

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



Cynthia Laurash, Consulting Manager
Duquesne University Small Business Development Center (SBDC)



Small Business Development Center
Duquesne University

Helping businesses start, grow, and prosper.

Pennsylvania Innovation Partnership (IPart)

Mission and Goal

- a consortium of economic development and business assistance organizations located throughout the Commonwealth of Pennsylvania
- to help early-stage technology companies in Pennsylvania secure federal funding through the SBIR-STTR Program

www.innovationpartnership.net

Pennsylvania Innovation Partnership

Businesses applying for SBIR-STTR funding can receive:

- FREE high-level, pre-proposal SBIR/STTR technical reviews
- Proposal preparation grant funding to defray final proposal preparation costs (often called Phase 0), travel reimbursement

Part also provides:

- Training & education opportunities for businesses and Partner Staff

IPart - Southwestern PA Partners



Small Business Development Centers
Helping businesses start, grow, and prosper.

Small Business Development Centers 18 Centers in PA

Provides entrepreneurs with education, information and tools necessary to Build successful businesses.



Innovation Works 4 Centers in PA + Statewide Office

IW Invests risk capital in emerging technology-based enterprises and established businesses; and provides value add business-related services. (part of Ben Franklin Technology Ctrs)



Life Science Greenhouse 2 Centers in PA

Regionally, provide direct early-stage investment, targeted business development services & connections to strategic partners.



University of Pittsburgh Western PA

Facilitates commercialization of technologies developed by University of Pittsburgh Health Sciences faculty.



Catalyst Connection 7 Centers in PA (MEPs)

Assists small & medium-sized manufacturing enterprises (SMEs) respond to changing markets, new technology and the competitive pressures. (Part of the Industrial Resource Ctr network)



IPart Partners – contd.



University City Science Center Located in Philadelphia

Provides wet and dry lab facilities, turnkey management services, and industry expertise to life science and technology, entrepreneurs and start-up companies.



BioStrategy Partners Located Outside Philadelphia

Specializes in idea stage of life sciences commercialization continuum. Programs, targeted to translational life sciences research and technology transfer, focused on technical risk reduction, commercial considerations and market intelligence.



Penn State Hershey Tech. Development Office

Provides professional tech commercialization resources to the Milton S. Hershey Medical Center and Penn State COM to optimize the flow of innovation to the marketplace.



Penn State University Throughout PA

Assists companies in identifying & accessing PSU faculty expertise & research centers, and works to foster University-industry research partnerships.

IPart Partners – contd.



Drexel University - Greater Philadelphia Region

Commercialize tech created at Drexel for public good. Create and promote relationships between Drexel & faculty with industry and investment community. Promote economic development at the local, regional and national levels, & generate revenue.



Team PA Foundation - Statewide Support Foundation

Provides strategic consultation, financial support, and access to an independent, private sector sounding board to vet and validate ideas that build a better PA.



PA DCED - BFTDA

Investing in economic, community, & university-based innovation – Serving as a catalyst for growth & competitiveness for PA cos. and univ. through TBED initiatives including funding, partnerships, & support services.

Partner's Role

- Resource to businesses
- Extend invitation to participate in IPart programs
- Review IPart application before it's submitted

Pre-proposal technical review

Pre-proposal written feedback through outside subcontractor

- Free to business
- Gives you opportunity to rewrite or make amendments to proposal
- At least 2 reviewers - Familiar with federal agency, previous SBIR-STTR Reviewer &/or possess technical knowledge
- Review is considered when IPart Committee judges IPart Grant application

Pre-proposal technical review

Review Criteria

- Compatibility with solicitation topic
- Use of technology is innovative
- Genuine commercialization potential
- Export potential
- Project leadership with background & experience to manage project
- Project Participants Capable
- Appropriateness of funds requested
- Completeness
- Adequacy of budget
- Overall impressions

Grant Funding

Phase I Proposal

- **MicroVoucher** - After free Pre-proposal review, could be awarded up to \$3,000 paid directly to a professional SBIR-STTR proposal consultant
- OR
- **MicroGrant** - After free Pre-proposal review, could be awarded up to \$2,000 *cash reimbursement* to defray proposal preparation costs

Phase II Proposal

- **Federal Marketing Assistance (FMA)** - After 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

After pre-proposal review, can request up to \$1,000 in reimbursement for any travel/training related directly to their federal proposal.

Notes about consultant & voucher...

If you request a voucher to defray costs of Consultant:

- Voucher goes directly to Consultant
- See list of Preferred Providers on IPart Website with bios
- Line up consultant early
- Company negotiates fees with Consultant and level of service
- Fees may exceed voucher value
- Contracts usually executed before Voucher decision

Application Requirements

- IPart deadline generally 4 weeks prior to SBIR-STTR deadline; Partner needs more time for their review
- Company is formed as either sole proprietorship, partnership, limited liability company or corporation
- PI has determined relevant SBIR-STTR Topic
- PI has communicated in writing with Agency Program Officer & received response
- All federal registrations completed
Complete these **early**

Federal Agency Registrations

REGISTRATION TYPE:	DHS	DoC	DoD	DoE	DoED	DoT	EPA	NASA	NIH	NSF	USDA
EIN	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
DUNS	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SBIR.gov (Company Registration)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SAM (System of Award Management)	✓	✓	✓⊙	✓	✓	✓	✓	✓	✓	✓	✓
Grants.gov				✓	✓				✓		✓
eRACommons									✓		
FastLane										✓	
dodsbir.net			✓								
PAMS (DOE Office of Science Portfolio Analysis and Mgmt System)				✓							
ASAP (Automated Standard Application for Payments)				✓							
FedConnect				✓							
EHB (Electronic Handbook)								✓			

Process

- Contact Partner
- Discuss deadlines, SBIR-STTR topic, Company capabilities, readiness to apply
- Company receives IPart Application outline, reviewed by partner
- If Company plans to work with Professional, contact early
- Invitation from IPart is offered through partner
- Business receives IPart login/password, uploads application

Process – cont.

- Written pre-proposal expert reviews completed w/in 7 days, sent to company
- IPart Investment Committee then makes grant/voucher decision
- Company makes revisions or works with professional

(4 weeks is not a lot of time!)

Common issues

- Plan ahead – start too late, miss deadlines
- Get most value from expert review – not enough detail, condensed version of actual proposal
- Provide realistic commercial plan – SBDC can help with market research
- Specify scope of research – too broad, be clear
- Voucher – contact consultant early

IPart Website *<http://innovationpartnership.net>*



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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.



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IPart Website *<http://innovationpartnership.net>*

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More SBIR/STTR Resources

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.

[Closed Solicitation Topic Search:](#) This search enables you to query on technology keywords to see if a solicitation focused on your technology area was issued in the past. Many times the solicitation also gives the name and contact information for the topic author or program manager. You can contact these individuals to find out more about the previous solicitation and see if there is any interest in rejuvenating the topic area for a future solicitation.

[Search DOD SBIR Opportunities](#)

[Previous SBIR/STTR Awardees Search:](#) This is helpful if you are looking to partner with a specific company in your technology area. You can see what topic the company was awarded funding, when, where and for how much.

[SBIR Insider Newsletter](#)

SBIR Training and Preparation Manuals

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- [Five Ways to Improve Your Application](#)
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Categories

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Archives

IPart Accomplishments

As of 9/30/14

IPart Results (Spring 2003 – Present)	
MicroGrant Awards:	173 (\$525,000)
MicroVoucher Awards	90 (\$263,251)
Federal Marketing Assistance Awards <i>(FMAs are for Phase II and other advanced Federal Funding Opportunities)</i>	43 (\$229,887)
Travel & Training Awards	28 (\$23,617)
SBIR Proposals Submitted:	402
SBIR Awards Received:	97
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%

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**Small Business Development Center
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Helping businesses start, grow, and prosper.

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