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

Start here to follow a path to commercialization.

- Locate agencies offering SBIR/STTR funding with an R&D focus that fits your innovation.
- Understand the SBIR/STTR programs and requirements, complete registrations, and meet submission deadlines.
- Connect and communicate with the funding agency’s program manager.
- Produce a viable commercialization plan and provide comprehensive market research.
- Find resources for grant writing, prototyping, software development, intellectual property issues, etc.
- Find supplemental sources of capital, such as state funding, private investment, or other grants.
- Build your development team and connect to potential partners.
- Review and improve proposal drafts.
- Determine your stage of readiness on the path from innovation to commercialization.

In 2015, NBDC helped companies obtain $5,429,257 for technology commercialization clients, including $3,566,463 in SBIR/STTR awards. NBDC consulting will help you:

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Why pursue SBIR/STTR funding for your venture?

- Access more than $2.5B available to fund innovative, high-risk, early stage projects.
- Retain full equity ownership of your technology and intellectual property.
- Keep cash for operations. Not a loan and does not need to be repaid.
- Gain credibility in the marketplace and with potential investors.
- Receive real cash revenues, usually paid in advance of the work required.

What do you need to win?

1. An innovative idea that is still in the research stage that has commercial potential with an identifiable market
2. A good business management team
3. Technical personnel to carry out the R&D objectives and plan
4. A good technical proposal

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Get your share of $2.5 billion of federal research grants for small business.

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** nbdc.unomaha.edu/SBIR

*NBDC TECHNOLOGY CLIENT

** DR. STEVE COMFORT, FOUNDER, AILIFT ENVIRONMENTAL LLC

"Airlift has received an STTR Phase II grant. I'm really indebted to the help I received from NBDC (i.e. learning how to set up a business, registering it for STTR grants, market research, commercialization plan, writing workshops, etc.). Airlift couldn't have done this without NBDC's help."

nbdc.unomaha.edu/SBIR
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 submittal
- Know the requirements and allow plenty of time

WHAT ARE YOUR CHANCES?
- Approximately one out of eight Phase I proposals receive funding
- About one-third of Phase I recipients receive Phase II funding (varies by funding agency)

PBCE 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

PARTICIPATING AGENCIES
- DOD
- DHS
- HHS/NIH
- USDA
- NASA
- DOC
- DOT
- DOD

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
- Max. 33% of Phase I and 90% of Phase II effort may be performed by subcontractors and/or consultants
- PI must be employed with the small business
- Eleven agencies participate
- Phase I project duration is approximately six months

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

FOR MORE INFORMATION
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