



Pennsylvania's Premiere SBIR/STTR & Federal Funding Assistance Program

Presented at:

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*Increasing Funding Leverage to Pennsylvania Small,
Technology Businesses*



What is SBIR/STTR & Why Should You Care?

- Federal funding programs providing over **\$2.5B** in non-dilutive, seed funding for small tech-focused businesses
 - SBIR created by Congress in 1982
 - STTR created in 1992
- Designed to increase commercialization from research results
- Stimulate tech. innovation in the private sector
- Not a loan – no repayment
- Potential leveraging tool to attract VC/other sources of \$\$\$ and value-add business growth assistance
- **NOT** *an alternative source of funding for basic research!*

What Fed. Agencies Participate In SBIR/STTR Programs?

SBIR/STTR Participating Federal Agencies

- Department of Agriculture (DoA)
- Department of Commerce (DoC)
- **Department of Defense*** (DoD)
- Department of Education (DoEd)
- **Department of Energy*** (DoE)
- **Department of Health & Human Services (NIH)***
- Department of Homeland Security (DHS)
- Department of Transportation (DoT)
- Environmental Protection Agency (EPA)
- **National Aeronautics & Space Administration*** (NASA)
- **National Science Foundation*** (NSF)

Agencies with a “” participate in the STTR Program*

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Amt. Funding Available from Agencies for SBIR/STTR

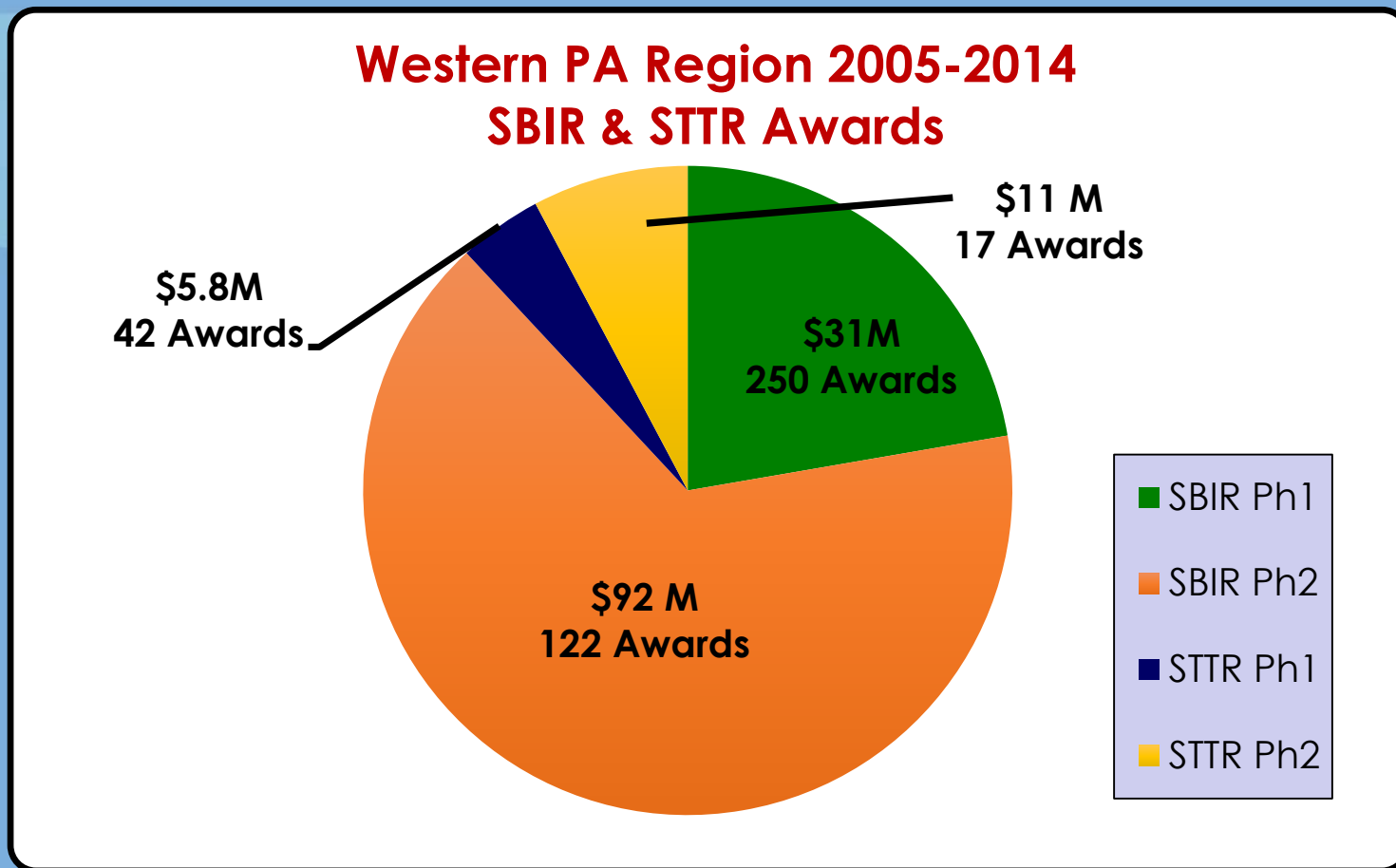
SBIR/STTR	SBIR ONLY
DoD - \$1,000 m	USDA - \$18 m
HHS (NIH) - \$697 m	DHS - \$16 m
DOE - \$184 m	DoED - \$13 m
NSF - \$153 m	DOT - \$8 m
NASA - \$149 m	DOC - \$7 m
	EPA - \$4 m

TOTAL: >~ \$2.3 B FY 2013

**Amt of funding available per agency does not vary widely from one year to the next.*

~ Number of Phase I Awards by Agency

Agency	2013	2013	PA % Awards	
DoD	1,527	\$180,896,392	52	3%
HHS (NIH)	765	\$207,450,190	31	5%
NSF	381	\$59,644,586	19	5%
DOE	322	\$56,511,195	4	1%
NASA	292	\$38,291,687	9	3%
USDA	60	\$5,862,650	3	5%
DHS	29	\$2,888,676		0%
EPA	26	\$2,078,090		0%
DOEd	24	\$2,845,931		0%
DOT	9	\$1,346,362	1	11%
DOC	19	\$1,758,676	1	5%

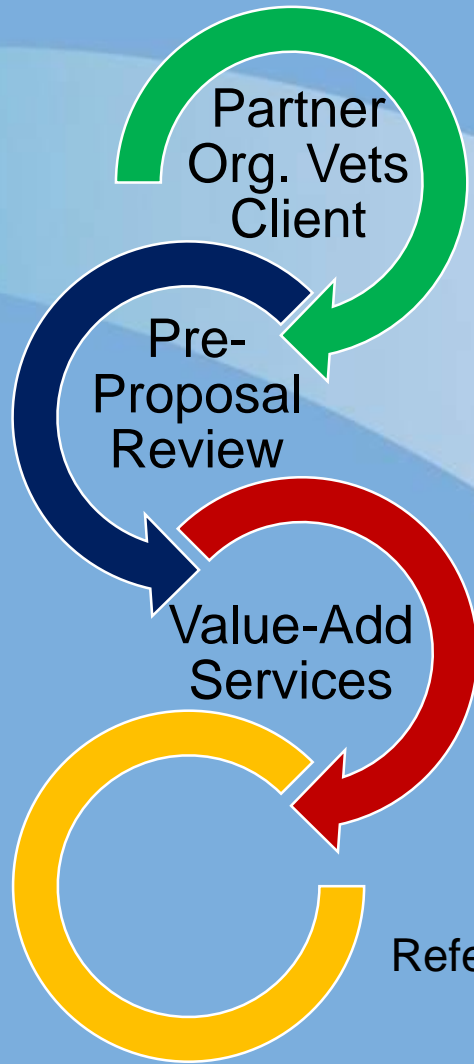


IPart - Mission

The Innovation Partnership (IPart) is a consortium of economic development and business assistance organizations located throughout the Commonwealth of Pennsylvania. Our goal is to help early-stage technology companies in Pennsylvania secure federal funding opportunities.

- We provide FREE high-level, pre-proposal SBIR/STTR technical reviews to clients;
- Opportunities for clients to receive Phase 0 proposal preparation grant funding to defray final proposal preparation costs; and,
- Training & Education opportunities for clients and Partner Staff.

Synergistic Model of Tech Business Support



IPart's Pre-Proposal Technical Review – A Key to Success!

- Company Bio – Brief description of your company and its mission/focus
- To What Agency/Solicitation/Topic Are You Responding?
- Communication With Program Manager?
- Proposed Project Description:
 - Work to be completed – Match to the topic area
 - Benefits of YOUR innovation over current “state of the art”
 - Why should the Agency fund your innovation?
- Commercialization
 - What is your plan? – Is it Reasonable? Do you know your market? Sell innovation to multiple customers, license, sell outright...etc.
 - Who are your potential customers – Who will ultimately purchase/use your innovation & why
- Economic Impact potential
- Your Team- Appropriate to the innovation space? Appropriately credentialed?

IPart Program Specifics

- **MicroVoucher** - Client receives free Pre-proposal review & could be awarded up to \$3,000 is paid directly to a professional proposal consulting assistance.
- **MicroGrant** - Client receives free Pre-proposal review & could be awarded up to \$2,000 (*cash reimbursement*) to defray proposal preparation costs.
- **Federal Marketing Assistance (FMA)** - Client receives free Pre-proposal review & could be awarded up to \$10,000 (*cash reimbursement*) to defray proposal preparation costs for Phase II or advanced Federal Funding opportunity. **This award is repayable to the IPart if Federal Funds are Awarded.**
- **Travel & Training** - Clients who receive Pre-proposal review can request up to \$1,000 in reimbursement for any travel/training related directly to their federal proposal



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About IPart

What is the Innovation Partnership?

The Innovation Partnership is a consortium of economic development and business assistance organizations located throughout the Commonwealth of Pennsylvania. Our goal is to help early-stage technology companies in Pennsylvania secure federal funding opportunities. [Find Help Now!](#)



[Pre-Proposal Technical Review Program \(PPAP\)](#)

[IPart assists technology-driven companies in Pennsylvania to prepare high-quality SBIR/STTR grant proposals for submission to federal.](#)



[Training Opportunities & Events](#)

[In 2011 numerous SBIR/STTR training opportunities will be made available throughout the state. Please visit this link for upcoming events.](#)



[Federal Funding Resources & Links](#)

[Your essential starting point to locate solicitations and federal funding opportunities that may be a perfect match for your company.](#)

Our Partners:

Use the arrows to view more partners. Click each logo for additional info.



NEWS

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IPART AWARDEES

PA FEDERAL
AWARDEES



More SBIR/STTR Resources

Below, we have compiled some wonderful SBIR/STTR and technology business-related resources which should be of great assistance and interest. Please take some time to explore and read through the wealth of information provided in these links. Also, if you haven't done so already – This page is a great one to add to your Favorites/Bookmarks!

- [Solicitation Searches](#)
- [SBIR Training and Preparation Manuals](#)
- [General SBIR & Tech. Business. Support Web sites](#)
- [Participating SBIR Agency Contacts](#)
- [Company/Applicant SBIR/STTR Registration Sites](#)
- [SBIR/STTR Federal Agency Links](#)

Solicitation Searches

- [Open Solicitation Search](#)

Use this search to query on keywords related to your technology to determine if there are any open solicitations for which your company or technology development might be a match.

Categories

[News](#)[Events](#)[Solicitation Announcements](#)[IPart Awardees](#)[PA Federal Awardees](#)

Archives

[February 2015](#)[January 2015](#)[December 2014](#)[November 2014](#)[October 2014](#)

IPart Accomplishments

As of 1/25/16

IPart Results (Spring 2003 – Present)

Technical Reviews Provided:	562
MicroGrant Awards:	174 (\$526,000)
MicroVoucher Awards	103 (\$302,876)
Federal Marketing Assistance Awards <i>(FMAs are for Phase II and other advanced Federal Funding Opportunities)</i>	43 (\$239,512)
Travel & Training Awards	31 (\$36,233)
SBIR Proposals Submitted:	402
SBIR Awards Received:	98
SBIR Award Value To Date: (82 Phase I = \$12 M & 15 Phase II = ~\$14.3 M)	\$26 M+
IPart SBIR/STTR Submission Win Rate (Compared to national average of between 14% - 17%)	24%



Thank You

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