

U.S. Department of Energy SBIR/STTR Programs

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America's Seed Fund



What is the Federal SBIR/STTR Program?



- SBIR Small Business Innovation Research (Est. 1982)
- STTR Small business Technology TransfeR (Est. 1992)
- A >\$4 Billion early stage nondilutive R&D fund for small businesses innovative ideas
- Funds ideas that are too high risk for the private sector
- Stimulates technological innovation





Federally Funded Laboratories



Large & Small Businesses



Universities





America's Seed Fund Program Goals



SBIR

- Stimulate technological innovation using small business concerns.
- Meet Federal research and development needs.
- Foster and encourage participation in innovation and entrepreneurship by women and socially or economically disadvantaged persons.
- Increase private-sector commercialization of innovations derived from Federal research and development funding.

STTR

- Stimulate and foster scientific and technological innovation through cooperative research and development carried out between small business concerns and research institutions
- Foster technology transfer between small business concerns and research institutions



America's Seed Fund



SBIR/STTR are federally funded contracts & grants designed to stimulate the commercialization of technological innovation using small businesses

SBIR and STTR funding provides *early-stage*, *nondilutive R&D funding* for *U.S. small businesses* with *innovative ideas* that have *commercial potential*...too *high risk* for private sector





Office of

SBIR/STTR Programs







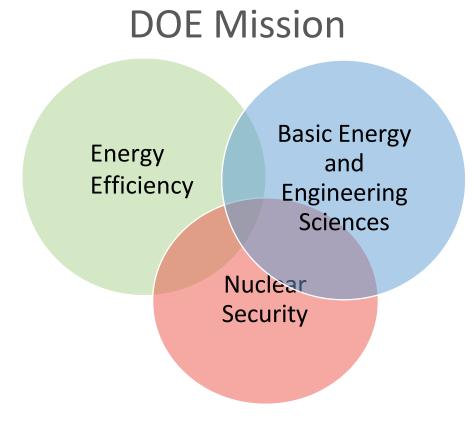




DOE SBIR/STTR Programs – The Specifics



- Recently, awards in excess of \$250 Million per year
- Grants not contracts your idea & your execution
- DOE unlikely to be your customer, so understand the marketplace.
- Focused topics are aligned with DOE Mission
- Topics are more wide-ranging than most expect!
- Two Phase I solicitations per year (Topics in July & November)
- Letter of Intent is required



SBIR vs STTR?



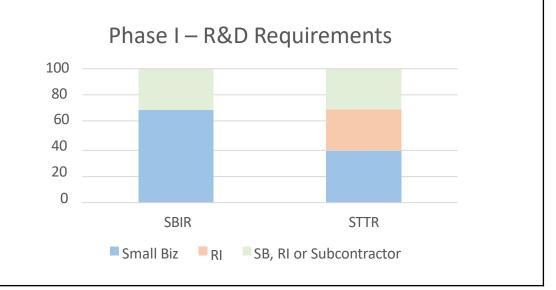
Small Business Innovation Research (SBIR) est. 1982	Small Business Technology Transfer (STTR) est. 1992
 Allows non-profit research institution partner Principal Investigator (PI) employee of small business 	 Foster technology transfer between small business concerns and research institutions Requires non-profit research institution (RI) partner PI can be employee of either small business or RI

There are different level of effort requirements to meet use our workbook to check compliance!

Award always goes to the Small Business

They are two pots of funding

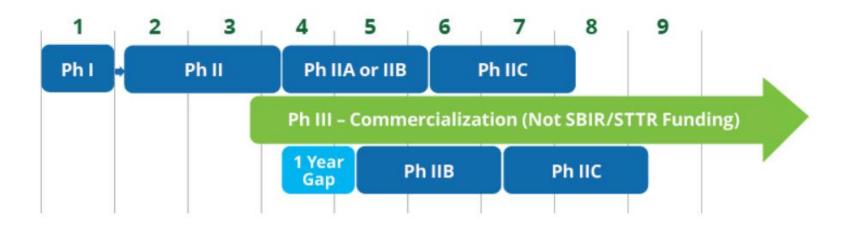
If you fulfill requirements of SBIR & STTR you can submit the same application to both programs





How does DOE funding work?





Phase I	Phase II	Phase IIA/IIB	Phase IIC
 Focused, mission-aligned topics Proof of feasibility Feedback provided on letters of intent \$200,000/\$250,000 6 - 12 months duration ~ 350-400 awards per year 	 Phase I awardees apply for Phase II the following year Focus on prototype, demonstration and commercialization \$1,100,000/\$1,600,000 2 years duration ~ 160 awards per year 	 For projects that require additional R&D funding for commercialization \$1,100,000 2 years duration ~30 awards per year 	 Pilot program to leverage 1:1 matching funds for commercialization \$1,100,000 2 years duration





- For-profit U.S. business with 500 employees or fewer, including affiliates
- More than 50% of your company's equity (e.g., stock) must be directly owned and controlled by U.S. Citizens or permanent residents
- All R&D must be performed in the United States
- PI is the key individual designated by the applicant to direct the project
- Only one PI per project. Co-PIs are NOT allowed
- Primary employment requirements



Participating DOE Program Offices – 2 Releases/year





Release 1 – July (Due in October)

Advanced Scientific Computing Research (ASCR)

Fusion Energy Sciences (FES)

Basic Energy Sciences (BES)

High Energy Physics (HEP)

Biological & Environmental Research (BER)

Nuclear Physics (NP)

Release 2 – November (due in February)

Nuclear Nonproliferation (NNSA)

Energy Efficiency & Renewable Energy (EERE)

Nuclear Energy (NE)

Cybersecurity, Energy Security & Emergency Response (CESER)

Electricity (OE)

Environmental Management (EM)

Fossil Energy & Carbon Management (FECM)



Office of SBIR/STTR Programs

Specific Topics Aligned with DOE Mission



Leadership in Energy Efficiency

- Advanced Turbine Technology
- Coal, Oil and Gas Technologies
- Advanced Materials/Technologies for Nuclear Energy
- Smart Grid Technologies
- Cyber Security
- Energy Storage
- Bio-energy & Biofuels
- Hydrogen & Fuel Cells
- Solar Power
- Hydro Power
- Wind Energy
- Advanced Manufacturing
- Efficient Buildings & Vehicles

Leadership in Basic Energy and Engineering Sciences

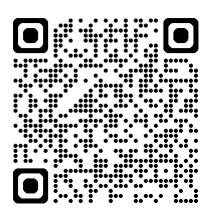
- Advanced Detectors
- Accelerator technology
- RF Components and Systems
- Data Acquisition, Processing and Analysis
- Fusion Energy Systems
- High Performance Computing & Networking
- Quantum Information Sciences
- Modeling and Simulation
- Atmospheric Measurement Technology
- Genomic Science and Related Biotechnologies
- Advanced Sources: neutron, x-ray, electron

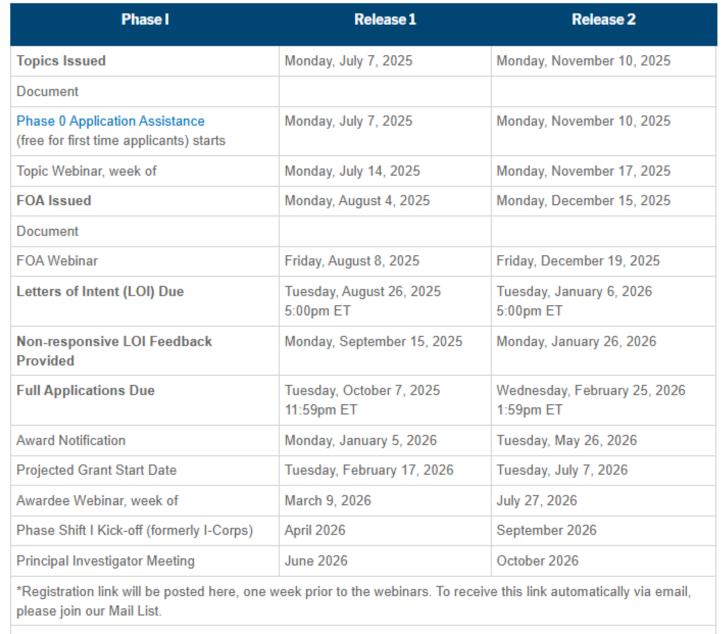
Enhancement of Nuclear Security

- Advanced Detectors
- Novel Radiation Monitoring Concepts
- In Situ Remediation
- Facility Deactivation and Decommissioning
- Remote Sensing
- Global Nuclear Safeguards R&D
- Nuclear Detonation Detection

Many more and wide-ranging topics than you would expect!

Schedule: FY 2026





^{**}Preliminary dates subject to change

Office of

SBIR/STTR

Programs





About DOE Specific & Mission-Focused Topics

- Specify grant maximum amounts and whether STTR and Fast-Track applications are being accepted
 - If SBIR and STTR criteria are met, you can apply to both
 - o 2 different pots of funding
- Carefully read the topic
- Be an expert in your technology area

https://science.osti.gov/sbir/Funding-Opportunities





C60-09. INDUSTRIAL EFFICIENCY AND DECARBONIZATION OFFICE (IEDO)

Maximum Phase I Award Amount: \$200,000	Maximum Phase II Award Amount: \$1,100,000
Accepting SBIR Phase I Applications: YES	Accepting STTR Phase I Applications: YES
Accepting SBIR Fast-Track Applications: NO	Accepting STTR Fast-Track Applications: NO

This topic will be providing feedback to responsive Letters of Intent.

The U.S. Department of Energy's (DOE) Industrial Efficiency and Decarbonization Office (IEDO) is working to build an efficient and competitive U.S. industrial sector with net-zero greenhouse gas emissions by 2050 [1]. IEDO provides funding, management, and the strategic direction necessary for a balanced national program of research, development, and demonstration (RD&D), as well as technical assistance and workforce development, to drive improvements in energy, materials, and production efficiency and to accelerate decarbonization across the industrial sector. IEDO's RD&D strategy focuses on two complementary approaches: tackling subsector-specific decarbonization challenges in energy- and emissions-intensive industries and pursuing cross-sector challenges that are common across many industries.

This topic focuses on disruptive industrial innovations, including RD&D, small-scale demonstrations, and technology partnerships to drive U.S. industrial decarbonization, productivity, and economic competitiveness.

All applications to this topic must:

- · Clearly indicate the subtopic and area of interest;
- Explicitly and thoroughly differentiate the proposed innovation with respect to existing
 commercially available products or solutions using appropriate metrics, key performance
 parameters, or properties as well as justify all performance claims with theoretical
 predictions and/or relevant experimental data;
- The program should include quantitative technical milestones, timelines, and expected deliverables that demonstrate aggressive but achievable progress toward meeting performance parameter targets;
- Provide evidence that the applicant has relevant experience and capability to successfully accomplish the proposed scope within proposed schedule and budget;
- Explain a project's output potential for future commercialization including projections for cost and/or performance improvements that are tied to a clearly defined baseline.

The Phase I application must detail material, design and/or lab-scale systems that are scalable to a subsequent Phase II prototype development.

Subtopics

- Response is to a topic/subtopic pair
- Carefully read the subtopic
- Open communication permitted about the topic/subtopic scope with DOE Program Managers
- Reading references is highly recommended.
- Review our <u>market studies</u>
 page topics



Programs

b. Integration of ASCR-Funded Libraries

Adopting and integrating advanced ASCR-funded libraries into commercial products can lower the cost of developing new capabilities while simultaneously providing improved performance, reliability, and stability. The advanced mathematical and computational algorithms, and support for state-of-the-art hardware, can be leveraged by commercial software internally, thereby providing important capabilities without users interacting directly with the capabilities provided by the underlying ASCR-funded libraries. These commercial applications need not be targeted at HPC systems, but rather, may integrate and adapt the relevant ASCR-funded libraries for use in cloud, mobile, or other computing environments.

Grant applications are sought to take one or more ASCR-funded libraries and integrate them into new or existing, commercially supported software products to provide unique, transformative capabilities. Applicants may choose to strip out code components, harden them, or perform any other tasks necessary to meet deployment requirements in the context of the envisioned commercial product.



Questions – Contact: David Rabson, <u>david.rabson@science.doe.gov</u> and/or William Spotz, <u>William.Spotz@science.doe.gov</u>

c. Other

In addition to the specific subtopic listed above, the Department invites grant applications in other areas that fall within the scope of the topic description above.

Questions – Contact: David Rabson, <u>david.rabson@science.doe.gov</u> and/or William Spotz, William.Spotz@science.doe.gov



References:

- U.S. Department of Energy, 2022, Software, Scientific Discovery through Advanced Computing (SciDAC),
 U.S. Department of Energy, https://www.scidac.gov/software-list.html (June 21, 2024))
- 2. U.S. Department of Energy, 2022, *SciDAC Feature, Scientific Discovery through Advanced Computing* (SciDAC), U.S. Department of Energy, http://www.scidac.gov (June 21, 2024)
- 3. Heroux, M. A., Carter, J., Thakur, R., Vetter, J. S., et al, 2020, 2020, ECP Software Technology Capability Assessment Report-Public, ECP-RPT-ST-0002-2020-Public, ECP, https://www.exascaleproject.org/wp-content/uploads/2020/02/ECP-ST-CAR-V20-1.pdf (June 21, 2024)

DOE Program Office Websites



Review the following:

- Mission
- Funding Priorities and Announcements (non-SBIR)
- Technical Reference
 Data and Reports
- Workshop & Conference
 Proceedings
- Contact Information

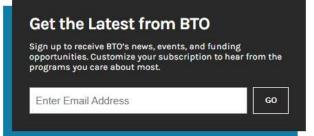




BUILDINGS



The Building Technologies Office (BTO) conducts research, development, and demonstration activities to accelerate the adoption of cost-effective technologies, techniques, tools, and services that enable high-performing, cost-efficient, reliable, comfortable, and healthy buildings for all Americans that also support the energy system and the electric grid.



Applicant Assistance Help is Available

New! Phase I **Application** Guidance & **Planning Resource**







Application questions: <u>sbir-sttr@science.doe.gov</u> Acting Director: eileen.chant@science.doe.gov

Stay Connected!





Subscribe to our mailing list



SBIR Partnering Platform provides searchable database where SBIR/STTR applicants (INNOVATORS) can find potential **PARTNERS** and **SBIR/STTR funding** opportunities, and LOTS more



Being on our mailing list is the most important way to stay up to date on our funding opportunities, topic, FOA Office of and Q&A webinars!



SBIR/STTR **Programs**

Are you a good fit with DOE SBIR/STTR?



Phase I Application Review Criteria

Technical Merit

Ability to Carry Out the Project

Impact

#1 - Responsiveness to the topic & subtopic

- Must be technology development R&D
- Idea is novel
- Solid work plan to prove feasibility
- Your team is composed of the right expertise
- Potential impact if R&D is successful
- The three review criteria are equally weighted

Awardee Resources



Technical and Business Assistance (TABA)



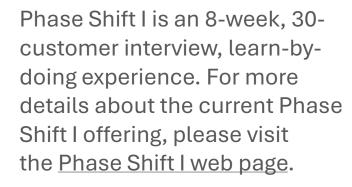
Need help
preparing your
Phase II

Commercialization

\$6500 for Phase I Awardees (must be subaward) \$50,000 for Phase II Awardees (must be subaward)

Plan?









NERSC Computing Resources

NERSC is the primary scientific computing facility for the DOE. All DOE SBIR/STTR grant projects requiring high performance computing support are eligible to apply to use DOE NERSC resources.





DOE SBIR/STTR Resources





Early-Stage Innovation SBIR & STTR

Commercialization Private Funding



Applicant Resources

Awardee resources

Phase Shift I & Phase Shift II (formerly I-Corps)

<u>TABA funds</u> (\$6,500 Ph I and \$50,000 Ph II)

Partnering Resources

NERSC Computing Resources



Other DOE Resources* - Stage of Technology Relevant







Early-Stage Innovation SBIR & STTR Commercialization Private Funding



Partnering with National Laboratories

National Labs – POCs and Core Capabilities

Lab-Embedded Entrepreneurship Program (LEEP)

& NM LEEP

American-Made Challenges

IMPEL and Cradle-to-Commerce

Demonstration Facilities: <u>Idaho</u>, <u>NREL</u>, <u>ORNL</u>

Loan Programs Office

Technology Commercialization Fund (TCF)

EnergyWerx, TechWerx and ConnectWerx

National Energy Research Scientific Computing Center (NERSC)



Commercialization is a statutory goal of the SBIR/STTR programs



- "Increase private sector commercialization of innovations derived from Federal R-R&D, thereby increasing competition, productivity and economic growth."
- Agencies are required to evaluate the commercial potential of R&D conducted under SBIR/STTR
- Congress wants to see ROI of taxpayer dollars: taxable revenues, job creation, and/or scientific or societal benefit
- It is never too early to develop your commercialization strategy
- Your businesses' success depends on it



Phase I Commercialization Plan MUST HAVES



Customer discovery –

- Is there anyone out there that needs your solution?
- What are they using now and what are the limitations?
- What are they willing to pay for a solution?
- Who are stakeholders?
- 2. Understand your target market and the opportunity.
- 3. Understand your **competition** and the industry.
- 4. Team often strong technically; put together a time-phased plan to incorporate key business functions if not in place today; *do you need partners?*
- 5. Strategy for IP
- 6. Model for revenue generation
- 7. Funding Required and where it might come from (early but begin to think about it...)



DOE SBIR/STTR Programs



Some initial steps

sbir.gov



General:

- Attend SBIR/STTR training events
- Review SBIR.gov tutorials https://www.sbir.gov/tutorials
- Research SBIR local assistance in your state/region
- Search awards, using 5 10 keywords to see what agencies are a fit with your technology - https://www.sbir.gov/awards

DOE Specific

- Begin registrations, especially SAM.gov
- Mark your calendars for topics releases in July & November
- Perform an initial topic search using 5-10 keywords in our closed topic documents to get a feel for what we have funded and whether your technology may fit https://science.osti.gov/sbir/Funding-Opportunities
- Review our <u>online application guidance</u>



National Institute of Food

Department of Commerce

→ National Institute of

□ National Oceanic and

Award Data

flow battery

Research Institution

Topic Code

Company Data

SBIR Phase II:High Energy-Density Hydrogen-Halogen Flow Batteries for Energy Storage

SBC: SKIP TECHNOLOGY INC | Topic: EN

The broader impact/commercial potential of this Small Business Innovation Research (SBIR) project is directly related to the utilization of renewable energy sources in the electrical grid. Due to the variability of supply, renewable energy generators (e.g....

SBIR Phase II 2023 NSF

Demographic	
HUBZone Owned Socially and Economically Disadvantaged	•
Woman Owned	w

Phase		
O Phase I	_	

0	For best search results, use the search terms first and then apply the filters
0	The Award database is continually updated throughout the year. As a result, data for FY23 is not expected to be complete until September 2024.
0	Please allow a minimum of 24 hours for newly added awards to the system to be reflected in the search results below.
Ł	Download all SBIR gov award data either with <u>award abstracts</u> (290MB) or <u>without award abstracts</u> (65MB). A data dictionary and additional information is located on the <u>Data Resources</u> <u>Page</u> . Files are refreshed monthly.

calculate award timeliness for individual awards or for an agency or branch, Additional information on calculating award

meliness is available on the Data Resource Page

SBIR Phase II:Development of a Flow Battery Using Common Materials and Proprietary Electrolytes

SBC: XL BATTERIES INC | Topic: EI

The broader impact/commercial potential of this Small Business Innovation Research (SBIR) Phase II project is the development of a grid scale battery to enable large-scale, long-duration energy storage. New technologies for long-duration energy storage are...

SBIR Phase II 2023 NSF



Office of SBIR/STTR Programs

Thank you!



Get organized!

 Take advantage of resources if you are a first-timer!

Reach out to us:

- <u>sbir-sttr@science.doe.gov</u> (Application Questions)
- <u>zina.Alyoussif@science.doe.gov</u> (Outreach requests)
- <u>eileen.chant@science.doe.gov</u> (Acting Director)



Read about our <u>Outcomes and Phase III success</u> <u>stories</u>, which contain a wealth of case studies on successful startups!