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
### Amt. Funding Available from Agencies for SBIR/STTR

<table>
<thead>
<tr>
<th>SBIR/STTR</th>
<th>SBIR ONLY</th>
</tr>
</thead>
<tbody>
<tr>
<td>DoD - $1,000 m</td>
<td>USDA - $18 m</td>
</tr>
<tr>
<td>HHS (NIH) - $697 m</td>
<td>DHS - $16 m</td>
</tr>
<tr>
<td>DOE - $184 m</td>
<td>DoED - $13 m</td>
</tr>
<tr>
<td>NSF - $153 m</td>
<td>DOT - $8 m</td>
</tr>
<tr>
<td>NASA - $149 m</td>
<td>DOC - $7 m</td>
</tr>
<tr>
<td></td>
<td>EPA - $4 m</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Agency</th>
<th>2013</th>
<th>2013</th>
<th>PA % Awards</th>
</tr>
</thead>
<tbody>
<tr>
<td>DoD</td>
<td>1,527</td>
<td>$180,896,392</td>
<td>52 3%</td>
</tr>
<tr>
<td>HHS (NIH)</td>
<td>765</td>
<td>$207,450,190</td>
<td>31 5%</td>
</tr>
<tr>
<td>NSF</td>
<td>381</td>
<td>$59,644,586</td>
<td>19 5%</td>
</tr>
<tr>
<td>DOE</td>
<td>322</td>
<td>$56,511,195</td>
<td>4  1%</td>
</tr>
<tr>
<td>NASA</td>
<td>292</td>
<td>$38,291,687</td>
<td>9  3%</td>
</tr>
<tr>
<td>USDA</td>
<td>60</td>
<td>$5,862,650</td>
<td>3  5%</td>
</tr>
<tr>
<td>DHS</td>
<td>29</td>
<td>$2,888,676</td>
<td>0%</td>
</tr>
<tr>
<td>EPA</td>
<td>26</td>
<td>$2,078,090</td>
<td>0%</td>
</tr>
<tr>
<td>DOEd</td>
<td>24</td>
<td>$2,845,931</td>
<td>0%</td>
</tr>
<tr>
<td>DOT</td>
<td>9</td>
<td>$1,346,362</td>
<td>1  11%</td>
</tr>
<tr>
<td>DOC</td>
<td>19</td>
<td>$1,758,676</td>
<td>1  5%</td>
</tr>
</tbody>
</table>
Western PA Region Federal Awardees 2005-2014

Western PA Region 2005-2014
SBIR & STTR Awards

- $31M
  - 250 Awards
- $92M
  - 122 Awards
- $5.8M
  - 42 Awards
- $11M
  - 17 Awards

SBIR & STTR Phases:
- SBIR Ph1
- SBIR Ph2
- STTR Ph1
- STTR Ph2
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

Partner Org. Vets Client

Pre-Proposal Review

Value-Add Services

Continued Growth Support & Successful Commercialization Referral to Appropriate Partner Organizations

IPart Partners

Increasing Funding Leverage to Pennsylvania Small, Technology Businesses
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.
Increasing Funding Leverage to Pennsylvania Small, Technology Businesses

IPart Website  http://innovationpartnership.net

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.
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.
## IPart Accomplishments

As of 1/25/16

### IPart Results (Spring 2003 – Present)

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

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