



## A QUICK GUIDE TO SBIR/STTR

### NBDC can help you understand SBIR/STTR ... so you can submit a successful proposal.

The Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) programs are three-phase, competitive grant programs, investing more than \$2.2 billion of federal research funds in small businesses.

These programs are designed to stimulate small business technological innovation and cutting-edge research that addresses the nation's most critical scientific and engineering needs, and to provide incentive to profit from its commercialization.

**Put your ideas into motion. Contact the NBDC SBIR consultant to help you take advantage of these programs.**



#### ARE YOU ELIGIBLE?

- American-owned, Independently operated
- For-profit
- 500 employees or less

#### WHEN TO SUBMIT

- Every agency has different dates and requirements.
- Many agencies require on-line submittal
- Make sure you know the requirements and give yourself 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. Note: these numbers vary by funding agency.

#### HOW YOU ARE JUDGED

- Scientific and technical quality
- Innovativeness of the idea
- Significance of the scientific or technical challenge
- Qualifications of the main researcher and key personnel
- Adequacy of facilities and equipment
- Soundness of the work plan
- Commercialization and marketability of product



### THREE-PHASES OF SBIR/STTR PROGRAMS

#### PHASE ONE

- Feasibility study
- Up to \$100,000 per award
- Six-month time frame

#### PHASE TWO

- Principal R&D effort
- Builds on Phase I funding (must receive Phase I to apply for Phase II)
- Up to \$750,000 per award
- Two-year time frame

#### PHASE THREE

- Commercialization of the Phase II results
- Moves the innovation from laboratory to marketplace
- No federal funding provided

#### THESE ARE GRANTS NOT LOANS

- These awards do not have to be paid back



#### ADVICE FROM SUCCESSFUL COMPANIES

1. Read solicitation and follow instructions.
2. Don't judge an agency's interests by its name.
3. Get to know the agency program manager.
4. Don't depend solely on SBIR funding.
5. Don't go it alone—use support systems.
6. Win or lose—get and review evaluations.
7. BE PERSISTENT.

on the web at [www.sbirnebraska.unomaha.edu](http://www.sbirnebraska.unomaha.edu)

A close-up photograph of a microscope with a small globe of the Earth positioned in its field of view. The background is a dark blue gradient.

## Comprehensive Innovation Venture Services

The Nebraska Business Development Center (NBDC) has provided expert technical assistance to businesses in Nebraska for more than 30 years.

NBDC services for entrepreneurs, innovators, and researchers include

- Market research
- Manufacturing assistance
- Capital formation
- Management structure assistance
- Licensing assessment
- Mentoring
- Government contracting



## Funding for Innovative Research by Small Business

For more information, contact

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NEBRASKA BUSINESS DEVELOPMENT CENTER®  
PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

UNIVERSITY OF  
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ADMINISTRATION

Small Business Innovative Research (SBIR)  
Small Business Technology Transfer (STTR)

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