

# SBIR Partnering Platform Newsletter

# INNOVATOR Edition FY24 Q1

partnering  
... powered by DOE

Thank you for signing up to receive the [SBIR Partnering Platform](#) Newsletter!

## SBIR Partnering Platform


Developed in collaboration with Phase III awardee, [OmniSync](#), the [SBIR Partnering Platform](#) was released in October 2023. Open to all U.S. **INNOVATORS**, this public, self-supporting platform facilitates partnering between SBIR/STTR small business applicants and awardees (**INNOVATORS**) and various industry stakeholders (i.e., investors, service providers, utilities, etc.) in their representative ecosystems (**PARTNERS**).<sup>1</sup> Using keywords and AI, **INNOVATORS** are able to find and connect with **PARTNERS** to assist them during both technology development as well as bringing their SBIR/STTR funded technologies to market.


**NEW FEATURES FOR INNOVATORS** - **INNOVATORS** can search for open SBIR/STTR funding opportunities from **any federal agency**, and network within the community with other **INNOVATORS** to find collaborators, subcontractors and SMEs to complete their team using the **COMMUNITY** page. **PARTNERS** can post events, job openings and internship opportunities as well as non-SBIR/STTR funding opportunities on the **COMMUNITY** page. Los Alamos National Laboratory (LANL) has an active post about an opportunity for entrepreneurs – the application deadline is **5/6/2024!** At the request of registrants from the investment community, a **COMPANY PROFILE** page has been added. Once on the platform, select **edit MY PROFILE** from the DASHBOARD


 **My Dashboard**

 Community  News Feed

### Features

  
**Messages**  
View your conversations, reply to messages and send new messages to partners.  
[Chat >](#)

  
**Search**  
Search for partners and funding opportunities with keyword or AI-assisted recommendations.  
[Partners >](#) [Funding >](#)

  
**My Profile**  
Edit your personal information and organization details, add technologies, or update your password.  
[Edit >](#)

Then select **ADDITIONAL ORGANIZATIONAL INFORMATION** – you can even upload a PDF that speaks to your company capabilities and/or a white paper about your technology and/or product brochure.

<sup>1</sup> **DOE Disclaimer:** By enabling and publishing the DOE SBIR Partnering Platform, DOE is not endorsing, sponsoring, or otherwise evaluating the qualifications of the individuals and organizations that appear on this platform as partners, resources, awardees or innovators.

With the release and promotion of the *virtual* Pitch Program (vP<sup>3</sup>) schedule, **PARTNERS** are visiting the platform regularly so make sure your profile is complete!

If you haven't joined the ecosystem – don't miss out! DOE awardees make sure to log in and complete your onboarding and claim your DOE awards! [REGISTER NOW!](#)

## Quarterly Virtual Commercialization Workshops

The FY24 Q1 commercialization workshop was held on March 20. The virtual event, **Preparing to Manufacture**, was geared toward understanding manufacturing basics and what to consider when preparing to manufacture product. The workshop opened with Chuck Hodges and Jenney Loper from [Zebulon Solutions, Inc.](#) discussing how to move a prototype into production. Then Dr. Joe Cresko from DOE's Industrial Efficiency & Decarbonization Office (IEDO) introduced IEDO's [Introspective Portfolio Assessment tools](#) and; Dr. Jyoti Malhotra and Don Ufford discussed manufacturing resources available through NIST's [Manufacturing Extension Partnership \(MEP\)](#) and [Manufacturing USA](#) programs, respectively. The workshop closed with a panel of DOE awardees sharing their manufacturing lessons learned. Interested in learning more about what was presented? Check out the [workshop recording](#).

Remaining workshops for FY24 include: **Financial Modeling based on Cash Flow** (Q2 2024 – June 12); **Preparing for Product Launch** (Q3 2024 – October 9); and **Developing a Strategic Cap Table** (Q4 2024 – December 11). Have a suggestion for a future workshop topic? Reach out to [Carol Rabke](#).

## Upcoming Events to Meet DOE SBIR/STTR Team Members

Members of the DOE SBIR/STTR programs team will be participating in [SBIR Road Tour](#) hosted by SBA. If you are located in the proximity of one of the stops, make sure to take advantage of this opportunity to engage with program managers from not only DOE but also many of the other federal agencies with SBIR/STTR programs.

Team members will also be attending the [NREL Industry Growth Forum](#) (IGF) taking place May 1-May 3 in Denver, CO and the [ARPA-e Energy Innovation Summit](#) taking place May 22-May 24 in Dallas, TX. Several team members will be participating in the [SBIR/STTR Spring Innovation Conference](#) taking place June 17 – June 19 at the National Harbor.

Make sure to seek us out and say hello!