

SBIR Partnering Platform Newsletter

INNOVATOR Edition FY24 Q3

partnering
... powered by DOE

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

SBIR Partnering Platform

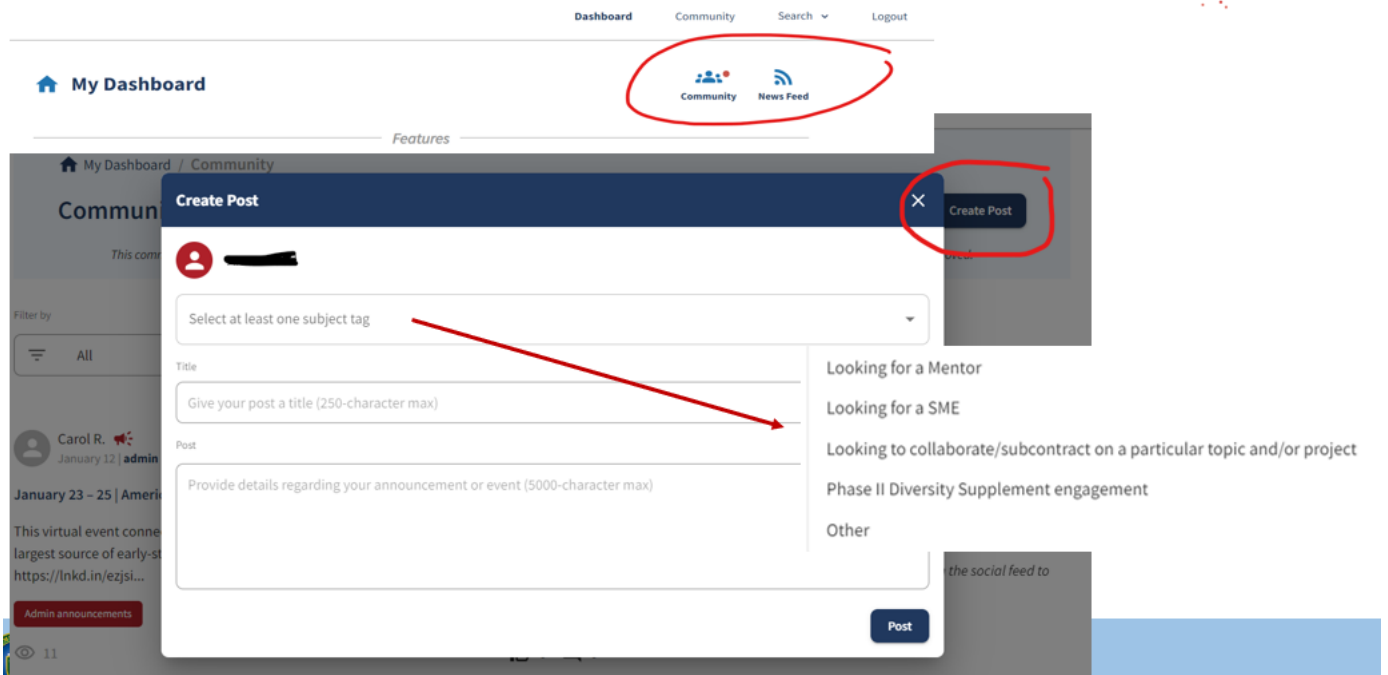
Update your bookmarks as the [platform domain](#) has changed! Also, the National Institute of Health's National Heart, Lung, Blood Institute (NHLBI) has joined the platform. Now **INNOVATORS** can switch seamlessly between the resources offered by both agencies.

Great News! DOE SBIR/STTR FY25 Phase I, Release 2 topics are now available within the [SBIR Partnering Platform](#)! Release 2 includes topics from Office of Cybersecurity, Energy Security, and Emergency Response (CESER), Office of Defense Nuclear Nonproliferation (NNSA), Office of Energy Efficiency and Renewable Energy (EERE), Office of Electricity (OE), Office of Environmental Management (EM), Office of Fossil Energy and Carbon Management (FECM) and Office of Nuclear Energy (NE). **INNOVATORS** can search the topics using keywords to identify topics of interest. Once a topic has been identified, select **DETAILS** to learn more about the topic and find point of contacts.

The screenshot shows the 'Funding Search' interface. At the top, there are navigation links for 'My Dashboard' and 'Funding Search', along with buttons for 'Keyword Search' and 'AI-Powered Recommendations'. The search bar contains the keyword 'cybersecurity'. Below the search bar, there are filters for 'Agency (1)' and 'Clear All', and pagination information showing '20' items of '14 items'. The main content area displays a search result for 'ADVANCED TECHNOLOGIES FOR NUCLEAR ENERGY'. The result includes a table with columns for Agency, Topic Number, Phase I Ceiling, Phase II Ceiling, Letter of Intent Deadline, and Submission Deadline. The submission deadline is highlighted in yellow. Below the table, there is a 'Subtopic Description' section. A red circle highlights the 'View Details' button at the bottom right of the result card.

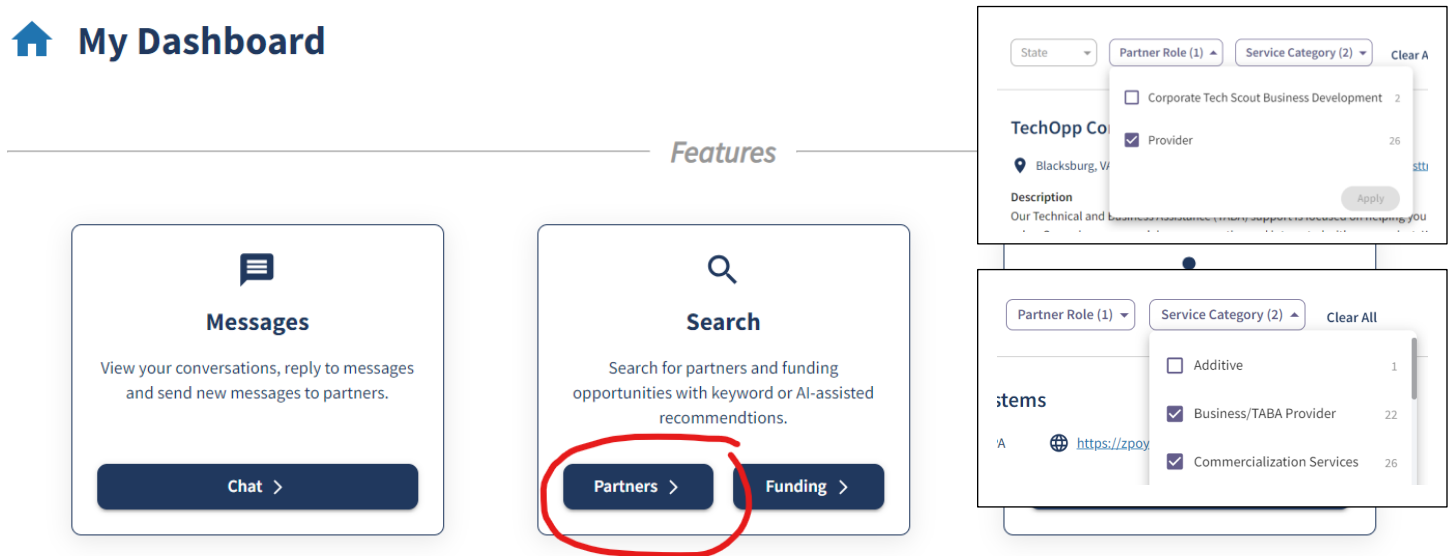
Agency	Topic Number	Phase I Ceiling	Phase II Ceiling	Letter of Intent Deadline	Submission Deadline
Department of Energy	C60-29-R	\$200,000	\$1,100,000	01/07/2025	02/26/2025

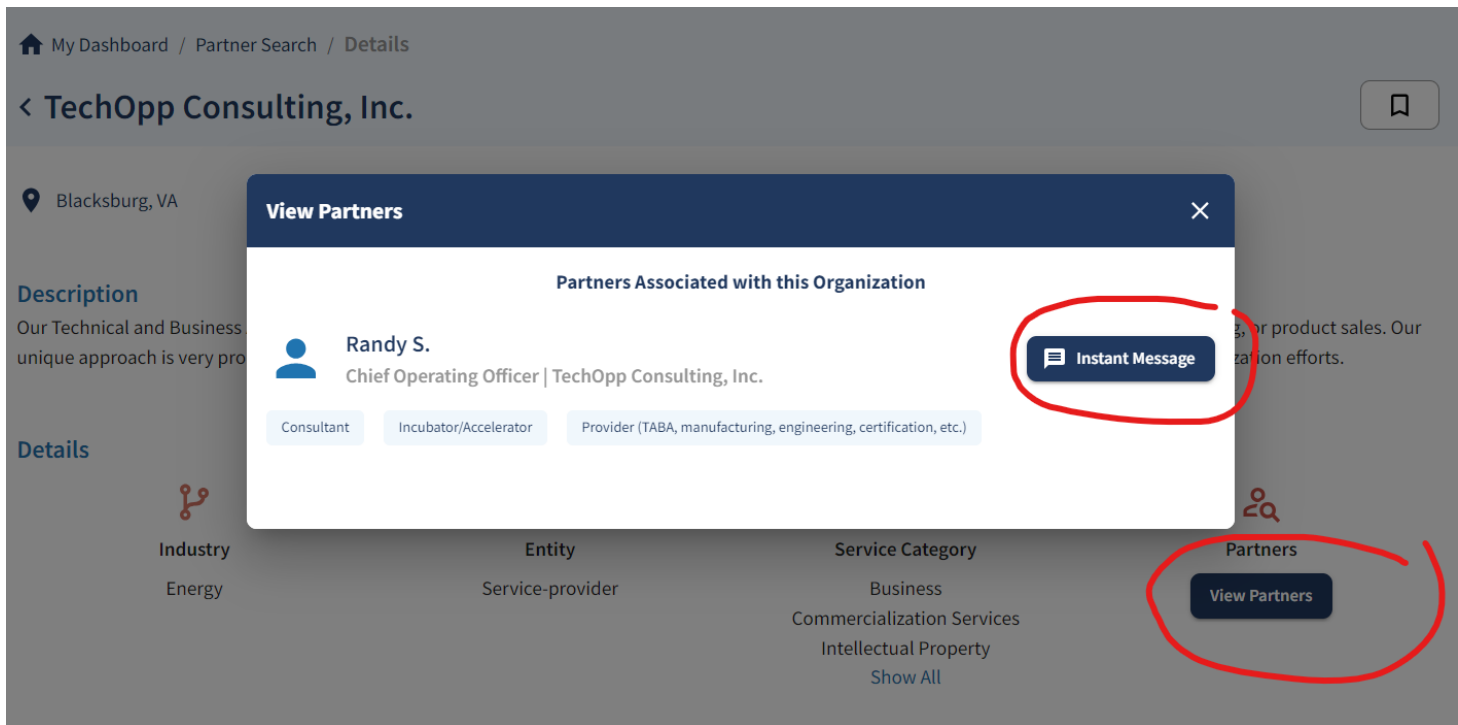
If you identify a topic of interest but need to add expertise to your team, network with other **INNOVATORS** using the **COMMUNITY** page.



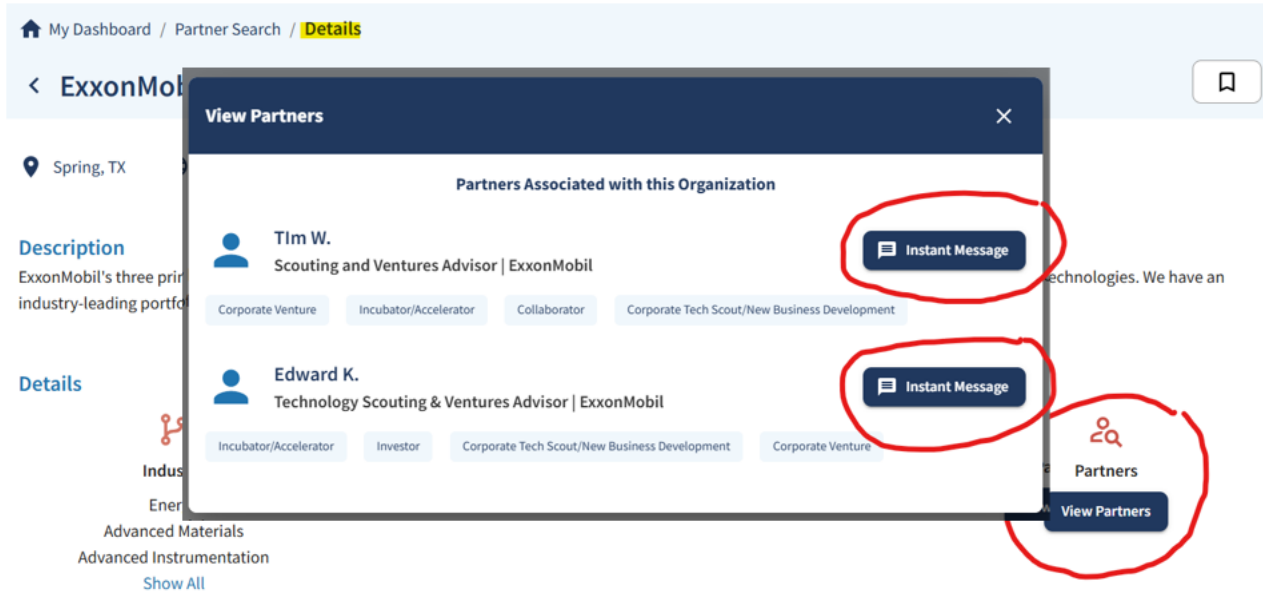
Working on an application and looking for TABA Providers, Engineering Design support or Manufacturing support? Engage directly on the [platform](#)! Once logged in, choose **PARTNER SEARCH** from your dashboard. Select 2 filters: **Partner Role (Provider)** and **Service Category (Business/TABA Provider & Commercialization Services, Engineering Design or Manufacturing, as applicable)**. This will provide you with a list of **PARTNERS** that can be sorted further by **STATE** or by **KEYWORD**. Once you identify a company of interest, click **VIEW PARTNERS** from the **MORE DETAILS** page. You will find the points of contact and a button for **INSTANT MESSAGE**.

My Dashboard





Did you know that there have been 64 connections (out of 271 conversations or 24%) made on the platform? 24% is significantly better than the stats identified for LinkedIn (10-15%), dating apps (<2%) and investor response rates to startups (<2.5%). Put the [platform](#) to work for you - find **PARTNERS** of interest and reach out to them using **INSTANT MESSAGE**.



NEW FEATURES FOR INNOVATORS – Check out the new **RESOURCE** pages where you can find National Lab overviews and SBIR contacts.

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Dashboard Community **Resources** Search

My Dashboard / Resources

Resources

NATIONAL LABS COMMERCIALIZATION TUTORIALS MARKET RESEARCH (COMING SOON)

Ames National Laboratory [Ames National Laboratory](#)

Ames National Laboratory is a government-owned, contractor-operated national laboratory of the U.S. Department of Energy (DOE), operated by and located on the campus of Iowa State University in Ames, Iowa.

SBIR Contact
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Argonne National Laboratory [Argonne National Laboratory](#)

Argonne is a multidisciplinary science and engineering research center, where talented scientists and engineers work together to answer the biggest questions facing humanity, from how to obtain affordable clean energy to protecting ourselves and our environment.

Find recordings from the quarterly commercialization workshops on the **RESOURCE** pages as well. These virtual commercialization workshops cover topics that are typical areas of weakness for **INNOVATORS** including: Preparing to Pitch, Licensing, Manufacturing, Financial Modeling, Product Release and Navigating Phase III Contracting.

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Resources

NATIONAL LABS COMMERCIALIZATION TUTORIALS MARKET RESEARCH (COMING SOON)

Navigating Phase III Contracting
An introduction to the challenges in interpreting/levecting Phase IIIs

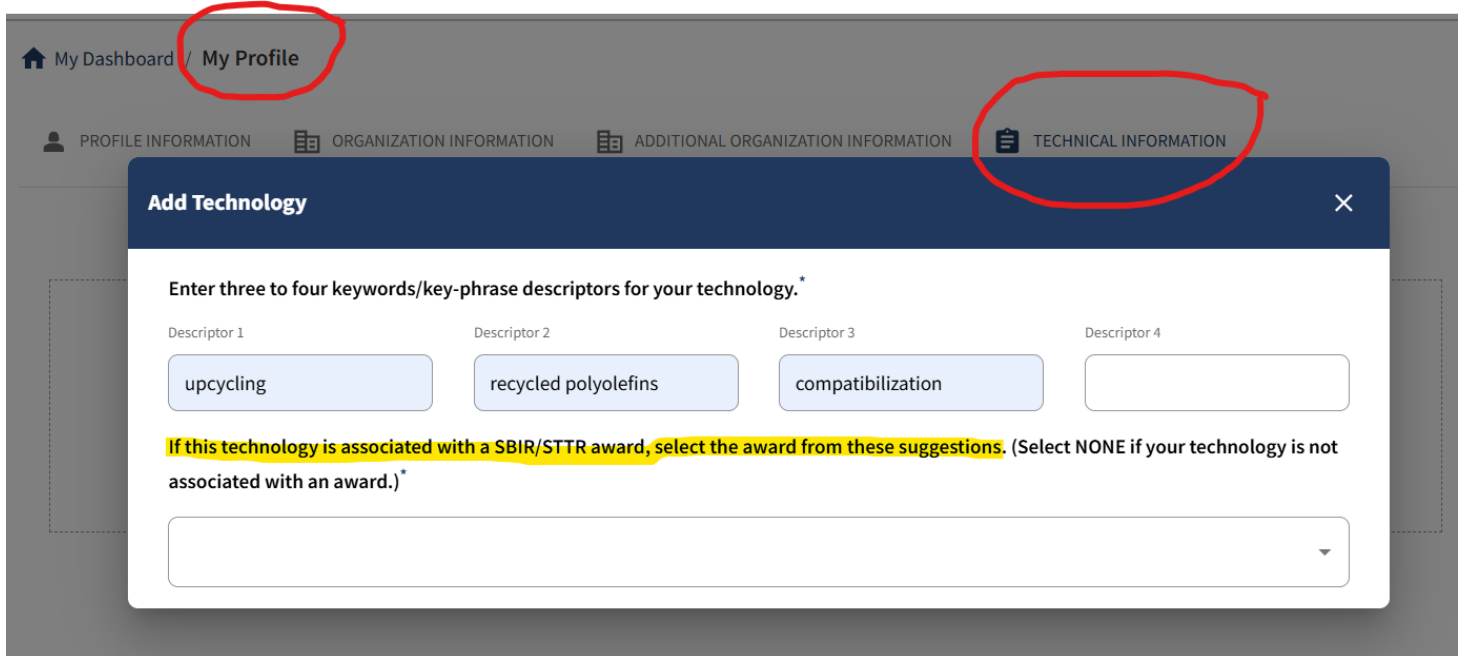
Preparing to Pitch
An educational overview of what should be done as you prepare to pitch

Financial Modeling Based on Cash Flow
An overview of cash flow and its significance on making operational decisions

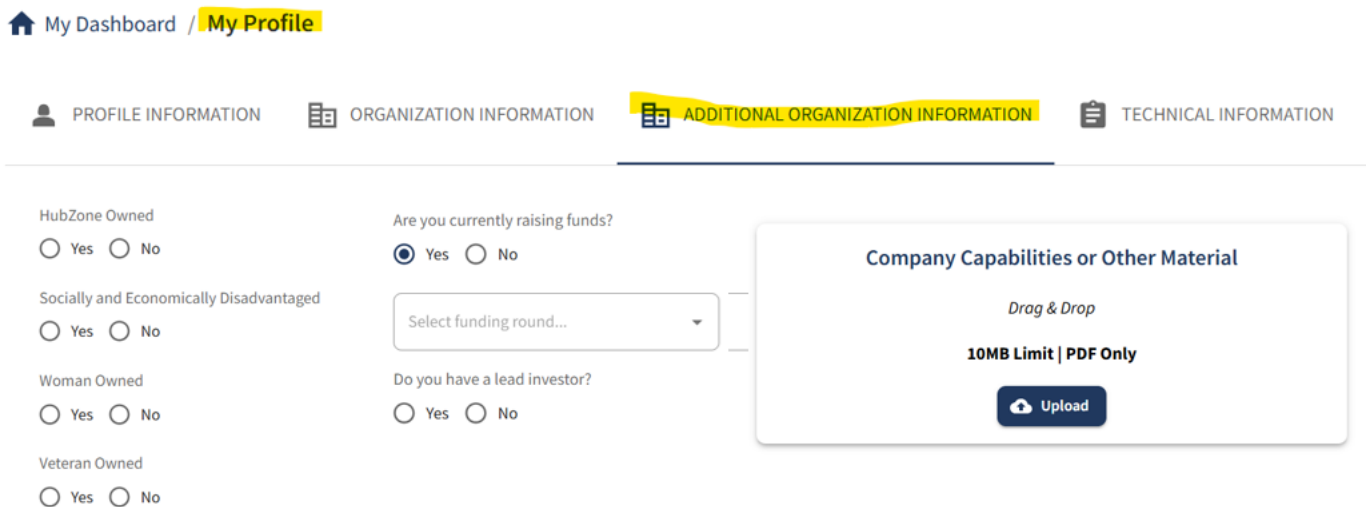
Preparing to License - Commercialization Workshop
Financial Modeling Workshop
Preparing to Manufacture - Commercialization Workshop

Look for new market research tools on the platform in early 2025! An email announcement will be made when they become available.

If you haven't joined the ecosystem – don't miss out! **REGISTER NOW!** DOE awardees log in and claim your DOE awards! **INNOVATORS** without DOE awards can publish content about technologies, too.



Don't miss the **Additional Organization Information** page, where **INNOVATORS** can add certifications, NAICS codes, let investors know about fund raising activities and upload company brochures.



DOE SBIR/STTR Phase II Commercialization Plan Updates

If you are planning to submit an SBIR/STTR Phase II application to the [DOE FY25 Phase II, Release 1 Notice of Funding Opportunity \(NOFO\)](#), take note. Although the section headers remain unchanged (Section 1 - Market Opportunity, Section 2 - Company/Team, Section 3 - Competition/Intellectual Property and Section 4 - Finance & Revenue Model), all of the specifications within the individual sections have been updated. Make sure you review the updated specifications for each section (see pages 74-77). Note that there is no longer a requirement to submit the Return on Investment (ROI) worksheet and additional changes have been made to the pro forma templates ([use these examples](#) or your own template). You are limited to **no more than 5** letters of support (LOS). Your 15-page narrative commercialization plan, pro forma income statement and ≤ 5 LOS should be uploaded as **ONE PDF** into Field 8.

REMEMBER: If you plan to utilize TABA funding, you must call this out in your application providing budget justification and your own third-party service provider. In Phase II, you are able to request up to \$50K in additional funds (over and above the maximum award amount) for TABA services but you must do this when you submit your application. Looking for a third-party service provider, visit the [SBIR Partnering Platform](#) using the instructions detailed above.

DOE SBIR/STTR FY25 Phase I, Release 2 Topics Released

As discussed above, the [DOE SBIR/STTR FY25 Phase I, Release 2 topics](#) were released this week. Make sure to visit our [funding opportunity](#) page for the full schedule and to register for webinars! The topic webinars allow you to ask the topic managers questions/clarification on the solutions they are seeking. After the Notice of Funding Opportunity (NOFO) document is released on December 16th, we will hold a webinar to review updates – make sure you register to get your questions answered! Finally, we host a popular “Ask us” weekly webinar series to answer application questions. Don’t miss those either!

New to DOE SBIR/STTR? Register for the [free Phase 0 program](#) to obtain guidance and coaching on putting together your Phase I application. [REGISTER HERE!](#)

Quarterly Virtual Commercialization Workshops

The FY24 Q3 workshop, ***Preparing for Product Launch***, was held on October 9th. Geared toward preparing for product release, the virtual event opened with an educational overview on product launch basics from Tori McDonnell and Joey Marquart from [Silverline](#), a premier climate tech public relations firm. Then, Elizabeth Ahern, Director of the U.S. Commercial Service office in Peoria IL, discussed opportunities to collaborate with the Department of Commerce’s International Trade Administration ([ITA](#)) to introduce product internationally, and successful SBIR/STTR awardee, Tony Mulligan ([Hydronalix](#)), spoke about his use of ITA programs to accelerate his international product sales. The workshop concluded with a panel of DOE Phase II awardees (Randy Hiebert – BioSqueeze, Tony Mulligan – [Hydronalix](#), Serpil Gonen Williams – [Pixelligent](#) and Anton Zonneveld – [Radiation Monitoring Devices](#)) sharing lessons learned from their successful product launches. Interested in viewing the recordings of any of the virtual commercialization workshops – visit the **RESOURCE** pages on the [platform](#)!

REGISTER now for the last workshop of 2024, ***Developing a Strategic Cap Table***. The general session will be held **on Tuesday, December 10th from 1-4PM EASTERN** with 1:1 meetings with participating stakeholders on Wednesday, December 11th and Thursday, December 12th.

Upcoming Events to Meet DOE SBIR/STTR Team Members

Members of the DOE SBIR/STTR programs team will be attending the [SBIR/STTR Fall Innovation Conference](#) in Austin (TX) December 3rd – 5th. Attending? Make sure to seek us out and say hello!