, March 20, 2013. This NSF-focused seminar provides in-depth instruction on preparing a competitive SBIR/STTR proposal that meets the unique requirements of the National Science Foundation. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Commercialization for Early-Stage Tech Companies -- Ann Arbor, MI, March 21, 2013. If you've got a technology, but are lagging in or just need to know more about commercialization, this half-day class will kick-start your thinking with the basics in early assessments and planning, pitfalls to avoid, key steps in the process, and more. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

NCET2 University Startups Showcase and Conference 2013 -- Washington, D.C., March 20-22, 2013. The 7th annual University Startups Showcase is organized by the National Council of Entrepreneurial Tech Transfer (NCET2). This year's focus is on the important relationship between Corporate Venture Capital and University Startups. This showcase is specifically created to catalyze transactions with the Global 1000, VCs, angel investors and SBIR program managers. For more information and to register, visit the Conference website www.ncet2.org/index.php?option=com_content&view=article&id=547&Itemid=84

** Phase 1 and Cost Proposal Preparation Workshops* -- Sandy, UT, March 20-21, 2013. Day 1 will cover SBIR/STTR basics, important changes to both programs based on their recent reauthorization, and a recommended process for developing a Phase 1 proposal. Day 2 will emphasize the all-important cost proposal and recordkeeping requirements of SBIR/STTR award recipients. For more information or to register, contact

mcardon@utah.gov.

USDA SBIR Program: From Submission to Award Webinar -- Online, AR, April 3, 2013. This webinar will address key content to include in SBIR proposal applications, including the commercialization plan that is a required part of a Phase II application. Also to be discussed is the review process used by USDA and the necessary steps for successful registration and submission through Grants.gov. The webinar will address common issues that present challenges for new SBIR applicants and offer guidance regarding how to plan ahead in order to ensure successful completion of major steps within the application process. The webinar will be led by Dr. Charles Cleland, USDA/NIFA SBIR National Program Leader. For more information and to register, visit <https://www2.gotomeeting.com/register/739805770>, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700.

Introduction to SBIR/STTR -- Fayetteville, AR, April 4, 2013. Participants will learn about the basic requirements for program participation, methods for assessing qualifying technologies and research projects, and how to get started with the SBIR/STTR program. Rebecca Norman, ASBTDC Innovation Consultant, will guide this training session and will be available for individualized consulting sessions following the training. For more information and to register, visit asbtdc.ualr.edu/training/fayetteville.asp, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700.

SBIR Workshop -- Asheville, NC, first week of April, 2013. Email John Ujvari at sbir@sbtcd.org for more information.

DCAA Compliance Seminar -- Denver, CO, April 23-24, 2013. 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 contact 303-800-9115 or info@gov-con.com for more information.

Basics of Commercializing a Technology Webinar -- Online, May 9, 2013, Noon to 1:00PM. Contact John Ujvari at sbir@sbtcd.org for more information.

Navy Opportunity Forum 2013 -- Crystal City, VA, June 3-5, 2013. The 13th Annual Navy Opportunity Forum, sponsored SBIR Program Office, provides an effective way for acquisition officers, R&D managers, prime contractors, 1st and 2nd tier suppliers, and defense personnel to preview Navy-funded technologies developed by small business. Visit www.navyopportunityforum.com for more information.

* *Other possible upcoming SBIR training opportunities include:*

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

SBIR/STTR workshops -- 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-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

ED NIDRR 2013 SBIR Phase I Solicitation
March 1, 2013

www.ed.gov/programs/sbir

DOC NOAA FY-2013 Phase I SBIR Solicitation
Due March 4, 2013 -- *extended from original date of February 27, 2013*
www.oar.noaa.gov/orta/

DOC NIST FY-2013 Phase I SBIR Solicitation
Due March 4, 2013
www.nist.gov/tpo/sbir/

DOT FY13.1 SBIR Solicitation
Due March 4, 2013
www.volpe.dot.gov/sbir

DoD 2013.A STTR Solicitation
Due March 27, 2013
acq.osd.mil/osbp/sbir/index.shtml

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due April 5, August 5, December 5, 2013;
AIDS and AIDS-related due May 7, 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 April 5, August 5, December 5, 2013;
AIDS and AIDS-related due May 7, September 7, 2013, and January 7, 2014
<http://grants.nih.gov/grants/funding/sbir.htm>

Coming Soon

NSF FY-2013 Phase I SBIR Solicitation
Expected March 2013
www.nsf.gov/eng/iip/sbir/

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

>> 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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