

## **SBIR/STTR ALERTING SERVICE -- January 8, 2010**

The SBIR/STTR 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.pnl.gov/edo/opportunities/sbir.stm](http://www.pnl.gov/edo/opportunities/sbir.stm). Subscription instructions appear at the end of this newsletter.

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### SBIR/STTR NEWS AND INFORMATION

- NIH Grant Application Submission Changes Announced

The 2009 SBIR and STTR Omnibus Solicitations of the NIH, CDC, and FDA recently closed. In advance of their 2010 Solicitation, the National Institutes of Health (NIH) released the following announcement on the News Flash page of their Small Business Funding Opportunities website (<http://grants.nih.gov/grants/funding/sbir.htm>) on December 29, 2009:

Upcoming Changes to the Submission of Grant Applications (includes shorter page limits)

All new or resubmission applications targeting due dates on or after January 25, 2010 require the use of new application forms and instructions, which include a restructured Research Plan section and shorter page limits. SBIR and STTR applications are limited to a single page for the Specific Aims. Phase I applications are now limited to a maximum of 6 pages for the Research Strategy section. Phase II and Fast Track applications are limited to 12 pages for the Research Strategy section and 12 pages for the Commercialization Plan. Introductions for ALL resubmissions are now limited to one page. Calendar year 2010 SBIR and STTR parent funding opportunity announcements will be released in early to mid-January and will reflect the new format and requirements. For additional information, see Kay Etzler's December 22, 2009 note (MS Word - 35 KB) to the Small Business Research Community and the Enhancing Peer Review Web site ([http://enhancing-peer-review.nih.gov/restructured\\_applications.html](http://enhancing-peer-review.nih.gov/restructured_applications.html)).

- DoD SBIR 2010.1 Solicitation Deadline Reminder

The deadline to submit a proposal in response to the Department of Defense (DoD) 2010.1 SBIR Solicitation is 6:00 a.m. ET, January 13, 2010. As usual, DoD advises proposers to "plan ahead and submit early." Also, as indicated on the DoD SBIR/STTR website (<http://www.acq.osd.mil/osbp/sbir/solicitations/sbir101/index.htm>):

All SBIR Proposal Cover Sheets and Company Commercialization Reports must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission Web Site <http://www.dodsbir.net/submission/>, as described in Sections 3.0 and 6.0 of the program solicitation. For components requiring complete electronic submission, technical proposals must be uploaded through the Submission Website.

-- DOC NOAA and NIST FY2010 SBIR Solicitation Deadline Reminders

Proposals are due soon for both the Department of Commerce National Oceanic and Atmospheric Administration (NOAA) and the National Institute of Standards and Technology (NIST) FY2010 SBIR solicitations.

The NOAA deadline for Phase I proposal receipt (six copies) at the Central Region Acquisition Division is 4:00 p.m. (EST) on January 14, 2010. As indicated in the solicitation:

“NOAA assumes no responsibility for evaluating proposals received after the stated deadline or that do not adhere to the other requirements of this solicitation (see 10.0 NOAA SBIR Checklist). Such proposals may be returned to the proposer without review.”

The NIST deadline for Phase 1 SBIR proposal receipt is 3:00 pm on Friday, January 22, 2009 at the Contracts Office. As indicated in the solicitation:

“NIST does not accept electronic submission of proposals. All Offerors should expect delay in delivery due to added security at NIST. It is the responsibility of the Offeror to make sure delivery is made on time. Because of the heightened security at NIST, USPS, FED-EX, UPS or similar-type service is the preferred method of delivery of proposals.”

-- SBIR Proposal Writing Tip: Keep It Short

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 <http://g-jgreenwood.home.att.net>.

SBIR Proposal Writing Basics: Keep It Short

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We all know about the “KISS” principle: Keep It Short, Sweetie. Simply put, it is better to keep things brief and to the point. That is also true of SBIR/STTR proposals.

How do we know this? First, components of the Dept of Defense (more specifically, Army and Air Force) have put 20 page limits on Phase 1 proposals being sent to them. Second, National Institutes of Health has just implemented new grant proposal restrictions that limit the Specific Aims and Research Plan (now called “Research Strategy”) sections of a Phase 1 proposal to a total of seven pages. So the days of standard, across-the-board 25 page proposals have gone, at least at the two largest SBIR/STTR agencies.

So let’s talk about how you should deal with the trend towards shorter proposals.

First, make sure you CAREFULLY read an agency’s SBIR/STTR instructions before you prepare your proposal. You are looking for two key bits of information, in addition to the usual important guidance on what should appear in your proposal. One is the page limit for that agency (or, in the case of DOD, for that component). The other is what is included in, and excluded from, that page limit. As examples of the latter, USAF and Army have a 20 page limit, but that EXCLUDES the budget, so it actually is equivalent to a 22 page limit, while those of your familiar with NIH realize there are many parts of your proposal that fall outside of the specific aims and research plan portions (e.g., abstract, resumes, resource description, demographic forms). You do not want your proposal tossed out because you exceeded a carefully (or strangely) defined page limit, and you do not want to try to cram your entire NIH Phase 1 proposal into 7 pages when that is not necessary.

Second, get a grip on your background text. An on-going problem with SBIR/STTR proposals is long-winded background discussions. The reviewer needs some background to be clear that you know enough to perform the proposed project, but they do not need to be subjected to every minute piece of data in your head. In fact, you can do a much better job showing your ability to perform the proposed project by providing a detailed work plan or research plan describing what you will do and HOW you will do it.

Third, it is more important than ever that you get someone to review your draft proposal before you submit it. Hopefully you are already getting a review to ensure you have avoided leaps of faith and illogical statements and conclusions, and have covered everything requested in the agency's SBIR/STTR instructions. Now you need to add a review in which someone who is expert in writing and editing, and who is accustomed to writing and editing marketing materials like proposals, is asked to cut out "needless redundancies," rambling discussions, and unnecessary repetition (some repetition is valuable, some is not, but that is a subject for another article). The good news is that such reviews should not be very expensive, while the bad news is that you need to provide time in your proposal preparation schedule to include them.

There are other things you can and should do but, we will cover them in future articles because we want to keep this short, sweetie....

Gail and Jim Greenwood may be reached at the following address:

Greenwood Consulting Group, Inc.  
1150 Junonia  
Sanibel, FL 33957  
(239) 395-9446 (voice & fax)  
[g-jgreenwood@att.net](mailto:g-jgreenwood@att.net) (email)

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## CONFERENCES AND WORKSHOPS

### NATIONAL

National SBIR Conference -- Hartford, Connecticut, April 21-23, 2010. (Pre-conference workshops: April 20, 2010). Conference officials are expecting 1000 attendees, including large companies, federal agencies and national laboratories. This event will offer opportunities to schedule appointments with all 11 federal SBIR agencies and potential industry partners; feature your company/technology during the Poster Show; meet Program Managers and representatives from participating agencies; spend time with venture capital and angel investors, large companies, secondary market and traditional lenders, university and federal laboratory representatives and other experts who provide assistance or are interested in doing business with early-stage ventures, and more. Be prepared for three energy-filled days of success stories, workshops, presentations, exhibits, and new SBIR developments. For more information, contact Deb Santy at [Deb.Santy@ctinnovations.com](mailto:Deb.Santy@ctinnovations.com) or 860-257-2893, or visit [www.SBIRnational.com](http://www.SBIRnational.com). A short video is also available at <http://www.youtube.com/watch?v=cQtl6P8pr0M>.

### REGIONAL

DCAA Cost Accounting Seminar, QuickBooks, Indirect Rates and ICE workshop - 2 Day Seminar – Denver, CO, January 11-12, 2010. For more information, visit <http://www.gov-con.us>, or contact 303-800-9115 ext 2 or [info@gov-con.us](mailto:info@gov-con.us).

10th Annual STTR/SBIR and HBCU/MI Small Business Conference -- Alabama A&M University, January 25-27, 2010. This event will include presentations from SBA, SADBUI, and HBCU/MI programs at DARPA, DoD, ONR, ARO, ARL, NRL and NIST representatives, as well as invited program managers from EPA, NASA, NSF and DOE. Networking opportunities will also be promoted during the conference between small businesses and university investigators to promote funding and teaming opportunities.

For more information, visit [http://aamuri.aamu.edu/Conference/2010/conference2010\\_index.htm](http://aamuri.aamu.edu/Conference/2010/conference2010_index.htm), or contact Prof. Daryush ILA at 256-372-8703 or [ila@aamuri.aamu.edu](mailto:ila@aamuri.aamu.edu).

How To Win SBIR Awards (SM) – Herndon, VA, January 26, 2010. This workshop will provide a strategic understanding of the SBIR and STTR Programs; tools for deciding if you or your firm should pursue SBIR/STTR; and information on how to successfully develop business in SBIR/STTR. For more information or to register, visit <http://sbir.us/course.html>, call (410) 315-8101, or email [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com).

12th Annual Regional SBIR Conference -- St. Louis, Missouri, January 28-29, 2010. Speakers at this event will include NIH, DARPA, NSF, DHS, DOE (LANL), Army, Air Force, NASA (Goddard), DOT, DTIC, FBI, MS&T, University of Missouri System, SLU, Leonard Wood Institute and Boeing. For more information, visit <http://www.emergingtech.org/calendar.html>, or contact: Bill Simon at 314-615-6908, or [bsimon@emergingtech.org](mailto:bsimon@emergingtech.org).

Spring SBIR/STTR Hands-on NIH grant writing workshop -- Chapel Hill, NC, February 2, 4, 9, 11, 2010. SBIR/STTR proposers planning to submit or re-submit for the April 5th or other 2010 deadlines are encouraged to attend this 4 session course designed to prepare you to submit a competitive proposal in the new format. For more information or to register, contact John Ujvari, SBIR Program Specialist, SBTDC, University of North Carolina, at [sbir@sbtcd.org](mailto:sbir@sbtcd.org) or 919-962-8297.

SBIR/STTR Grant Prep Workshop -- Charlottesville, Virginia, February 9-10, 2010. This two day, multi-session workshop is lead by Lisa Kurek of Biotechnology Business Consultants, LLC. Special attention will be paid to NIH proposal development & submission, but all agencies will be covered. Day one will address the topics of Strategic Planning and Proposal Development; Day two will address Proposal Submission and Preparing a Commercialization Plan. For more information or to register, visit <http://www.cit.org/node/152>, or contact Robert Brooke at 703-689-3080 or [rbrooke@cit.org](mailto:rbrooke@cit.org).

SBIR/STTR Workshop -- Dallas, Texas, February 11, 2010. This event will include guest speaker Dr. Oliver Murphy, Lynntech Corp. and several Federal Agency SBIR Program Managers and other field experts. For more information, contact James E. Berish at [fxs9413@dcccd.edu](mailto:fxs9413@dcccd.edu) or 214-860-5709.

DCAA Government Contractor Compliance Conference - 3 Day Seminar – Denver, CO, March 15-17, 2010. For more information, visit <http://www.gov-con.us> or contact 303-800-9115 ext 2 or [info@gov-con.us](mailto:info@gov-con.us).

SBIR Overview and Proposal Preparation Workshops – Omaha, Nebraska, March 24 and 25, 2010. The Business Development Center, who manages the SBIR/STTR program for the state of Nebraska, is holding this 2-day workshop. Day 1 will be an introduction of the EPA and SBIR Programs, including attendee one-on-one meetings with the program managers to receive feedback about their projects. Day 2 Jim Greenwood will be giving a proposal preparation workshop. This will include one free proposal evaluation for all attendees, good for one year. For more information, visit <http://nbdc.unomaha.edu/SBIR/>, or contact Lisa Tedesco at 402.554.6270 or [mtedesco@mail.unomaha.edu](mailto:mtedesco@mail.unomaha.edu).

SBIR/STTR Phase I Proposal Writing Workshop -- Little Rock, AR, April 22, 2010. This interactive, eight-hour workshop, offered by Arkansas Small Business Development Center, first-time or unsuccessful writers of SBIR Phase I proposals. Instructor Sharon Ballard 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, contact Rebecca Norman at [rxnorman@ualr.edu](mailto:rxnorman@ualr.edu) or 501.683.7700.

Beyond Phase II Conference -- San Antonio, Texas, September 13-17, 2010. This event showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities. The event brings 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, contact Jenn ZiBerna at [conference@esncc.com](mailto:conference@esncc.com) or 703-412-3653.

Other possible upcoming SBIR training opportunities include:

SBIR Phase 2 Proposal Preparation Workshop, Orlando, Florida, February 11, 2010  
National SBIR Conference, Connecticut, April 2010

\* 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 [g-jgreenwood@att.net](mailto:g-jgreenwood@att.net), or visit their web site at [www.g-jgreenwood.com](http://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.

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## SOLICITATIONS CURRENTLY OPEN

### SBIR

DOC NOAA FY2010 SBIR  
Due January 10, 2010  
<http://www.oar.noaa.gov/orta/>

Ed IES 2010 SBIR  
Due January 11, 2010  
<http://www.ed.gov/programs/sbir/applicant.html>

DoD SBIR Program 2010.1  
Due January 13, 2010  
<http://www.acq.osd.mil/osbp/sbir/solicitations/index.htm>

NIST FY2010 SBIR  
Due January 22, 2010  
[http://tsapps.nist.gov/ts\\_sbir/Default.asp](http://tsapps.nist.gov/ts_sbir/Default.asp)

### STTR

No STTR solicitations are open at this time.

## COMING SOON

Ed OSERS/NIDRR  
Expected late December, 2009  
<http://www.ed.gov/programs/sbir/applicant.html>

DoD STTR Program 2010.A  
Pre-release expected January 25, 2010  
<http://www.acq.osd.mil/osbp/sbir/solicitations/index.htm>

EPA 2010 SBIR  
Expected March 2010  
<http://epa.gov/ncerqa/sbir/index.html>

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## SBIR/STTR INFO ON THE INTERNET

### PARTICIPATING AGENCY SBIR WEB SITES:

Department of Agriculture  
[www.csrees.usda.gov/funding/sbir/sbir.html](http://www.csrees.usda.gov/funding/sbir/sbir.html)

Department of Commerce  
National Oceanic and Atmospheric Administration  
[www.oar.noaa.gov/orta/](http://www.oar.noaa.gov/orta/)  
National Institute of Standards and Technology  
[www.nist.gov/sbir](http://www.nist.gov/sbir)

Department of Defense  
[www.acq.osd.mil/sadbu/sbir](http://www.acq.osd.mil/sadbu/sbir) or  
[www.dodsbir.net](http://www.dodsbir.net)  
Defense Technical Information Center  
[www.dtic.mil/dtic/sbir/](http://www.dtic.mil/dtic/sbir/)  
Air Force  
[www.sbirsttrmall.com/Portal.aspx](http://www.sbirsttrmall.com/Portal.aspx)  
Army  
[www.aro.army.mil/arrowash/rt/sbir/sbir.htm](http://www.aro.army.mil/arrowash/rt/sbir/sbir.htm)  
Chemical and Biological Defense Program (CBD)  
Defense Advanced Research Projects Agency (DARPA)  
[www.darpa.mil/sbir/](http://www.darpa.mil/sbir/)  
Defense Threat Reduction Agency (DTRA)  
[www.dtra.mil/acq/business/acq%5Fsmallbus.html](http://www.dtra.mil/acq/business/acq%5Fsmallbus.html)  
Missile Defense Agency (MDA)  
[www.winbmdo.com/](http://www.winbmdo.com/)  
Navy  
[www.navysbir.com/](http://www.navysbir.com/)  
National Geospatial-Intelligence Agency (NGA)  
[www.nga.mil/portal/site/nga01/index.jsp](http://www.nga.mil/portal/site/nga01/index.jsp)  
Office of the Secretary of Defense (OSD)  
Special Operations Command (SOCOM)  
<http://soal.socom.mil/index.cfm?page=sadbu&sb=sbir>  
SBIR Interactive Technical Information System (SITIS)  
<http://dtica.dtic.mil/sbir/index.html>

Department of Education  
[www.ed.gov/programs/sbir/index.html](http://www.ed.gov/programs/sbir/index.html)

Department of Energy  
<http://sbir.er.doe.gov/sbir/>

Homeland Security Science and Technology Directorate (S&T)  
<https://sbir.dhs.gov/>

Homeland Security Domestic Nuclear Detection (DNDO)  
<https://dndosbir.dhs.gov/>

Department of Transportation  
[www.volpe.dot.gov/sbir](http://www.volpe.dot.gov/sbir)

Environmental Protection Agency  
<http://epa.gov/ncerqa/sbir>

National Institutes of Health  
<http://grants1.nih.gov/grants/funding/sbir.htm>  
National Aeronautics & Space Administration  
<http://sbir.nasa.gov>  
National Science Foundation  
<http://www.nsf.gov/eng/iip/sbir/index.jsp>  
Small Business Administration  
[www.sba.gov/SBIR/](http://www.sba.gov/SBIR/)

#### NATIONAL RESOURCES (GOVERNMENT/NON-PROFIT)

CRIS (Current Research Information System)  
<http://cris.csrees.usda.gov/>  
CRISP (Computer Retrieval of Information on Scientific Projects)  
[www.crisp.cit.nih.gov/](http://www.crisp.cit.nih.gov/)  
Federal Business Opportunities  
[www.fedbizopps.gov/](http://www.fedbizopps.gov/)  
Grants.gov  
[www.grants.gov](http://www.grants.gov)  
Pacific Northwest National Laboratory Economic Development Office  
[www.pnl.gov/edo/](http://www.pnl.gov/edo/)  
SBA Tech-Net  
<http://tech-net.sba.gov/>  
State Science and Technology Institute  
[www.ssti.org](http://www.ssti.org)

#### STATE/REGIONAL SBIR AND SMALL BUSINESS RESOURCES (listed alphabetically by state)

Technology Research and Development Center of Alaska (TREND)  
[www.trendalaska.org/](http://www.trendalaska.org/)  
Arkansas SBDC SBIR/STTR Program  
[www.asbdc.ualr.edu/sbir/grants/](http://www.asbdc.ualr.edu/sbir/grants/)  
SBIR Colorado  
[www.sbircolorado.org/](http://www.sbircolorado.org/)  
The Connecticut SBIR Office  
[www.ctsbir.com/](http://www.ctsbir.com/)  
Delaware Technology Assistance Program (DETAP)  
[www.detap.org/](http://www.detap.org/)  
Florida SBDC Network Business Technology Commercialization Program  
[www.floridasbdc.org/btc](http://www.floridasbdc.org/btc)  
Georgia SBIR Assistance Program  
<http://innovate.gatech.edu/sbir>  
Hawaii SBIR program (HDTC)  
[www.htdc.org/sbir/](http://www.htdc.org/sbir/)  
Idaho SBIR Initiative Program  
<http://technology.idaho.gov/sbir>  
Heartland Illinois Technology Enterprise Center (HITEC)  
[www.heartlanditec.org/](http://www.heartlanditec.org/)  
Illinois DCEO Innovation Challenge Technical Assistance Program  
[www.illinoisbiz.biz/dceo/Bureaus/Technology/Technology+Grants+Programs/Innovation+Challenge+Program.htm](http://www.illinoisbiz.biz/dceo/Bureaus/Technology/Technology+Grants+Programs/Innovation+Challenge+Program.htm)  
Office of Intellectual Property and Technology Transfer (OIPTT) and  
NASA Illinois Commercialization Center (NICC)  
[www.nasa-illinois.org](http://www.nasa-illinois.org)  
Indiana Economic Development Corporation

<http://www.in.gov/iedc/sbir.htm>  
Iowa State University Research Foundation, Inc. (ISURF)  
[www.techtransfer.iastate.edu](http://www.techtransfer.iastate.edu)  
Kansas Technology Enterprise Corporation (KTEC)  
[www.ktec.com/business/section/resources.htm](http://www.ktec.com/business/section/resources.htm)  
Kentucky Science and Technology Corporation  
[www.kstc.com](http://www.kstc.com)  
Maine Technology Institute  
[www.mainetechnology.org/](http://www.mainetechnology.org/)  
Maryland Technology Development Corporation (TEDCO)  
[www.marylandtedco.org/](http://www.marylandtedco.org/)  
Defense Alliance of Minnesota  
[www.defensealliance.com/](http://www.defensealliance.com/)  
MoFAST: Moving Missouri's Innovations to Market  
[www.mofast.net](http://www.mofast.net)  
Montana SBIR Program - Montana Department of Commerce  
<http://sbir.mt.gov/index.asp>  
MSU TechLink - Regional DoD SBIR and Transition Assistance  
[www.techlinkcenter.org/sbir](http://www.techlinkcenter.org/sbir)  
Nebraska Business Development Center  
<http://nbdc.unomaha.edu/SBIR/>  
Nevada Small Business Development Center (NSBDC)  
[www.nsbdc.org/](http://www.nsbdc.org/)  
New Jersey SBDC Technology Commercialization Center  
[www.njsbdc.com/SciTech/sbir.asp](http://www.njsbdc.com/SciTech/sbir.asp)  
New Mexico SBIR Outreach Program  
[www.techventures.org/whatwedo/entrepreneurs.php](http://www.techventures.org/whatwedo/entrepreneurs.php)  
New York SBIR/STTR Assistance  
[www.nystar.state.ny.us/sbir/outreach.htm](http://www.nystar.state.ny.us/sbir/outreach.htm)  
North Dakota SBIR/STTR (NDSS)  
[www.techconnectnd.com/](http://www.techconnectnd.com/)  
North Carolina SBTDC SBIR Outreach  
[www.sbtcd.org/technology/sbirsttr.asp](http://www.sbtcd.org/technology/sbirsttr.asp)  
Ohio SBIR Program  
[www.odod.state.oh.us/tech/sbir/](http://www.odod.state.oh.us/tech/sbir/)  
Oklahoma Center for the Advancement of Science and Technology  
[www.ocast.state.ok.us/Programs/SBIRSTTR/tabid/58/Default.aspx](http://www.ocast.state.ok.us/Programs/SBIRSTTR/tabid/58/Default.aspx)  
Oregon SBIR and STTR Resource Guide  
[www.bizcenter.org/Services/7530/6198/7548](http://www.bizcenter.org/Services/7530/6198/7548)  
Innovation Partnership (Pennsylvania)  
[www.innovationpartnership.net/](http://www.innovationpartnership.net/)  
Puerto Rico Small Business Development Center  
[www.prsbdc.org/CDTC\\_web/index.htm](http://www.prsbdc.org/CDTC_web/index.htm)  
Small Business High Technology Institute  
[www.sbhti.org/](http://www.sbhti.org/)  
South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)  
SBIR-STTR Assistance Center of Utah  
[www.innovationutah.com/sbir.html](http://www.innovationutah.com/sbir.html)  
Virginia's Center for Innovative Technology  
[www.cit.org/](http://www.cit.org/)  
Washington Technology Center SBIR Program  
<http://www.watechcenter.org/sbir>  
Washington State Small Business Development Center  
[www.sbdc.wsu.edu](http://www.sbdc.wsu.edu)  
Wisconsin Entrepreneurs' Network

[www.wenportal.org](http://www.wenportal.org)  
Wisconsin SBIR/STTR Program  
[www.wisconsinsbir.org/](http://www.wisconsinsbir.org/)  
Wyoming SBIR/STTR Initiative  
[www.uwyo.edu/sbir/](http://www.uwyo.edu/sbir/)

#### OTHER RESOURCES AND CONSULTING SERVICES

Advanced Technology Innovations, Inc.  
<http://www.atiincusa.com/>  
Bid Data Line  
[www.biddataline.com/fed/](http://www.biddataline.com/fed/)  
Biotechnology Business Consultants, LLC  
[www.bioconsultants.com](http://www.bioconsultants.com)  
Centurion Technology  
[www.centuriontechnology.com/](http://www.centuriontechnology.com/)  
Clark Nuber P.S., CPAs  
[www.clarknuber.com/](http://www.clarknuber.com/)  
Cohen International, SBIR Consulting  
<http://rogercohen.com/sbir>  
Consulting Concepts, LLC  
[www.consultingconceptsllc.com](http://www.consultingconceptsllc.com)  
DuResTec  
[www.durestec.com](http://www.durestec.com)  
Foresight Science & Technology, Inc.  
[www.foresightst.com](http://www.foresightst.com)  
Gov-Con Solutions, LLC  
[www.sbiraccounting.info](http://www.sbiraccounting.info)  
Greenwood Consulting Group, Inc.  
[www.g-jgreenwood.com](http://www.g-jgreenwood.com)  
GROW LLC  
[www.growllc.com](http://www.growllc.com)  
InKnowVation Online  
[www.inknowvation.com](http://www.inknowvation.com)  
Innovation Asset Management, LLC  
[www.iam-llc.com/](http://www.iam-llc.com/)  
Jameson & Company, P.C. (SBIR Survival Kit)  
[www.jamesoncpa.com/gov't\\_contract\\_services.htm](http://www.jamesoncpa.com/gov't_contract_services.htm)  
Hentzel & Associates SBIR Services  
[www.sbirhelp.com](http://www.sbirhelp.com)  
Lytmos Group, LLC  
[www.lytmos.com](http://www.lytmos.com)  
Miller & Associates, P.C.  
[www.millerpc.com/](http://www.millerpc.com/)  
New Technology Connection  
[www.newtechconnect.com](http://www.newtechconnect.com)  
NineSigma, Inc.  
[www.ninesigma.net/](http://www.ninesigma.net/)  
Ohio Aerospace Institute  
[www.oai.org](http://www.oai.org)  
Parmelee Creative & Technical Writing  
[www.parmeleeewriting.com/](http://www.parmeleeewriting.com/)  
PBC SBIR Services  
[www.sbirhelpdesk.com](http://www.sbirhelpdesk.com)  
[www.pbcinc.com](http://www.pbcinc.com)  
Piquero Insights, Inc.

[www.piqueroinc.com/](http://www.piqueroinc.com/)  
Proposals that Work, LLC  
[www.proposalsthatwork.com](http://www.proposalsthatwork.com)  
ResearchResearch  
[www.researchresearch.com/entry/entry.htm](http://www.researchresearch.com/entry/entry.htm)  
Research Editing  
[www.researchediting.com](http://www.researchediting.com)  
Robert Berger Consulting  
Under construction  
Rocket Science Technologies  
<http://rocketscitech.com>  
SBIR.gov  
<http://www.sbir.gov/>  
SBIR Gateway  
[www.zyn.com/sbir/](http://www.zyn.com/sbir/)  
SBIR Nation  
[www.twitter.com/SBIRNation](http://www.twitter.com/SBIRNation)  
SBIR Resource Center  
<http://sbir.us>  
SciBiz Services  
[www.scibiz.net/](http://www.scibiz.net/)  
Small Business Technology Coalition  
[www.sbtc.org](http://www.sbtc.org)  
Summit Contract Management, LLC  
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## HOW TO REACH US

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

Richard Fowler - [richard.fowler@pnl.gov](mailto:richard.fowler@pnl.gov) - (509) 372-4332

Gary Spanner - [gary.spanner@pnl.gov](mailto:gary.spanner@pnl.gov) - (509) 372-4296