

June 1, 2012

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

DOT FY12.2 SBIR Solicitation Deadline Reminder

The deadline for receipt of proposals in response to the Department of Transportation (DOT) SBIR FY12.2 Solicitation is June 5, 2012. Interested participants are reminded 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, and the 'Technical Questions and Answers' page at www.volpe.dot.gov/sbir/sol12_2/q-and-a.html.

DoD SBIR 2012.2 Solicitation Opens

The Department of Defense (DoD) began accepting proposals in response to their 2012.2 SBIR solicitation on May 24, 2012. The solicitation will close June 27, 2012. As indicated on the solicitation website (www.acq.osd.mil/osbp/sbir/solicitations/sbir20122/index.shtml):

"For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed during the Open period when DoD is accepting proposals for each solicitation. However, proposers may still submit written questions about solicitation topics through the [SBIR Interactive Topic Information System \(SITIS\)](#). In SITIS the questioner and respondent are anonymous and all questions and answers are posted electronically for general viewing until the solicitation closes. All proposers are advised to monitor SITIS during the Open solicitation period for questions and answers and other significant information relevant to their SBIR/STTR topics of interest."

Note that several modifications have been made to this solicitation since its release to the Internet on April 24, 2012, including the removal of several topics. A list of these modifications is available at www.acq.osd.mil/osbp/sbir/solicitations/sbir20122/modlist.shtml.

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

NSF FY-2013 SBIR Solicitation Opens

The National Science Foundation (NSF) began accepting proposals in response to its FY-2013 SBIR solicitation on May 19, 2012. Proposals are due by 5 p.m. proposer's local time on June 19, 2012.

The NSF SBIR program expects to make approximately 100 fixed amount awards for SBIR Phase I proposals in amounts up to \$150,000. Award notification is typically four to six months from the proposal submission deadline date.

NSF has formulated broad solicitation topics for SBIR that conform to high-technology investment sector interests. The topics are:

Biological and Chemical Technologies (BC)
Education Applications (EA)
Electronics, Information and Communication Technologies (EI)
Nanotechnology, Advanced Materials, and Manufacturing (NM)

See the solicitation for a list of the required components for submittal; detailed description of the four research topics; Cognizant Program Officer contact information; and more. The solicitation is available at www.nsf.gov/pubs/2012/nsf12548/nsf12548.htm.

Small Business SBIR Regulatory Roundtable

The Small Business Administration (SBA) Office of Advocacy recently submitted an open invitation to attend its Small Business Roundtable on Friday, June 8th, 2012 from 1:00 p.m. until 3:00 p.m. ET to discuss the new SBIR/STTR proposed regulations and the potential impact on small business. The Roundtable notice, which is available at sbir.gov/events/small-business-sbir-regulatory-roundtable, indicates:

"We are especially interested in hearing from small business research and development companies. The U.S. Small Business Administration (SBA) proposes to amend its regulations governing size and eligibility for the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs. This proposed rule would implement provisions of the Defense Reauthorization Act. The proposed rule addresses ownership, control and affiliation for participants in the SBIR and STTR Programs. This includes participants that are majority-owned by multiple VCOCs, private equity firms, or hedge funds. You may access the proposed rule at: www.gpo.gov/fdsys/pkg/FR-2012-05-15/html/2012-11586.htm. If you would like to attend the Small Business Roundtable please RSVP by email. A final Agenda for the Roundtable will be developed and circulated prior to the meeting. We hope to see you on June 8th. Please feel free to contact Major Clark if you have any questions or require additional information."

Central Contractor Registry Changes

The National Institutes of Health (NIH) and the Department of Transportation (DOT) recently posted notices on their SBIR websites regarding upcoming changes to the Central Contractor Registry (CCR) which may affect the submission of SBIR/STTR proposals:

[DOT SBIR Program News](#), 5/22/12:

Central Contractor Registration (CCR) is Going Away -- What to Expect

On May 29, 2012, the Central Contractor Registration (CCR) system is going away. CCR, along with Federal Agency Registration (FedReg), the Online Representations and Certifications Application (ORCA), and the Excluded Parties List System (EPLS), will be migrated into the new System for Award Management, or SAM.

For those of you familiar with this effort, you know it will reduce the number of passwords you need to remember, reduce the number of systems you need to enter and interact with, and reduce data redundancy by sharing the data across the award lifecycle. To help you better understand how this will work, SAM training will be available online in May. Please visit SAM.gov for more information.

For more information and a list of FAQ's, click on the following link, <https://www.bpn.gov/ccr/NewsDetail.aspx?id=2012&type=N>.

[NIH SBIR/STTR News Flash Page](#), 5/25/12:

Changes coming to the Central Contractor Registry (CCR)

CCR account requests and renewal services are changing. At the end of July 2012, CCR services are moving to the new [System for Award Management](#) (SAM). The transition to the new system may delay your request for a CCR account. Please visit <https://sam.gov>, the [CCR web site](#), and the [Grants.gov blog page](#) for details and additional information. We urge you begin the registration process NOW as all required registrations must be complete for a successful submission of an NIH grant application.

>> CONFERENCES AND WORKSHOPS

National

2012 National SBIR Beyond Phase II Conference & Technology Showcase – Indianapolis, IN, September 10-13, 2012. This event showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities, and will bring 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. For more information, email conference@esncc.com.

2012 National SBIR and STTR Conference – Portland, Oregon, November 13-15, 2012. The Micro-enterprise Inventors Program of Oregon (MIPO) and the Oregon Small Business Development Center Network (OSBDC) will host the SBIR/STTR 2012 National Conference. The theme "Crack the Code" is designed to promote discovery of the key issues to successful grant applications – creating connections, fostering new opportunities, showcasing diversity, and exploring innovative possibilities for both new and experienced SBIR recipients. For more information, visit www.sbir.gov/events/portland-oregon-will-host-2012-national-small-business-innovation-research-sbir-and-small-bus.

Regional

Navy Opportunity Forum 2012 – Crystal City, Virginia, June 4-6, 2012. The 2012 Navy Opportunity Forum provides a preview of over 250 technologies funded by the Navy's SBIR and STTR programs; the Navy's Office of Research and Technology Applications (ORTAs); and the Department of Energy's, Office of Energy Efficiency and Renewable Energy. Invited attendees include: Large defense contractors, acquisition sponsors, first and second tier suppliers, Navy, DoD, and other federal employees, equity investors, Fortune 500 companies, Congressional Staff and Defense support contractors. For more information and to register, visit www.navyopportunityforum.com, or contact 585-617-6298 or info@navyopportunityforum.com.

SBIR/STTR Proposal Prep-NIH Focus -- Kalamazoo, MI, June 5-6, 2012. 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.html, or contact kris@bioconsultants.com.

SBIR/STTR Proposal Prep-NIH Focus -- Chicago, IL, June 6-7, 2012. 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.html, or contact kris@bioconsultants.com.

How To Win SBIR Awards -- Reno, Nevada, June 11, 2012. This all-agency event (with the Veteran Entrepreneur Training Symposium), will offer an extra "spotlight" on DoD and strategies for the June proposals, and will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

SBIR/STTR 101: Introduction and Overview -- Midland MI, June 14, 2012. This half-day workshop covers the 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. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

SBIR Commercial Acceleration Program at TechConnect World Summit and Innovation Showcase 2012 -- Santa Clara, California, June 18-21, 2012. TechConnect World 2012 Joint Conferences (Nanotech, Microtech, Biotech and Cleantech), Expo and Innovation Showcase has extended an invitation to SBIR awardee companies to participate in direct matchmaking and showcase opportunities at a greatly reduced cost. Selected SBIR Awardees will be reviewed by Corporate and Technology Acceleration Partners for potential one-on-one meetings and a display booth at the 1.5-day Innovation Showcase with corporate and investment partners. For more information, visit www.techconnectworld.com/World2012/, or contact Derek Mayer, Partnerships Manager, TechConnect at dmayer@techconnect.org or 512-800-9796.

DCAA Compliant Seminar -- Denver, Colorado, June 19-20, 2012. 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 call 303-800-9115 for more information.

ISS Conference & NASA SBIR Workshop -- Denver, Colorado, June 26-28, 2012. The SBIR Technologies Workshop at the ISS Research and Development Conference will give companies holding current NASA SBIR contracts the opportunity to present their technologies to prime companies, industry, and Government. Priority will go to technologies that can show a direct relationship to ISS needs. Space is limited so reserve your spot. For more information, visit astronautical.org/, or contact arc-sbir-outreach@mail.nasa.gov or (650) 604-2954.

How To Win SBIR Awards -- Hanover, Maryland, July 17, 2012. Maryland TEDCO and the Maryland SBDC Network will co-sponsor this Nation's Capitol area workshop designed to equip entrepreneurs and senior personnel to win federal SBIR/STTR awards (NOT just write proposals) on a consistent basis at all agencies (with NIH emphasis). Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit sbir.us/course.html, or contact SBIR@win-sbir.com or (410) 315-8101.

SBIR & Global Trade Summit -- Uncasville, CT, July 24-26, 2012. This event will provide an opportunity to meet one-on-one with global companies, agencies and government reps; attend presentations, panels and workshops; interact with other innovators and manufacturers; and more. For more information, visit www.SBIRglobalTRADE.com, or contact Merrie London at merrie.london@ctinnovations.com or (860) 257-2894.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Brookpark, OH, August 7, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. 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.html, or contact kris@bioconsultants.com.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Sterling Heights, MI, August 8, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. 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.html, or contact kris@bioconsultants.com.

SBIR/STTR Proposal Prep-DoD/DoE Focus -- Kalamazoo, MI, August 28, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. 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.html, or contact kris@bioconsultants.com.

SBIR/STTR Phase I Proposal Writing Workshop -- Fayetteville, AR, August 29, 2012. 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 asbtcd.ualr.edu/training/technology.asp.

* *Other possible upcoming SBIR training opportunities include:*

Annual New Jersey SBIR/STTR Conference & Workshops -- Newark/North Brunswick, New Jersey area, November 14-16, 2012 (tentative)

National SBIR Conference -- Portland, Oregon area, Fall 2012

* **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

DOT SBIR FY12.2 Solicitation

Due June 5, 2012

www.volpe.dot.gov/sbir/

NSF FY-2013 SBIR Phase I Solicitation

Due June 19, 2012

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

DoD 2012.2 SBIR Solicitation

Due June 27, 2012

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

DHS S&T FY12.2 SBIR Solicitation
Due July 3, 2012
sbir2.st.dhs.gov/portal/SBIR/

DOE FY 2012 SBIR/STTR Phase I Funding Opportunity Announcement
Grant Applications Due: July 3, 2012
science.energy.gov/sbir/funding-opportunities/

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due August 5, December 5, 2012;
AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013
grants.nih.gov/grants/funding/sbir.htm

STTR

DOE FY 2012 SBIR/STTR Phase I Funding Opportunity Announcement
Grant Applications Due: July 3, 2012
science.energy.gov/sbir/funding-opportunities/

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due August 5, December 5, 2012;
AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013
grants.nih.gov/grants/funding/sbir.htm

Coming Soon

DoD 2012.3 SBIR Solicitation
Pre-release expected July, 2012
acq.osd.mil/osbp/sbir/index.shtml

DoD 2012.B STTR Solicitation
Pre-release expected July, 2012
acq.osd.mil/osbp/sbir/index.shtml

>> 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 on at visit 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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