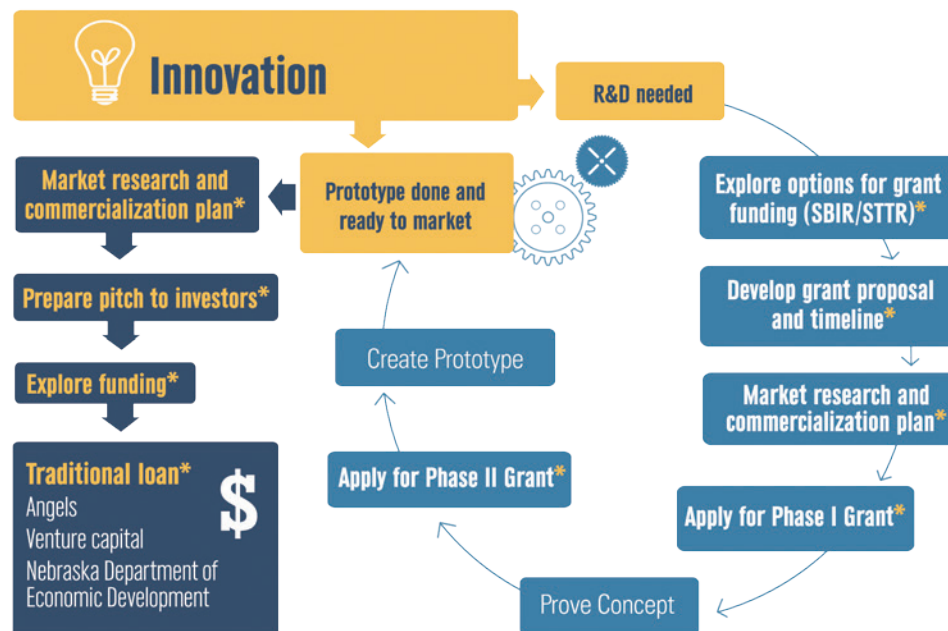




## Get a share of \$2.5 billion in federal research grants for small businesses.

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.

### Start here to follow a path to commercialization



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

## NBDC has helped technology commercialization clients obtain millions in funding, including 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 assistance to access SBIR/STTR grants:

- Locate agencies with an R&D focus that fits your innovation
- Connect 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

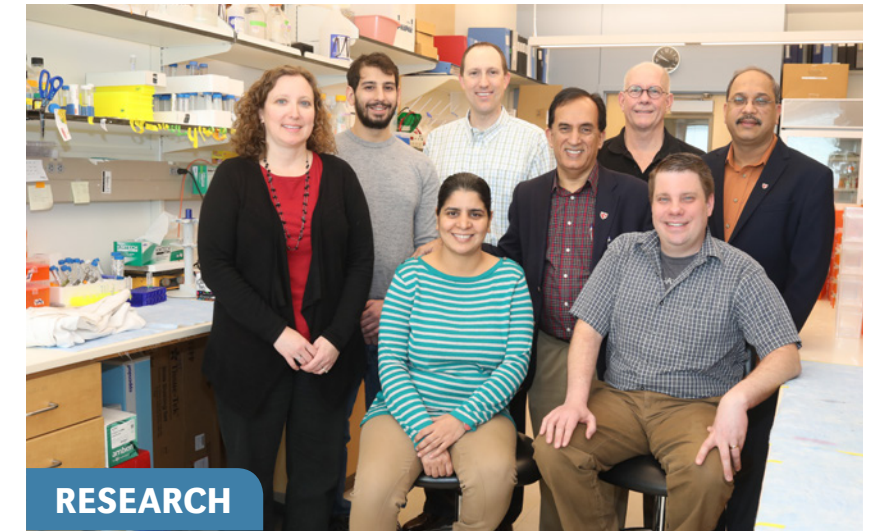
NBDC provides assistance to:

- 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



### RESEARCH

*"NBDC has been very supportive of our efforts to further our projects and apply for Small Business Innovation Research (SBIR) funding. NBDC understood our innovative product concept and conducted secondary research that focused on the target market, customer, and our advantage relative to the competition."*

—Sanguine Diagnostics & Therapeutics



### 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](http://nbdc.unomaha.edu/SBIR)

## 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 3.2% of their R&D budgets to fund small business innovation research. Currently eleven Federal agencies participate.

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

### SUBSCRIBE

at [nbdc.unomaha.edu/SBIR](mailto: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

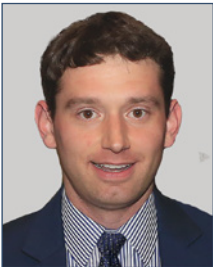
### STTR

- 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

## NBDC TECHNOLOGY COMMERCIALIZATION

NBDC Technology Commercialization program is funded in part through a Cooperative Agreement with the U.S. Small Business Administration and the Defense Logistic Agency

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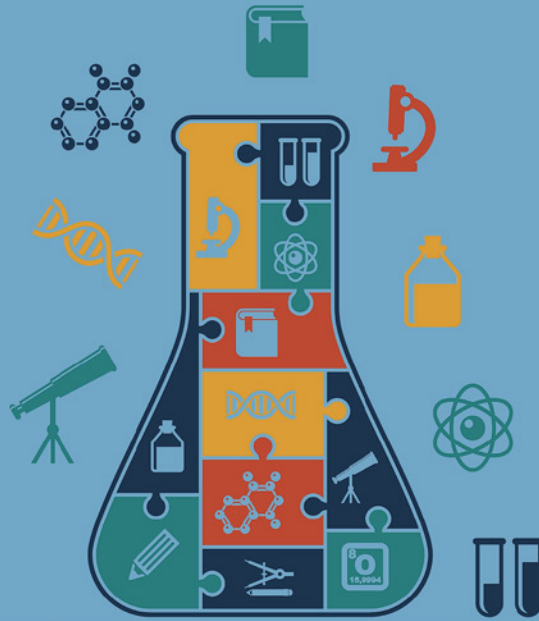
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Second Floor

GRAND ISLAND  
Monday–Friday  
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Chamber of Commerce  
309 W 2nd Street



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## GUIDE TO TECHNOLOGY COMMERCIALIZATION

# NEBRASKA