

January 4, 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

NSF FY-2013 STTR Solicitation Release 2 Letter of Intent Deadline Reminder

The National Science Foundation (NSF) will begin accepting proposals in response to Release 2 of their FY-2013 STTR solicitation on January 8, 2013, however, a letter of intent (LOI) must be submitted on or before this date in order to submit a full proposal. View the solicitation at www.nsf.gov/pubs/2013/nsf13501/nsf13501.htm for details. The deadline for receipt of proposals is February 6, 2013.

The STTR research topic for this solicitation is Accelerating Sustainability using Enabling Technologies (ASET). A webinar pertaining to this solicitation was conducted on December 13, 2012. The presentation slides from this webinar are available at www.nsf.gov/eng/iip/sbir/sttr_2013_webinar_rel2.jsp. Jesus Soriano, Program Director, SBIR/STTR Programs, may also be contacted for more information at jsoriano@nsf.gov or 703-292-7795.

DoD SBIR 2013.1 Solicitation Deadline Reminder

The deadline for receipt of proposals for the Department of Defense (DoD) 2013.1 SBIR program solicitations is 6:00 a.m. ET January 16, 2013. As usual, if you are submitting a proposal, you are advised to 'plan ahead and submit early.' As indicated on the Solicitation main web page (www.acq.osd.mil/osbp/sbir/solicitations/sbir20131/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 at www.dodsbir.net/submission, as described in the program solicitation.'

Note that several modifications have been made to this solicitation since its original pre-release on November 16, 2012, most recently December 31, 2012. A list of these modifications is available at www.acq.osd.mil/osbp/sbir/solicitations/sbir20131/modlist.shtml.

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

ED IES Fiscal Year 2013 SBIR Solicitations Open

Three U.S. Department of Education (ED) Institute of Education Sciences (IES) Fiscal Year 2012 SBIR Solicitations are now open. The due date and time for the receipt of proposals for all three solicitations is 2 P.M. EST on February 5, 2013. The solicitations are available in PDF or MS Word file formats on the Federal Business Opportunities (www.fedbizopps.gov) website.

ED IES FY-13 SBIR Phase I: Solicitation #ED-IES-13-R-0007 is a request for Phase I proposals for awards up to \$150,000 for the development of prototypes of education technology products to improve student learning in education and special education settings. See:

www.fbo.gov/index?s=opportunity&mode=form&id=b7cea2e6e38d9938d8d1bc1d76c6a25b&tab=core&tabmode=list&=&.

ED IES FY-13 SBIR Fast-Track: Solicitation #ED-IES-13-R-0006 is a request for Fast-Track (Phase I & II) proposals for awards up to \$1,050,000 for development of education technology products designed to improve student learning in education and special education settings. *Note: In order to apply for Fast-Track funding, applicants must submit both (1) a full SBIR Phase I proposal and (2) a Fast-Track proposal. SBIR Fast-Track proposals that are submitted without a full Phase I proposal will not be evaluated.* See:

www.fbo.gov/index?s=opportunity&mode=form&id=1c4673b32f7c6c0fa9161b86bc5b44d2&tab=core&_cview=0

ED IES FY-13 SBIR Phase I for Games: Solicitation #ED-IES-13-R-0008 is a solicitation released by the Institute of Education Sciences (IES) in partnership with the Defense Advanced Research Projects Agency (DARPA). The solicitation requests proposals for the development and evaluation of commercially viable education technology games in select topic areas to support student learning and outcomes in education and special education settings. The four (4) topics within the solicitation include: (1) games for statistics and probability learning (IES topic); (2) games to support English learners (IES topic); (3) neuroplastic games for improving foreign language learning (DARPA topic); and (4) hybrid videogames/graphic novels to support computer science learning (DARPA topic). See:

www.fbo.gov/?s=opportunity&mode=form&id=bdbb46b3a2c096221a024b660f2a75bb&tab=core&_cview=0

Visit the ED SBIR website (www2.ed.gov/programs/sbir/index.html) for additional information regarding the ED SBIR program.

SBA Issues Final Rule on SBIR/STTR Size Standard Regulations

Rick Shindell reported in the December 29, 2012 edition of the [SBIR Gateway SBIR Insider](#) newsletter, that the Small Business Administration (SBA) provided a final rule on SBIR/STTR size standards on December 27, 2012. A proposed rule was issued on May 15, 2012, and the final rule was published based on the evaluation of comments that had been solicited. A summary of the issues that were addressed by the final rule is outlined in the *Insider*, and a more in-depth discussion of the details of the final rule will likely appear in future issues. The complete final rule is available in the Federal Register at federalregister.gov/a/2012-30809.

The December 29 issue of the *SBIR Insider* also includes a profile of the 2012 SBIR person of the year; a notice indicating the opening of the 2013 Tibbetts Awards and the SBIR Hall of Fame nomination period; notice of the National Spring SBIR 2013 Conference; and the passing of Fred Patterson, a long time SBIR advocate who operated the informative [SBIR Coach](#) website.

NIH SBIR and STTR RFA, PAs, and Notices

The National Institutes of Health (NIH) recently added a Request for Application (RFA), two Program Announcements (PA), 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 PAs, 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 RFA, PAs, and Notices appear below:

Small Business Innovation Research to Develop New Therapeutics and Monitoring Technologies for Type 1 Diabetes (T1D) Towards an Artificial Pancreas (SBIR)
(RFA-DK-13-001 posted December 21, 2012)
National Institute of Diabetes and Digestive and Kidney Diseases
National Institute of Biomedical Imaging and Bioengineering
Application Receipt Date(s): March 06, 2013
grants.nih.gov/grants/guide/rfa-files/RFA-DK-13-001.html

Improved Biomaterials for Urinary and Dialysis Catheters (SBIR)
(PA-13-050 posted December 21, 2012)
National Institute of Diabetes and Digestive and Kidney Diseases
Application Receipt Date(s): Multiple dates, see announcement
grants.nih.gov/grants/guide/pa-files/PA-13-050.html

Technological Improvements to Data Collection in NIDDK Clinical Studies (SBIR)
(PA-13-052 posted December 21, 2012)
National Institute of Diabetes and Digestive and Kidney Diseases
Application Receipt Date(s): Multiple dates, see announcement
grants.nih.gov/grants/guide/pa-files/PA-13-052.html

Notice to Clarify Page Limit of Commercialization Plan in PAR-09-220 Innovations in Biomedical Computational Science and Technology Initiative (SBIR)
(NOT-GM-12-117 posted December 21, 2012)
National Institute of General Medical Sciences
grants.nih.gov/grants/guide/notice-files/NOT-GM-12-117.html

Notice of an Extension of Expiration Date for the NIAID Advanced Technology SBIR and STTR FOAs PA-10-123 and PA-10-124
(NOT-AI-13-018 posted December 14, 2012)
National Institute of Allergy and Infectious Diseases
grants.nih.gov/grants/guide/notice-files/NOT-AI-13-018.html

SBIR Resources on the Web Spotlight: NIH SBIR/STTR Grants and Contracts Award Analysis

Dr. Sally Rockey, the National Institutes of Health (NIH) Deputy Director for Extramural Research, posted an entry to the *Rock Talk* section of the December *NIH Extramural Nexus* newsletter, that profiles state-by-state NIH SBIR/STTR award dollars across the United States from FY2007 to FY2011. The results are presented as a heat map which offers a visual look at areas in the country that could use improvements in outreach efforts to increase R&D funding for small businesses.

To view the article, titled '*Supporting Small Business Across the Country*', visit nexus.od.nih.gov/all/2012/12/14/supporting-small-business-across-the-country/.

>> 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.

Regional

An Update on the Dept. of Transportation's SBIR Program Webinar -- Online, January 9, 2013. Rachael Sack, DOT SBIR Program Analyst, will present this free live webinar summarizing changes from previous solicitations, discussing the mission of the DOT and the role of SBIR, and sharing tips for preparing proposals. Rachael will also discuss other ways to learn about work opportunities with the US DOT. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR 101: Introduction and Overview -- Kalamazoo, MI, January 9, 2013. 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.

SBIR 101: Introduction to SBIR Grants -- Cleveland, OH, January 15, 2013. Each year the federal government awards more than \$2 billion to small high-technology businesses for innovative research that leads to commercialization of new products. SBIR 101 will provide an overview of this important source of non-dilutive research funding. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Tips on Electronic Submission to Department of Energy Webinar -- Online, January 16, 2013. Tips for successful a proposal and submission and how to avoid common mistakes will help ensure an on-time submission. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

The ABC's of SBIR/STTR Funding Webinar -- Online, January 17, 2013. 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.

Year End Boot Camp Webinar -- Online – January 15-17, 2013. This event, designed to help SBIR contractors, will include a Year End Webinar; Incurred Cost Proposal Seminar; and Year End Webinar for RatesPlus Users. Visit www.gov-con.com or call 303-800-9115 for more information.

Introductory SBIR/STTR Proposal Preparation Training -- New York, NY, January 23, 2013. The inaugural training workshop of NY City's new SBIR Impact NYC program. The workshop will cover fundamentals for the SBIR/STTR programs and provide details on SBIR Impact NYC. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

DCAA Compliant Seminar -- Denver, CO – January 29-30, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks. Visit www.gov-con.com or call 303-800-9115 for more information.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, January 30, 2013. 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.

* *Phase 2 Proposal Preparation Workshop* -- Lexington, KY, February 5, 2013. Topics include Phase 2 SBIR/STTR basics, changes in Phase 2 proposals and projects based on the 2011 Reauthorization, recommendations for preparing the Phase 2 proposal, and a discussion of SBIR/STTR commercialization. For more information or to register, contact drempfer@kstc.com, or visit ksef.kstc.com.

SBIR/STTR Proposal Prep – NIH Focus -- Plymouth, MI, February 5-6, 2013. This NIH-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. It provides detailed instruction on the ins and outs of preparing a proposal, 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 Grant Writing Workshop -- Chicago, IL, February 5-6, 2013. A 2-day intensive workshop covering all aspects of writing SBIR/STTR grants focused on life science technologies. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

* *Phase 1 Proposal Preparation Workshop* -- Miami, FL, February 7, 2013. This event will cover the basics of SBIR/STTR, changes to both programs from the recent reauthorization legislation, and a recommended process for preparing a Phase 1 proposal. Contact egarami@fiu.edu for more information.

An Overview of Federal SBIR/STTR Funding through DoD -- Lansing, MI, February 13, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development with emphasis on the unique features of the Dept. of Defense program. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

* *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 for more information.

* *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.

* *SBIR/STTR Workshop* -- Gainesville, FL, March 28, 2013. Details of this workshop to follow. Contact ksfl@ufl.edu.

* *Other possible upcoming SBIR training opportunities include:*

SBIR/STTR workshops -- Santa Fe/Albuquerque, New Mexico area, 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-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 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
AIDS and AIDS-related proposals due January 7, 2013

grants.nih.gov/grants/funding/sbir.htm

DoD 2013.1 SBIR Solicitation

Due January 16, 2012

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

DHS S&T SBIR FY13.1 Solicitation

Due January 23, 2013

www.volpe.dot.gov/sbir

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Release 2

Letter of Intent Due December 17, 2012; Applications Due February 5, 2013

science.energy.gov/sbir/funding-opportunities/

ED IES FY 2013 SBIR Phase I, Fast Track and Phase I for Games Solicitations

Due February 5, 2013

www.ed.gov/programs/sbir

DOC NIST FY-2013 Phase I SBIR Solicitation

Due February 25, 2013

www.nist.gov/tpo/sbir/

DOT FY13.1 SBIR Solicitation

Due March 4, 2013

www.volpe.dot.gov/sbir

STTR

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
AIDS and AIDS-related proposals due January 7, 2013

grants.nih.gov/grants/funding/sbir.htm

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Release 2

Letter of Intent Due December 17, 2012; Applications Due February 5, 2013

science.energy.gov/sbir/funding-opportunities/

Coming Soon

DOC NOAA FY-2013 Phase I SBIR Solicitation

Expected January 2013

www.oar.noaa.gov/orta/

NSF FY-2013 Phase I STTR Solicitation (Release 2)

LOI due and Solicitation expected to open January 8, 2013 (on the web now)

www.nsf.gov/eng/iip/sbir/

DoD 2013.A STTR Solicitation
Pre-release expected January 25, 2013
acq.osd.mil/osbp/sbir/index.shtml

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

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

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