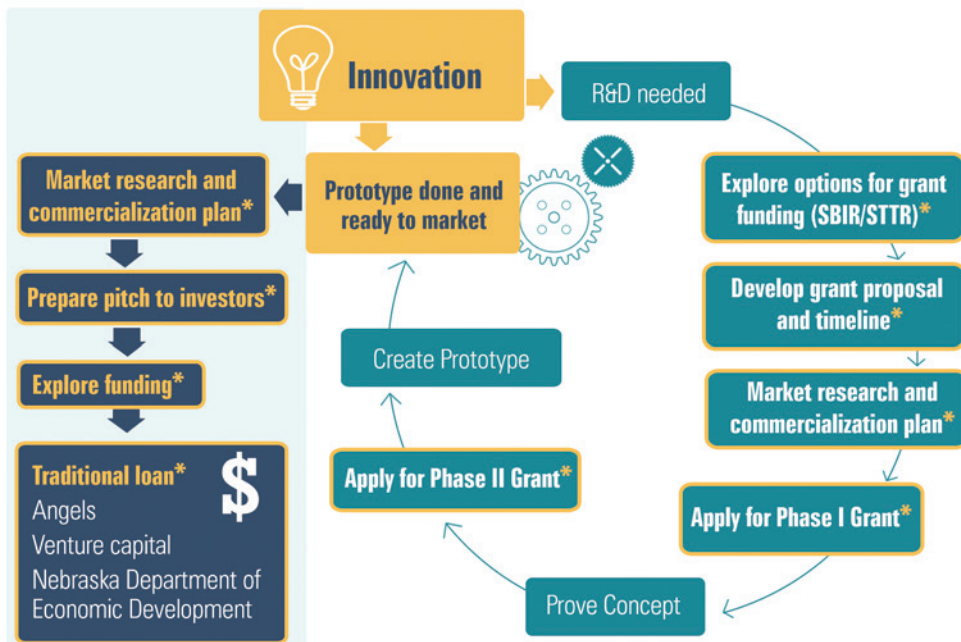




Get a share of \$2.5 billion in federal research grants for small businesses.

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are three-phase, competitive grant programs, that invest more than \$2.5 billion of federal research grants in small business R&D efforts.

Start here to follow a path to commercialization.



* NBDC provides assistance for these steps and will guide you through the process.

In 2016, NBDC helped technology commercialization clients obtain \$6.7 million, including \$3.1 million in SBIR/STTR awards.

NBDC will help you identify where your innovation is in development and construct a path from there to commercial success. Consultants support the journey at each stage — from research to prototyping to commercialization and growth.

SEED

NBDC provides SBIR/STTR grant assistance to:

- Locate agencies with an R&D focus that fits your innovation
- Connect you to appropriate program manager
- Identify size and location of potential market for your product
- Develop budget and financial projections for proposal
- Improve and provide third party review of your proposal to ensure that it meets all agency requirements
- Help you find and develop useful partnerships

PROTOTYPING

NBDC provides assistance to:

- Access grants from Nebraska Department of Economic Development
- Identify and pitch to angel or venture capital investor

COMMERCIALIZATION AND GROWTH

NBDC provides assistance to:

- Acquire comprehensive market research
- Develop detailed financial projections



SBIR/STTR EVENTS

Webinars, workshops and conferences hosted by NBDC connect you to SBIR/STTR managers from federal agencies, offering inside-track information on what they are interested in and how you can improve your proposal. Sign up for the SBIR/STTR e-newsletter to receive advanced notice of these opportunities.

nbdc.unomaha.edu/SBIR

“We would not be doing our most interesting research without the help of NBDC. They helped us through the steps necessary to get our award and maximized our commercialization potential through the resources they provided.” — Co-founders Kelly Sturek and Julianne Kopf, Bugeater Foods



SBIR/STTR IS A GOOD SOURCE OF SEED FUNDING

ARE YOU ELIGIBLE?

- ✓ American-owned, independently operated business
- ✓ For-profit business
- ✓ 500 employees or less
- ✓ Principal investigator (PI) is employed at least 51% at time of award

WHEN DO YOU SUBMIT?

- ✓ Every agency has different dates and requirements
- ✓ Many agencies require online submission
- ✓ Know the requirements and allow plenty of time

WHAT ARE YOUR CHANCES?

- ✓ Approximately one out of eight Phase I proposals receives funding
- ✓ About one-third of Phase I recipients receive Phase II funding (varies by funding agency)

PARTICIPATING AGENCIES

The federal agencies with the largest extramural budgets set aside 2.5% of their R&D budgets to fund small business innovation research.

DOD	DHS	HHS/NIH
USDA	NASA	DOC
DOE	EPA	NSF
DOT	DOEd	

SUBSCRIBE

at nbdc.unomaha.edu/SBIR to receive e-newsletter about SBIR and STTR programs.

PHASES OF SBIR/STTR PROGRAMS

PHASE I

Technical Feasibility

- Establish technical, scientific merit and commercial potential
- Demonstrate strong team potential
- Up to \$150,000 award
- Six months to one year

PHASE II

Prototype

- Continued R&D efforts
- Generally, only Phase I awardees receive Phase II awards
- Up to \$1M award
- Up to two years

PHASE III

Commercialization

- Moves the innovation from laboratory to marketplace
- Privately funded through personal financing and/or strategic partners

HOW SBIR AND STTR DIFFER

SBIR

- May have research institution partners
- Maximums of 33% of Phase I and 50% of Phase II effort may be performed by subcontractors and/or consultants
- PI must be employed by small business
- Eleven agencies participate
- Phase I project duration is approximately six months

STTR

- Must partner with non-profit research institution
- In both phases, minimums of 40% of the effort must be performed by the small business and 30% by a partner
- PI can be with the small business OR the non-profit research institution
- Five agencies participate
- Phase I project duration is approximately one year



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NBDC PROVIDES A FULL SUITE OF BUSINESS SERVICES

- Financial projections, planning and loan packaging
- Market research and analysis
- Export consulting
- Technology commercialization consulting
- Government sales consulting
- Business valuation and transition planning
- Project management and leadership training
- Process improvement and sustainability training
- Organizational development consulting and customized training



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GUIDE TO TECHNOLOGY COMMERCIALIZATION



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BUSINESS ADMINISTRATION



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