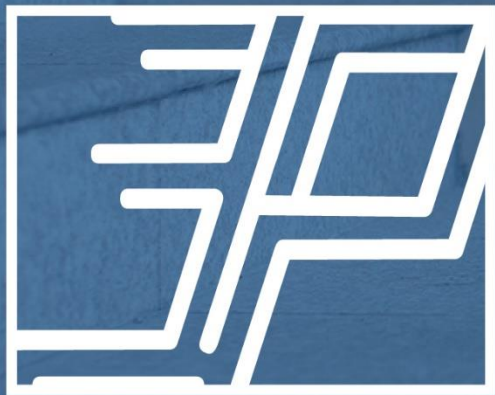


IN PARTNERSHIP WITH SC INBRE/SC EPSCoR
Academic Leadership and Career Development
Workshop

Find funding.
Keep your equity.



3PHASE

ACCESS AMERICA'S SEED FUND

SBIR/STTR
Program
June 17, 2019



www.3phasesc.com info@3phasesc.com

A Unique Resource

As one initiative of the South Carolina Department of Commerce's Office of Innovation, 3Phase represents the state's commitment in providing the necessary resources for the relentless pursuit of transformational ideas.

3Phase is the first recommendation from the Council for Innovation Initiatives and aims to be a centralized resource with expertise in this specialized funding. Tasked with helping advance the South Carolina Innovation Plan, council members serve as advocates for our technology sector.



South Carolina
Department of Commerce

Just right for business.



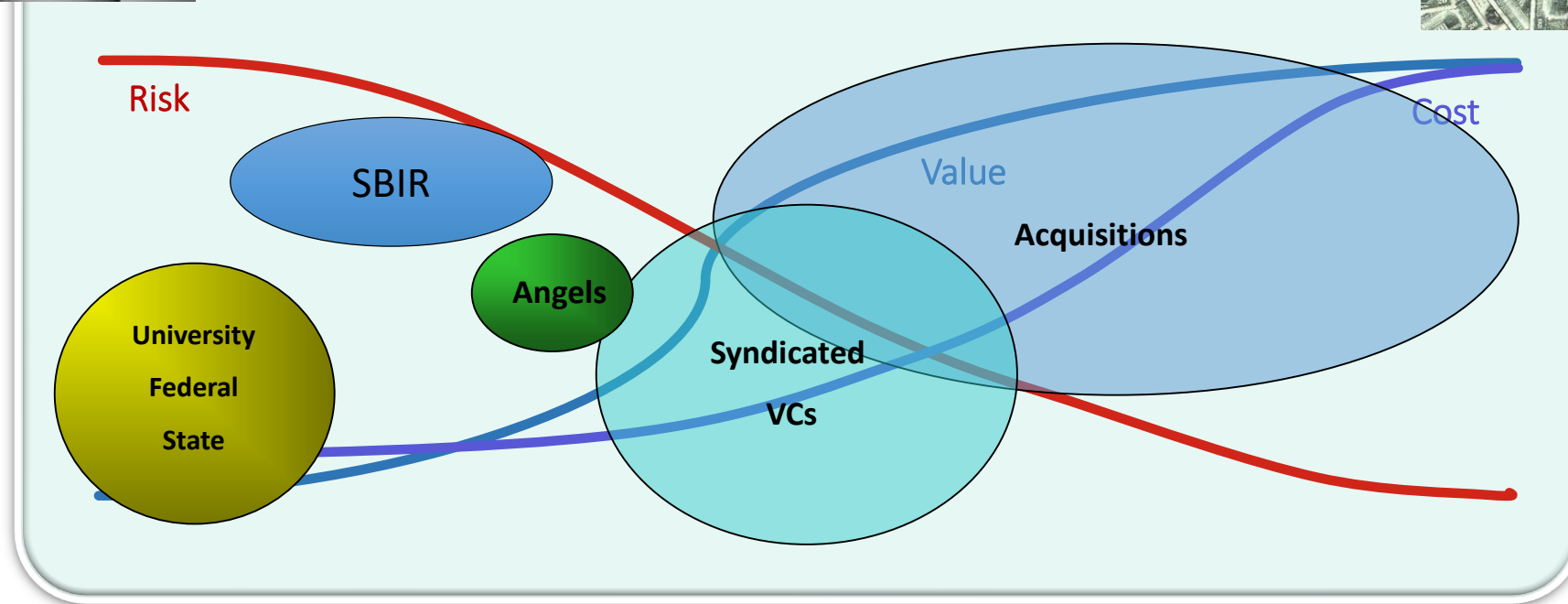
How Can 3PhaseSC Help?

- Registration
- Templates
- Proposal Review
- Support Letters
- Teaming

Risk vs. Value



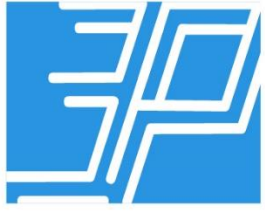
Value Curve





\$2.5 Billion

Is available for small businesses (and counting!)
across 11 federal agencies.



www.3phasesc.com info@3phasesc.com

Agencies

SBIR & STTR Participants

Department of Defense*
Department of Health and
Human Services*
National Aeronautics and Space
Administration
Department of Energy
National Science Foundation*

SBIR Participants

Department of Homeland
Security
Department of Agriculture*
Environmental Protection
Agency
Department of Transportation
Department of Commerce
Department of Education

* FUND MEDICALLY RELATED PRODUCTS

Equity free funding
Attract outside investment



S-B-I-R

Small Business Innovation Research

3.2% set-aside

S-T-T-R

Small Business Technology Transfer

0.45% set-aside

A photograph of two women from the chest up, wearing white t-shirts. They are holding a large, blank white rectangular sign in front of them. The woman on the left has dark curly hair and is pointing her right index finger towards the sign. The woman on the right has blonde hair and is also pointing her right index finger towards the sign. The background is a plain, light-colored wall.

Government Objectives

Phases

	AWARD AMOUNT	DURATION	OBJECTIVE	SUB-CONTRACT
PHASE I	\$150,000	6 TO 12 MOS.	Feasibility	33%
PHASE II	\$1,000,000	2 TO 3 YEARS	Product Development	50%

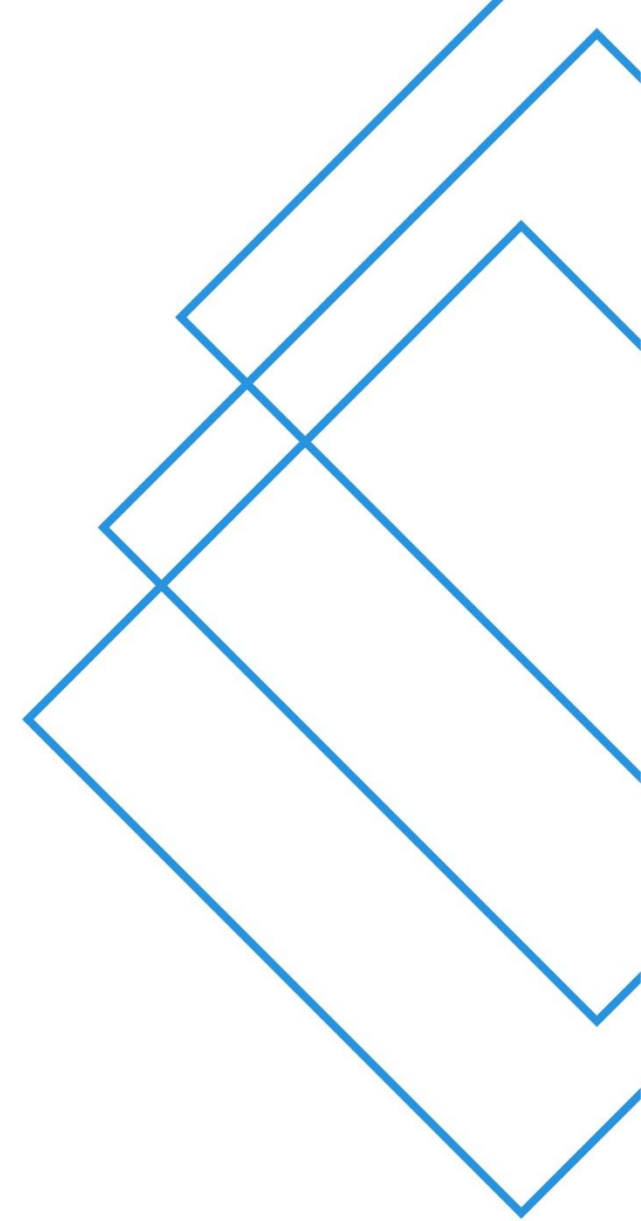
Phase I required → Phase II → Phase III

Note: some agencies allow Phase II applications by request only



STTR

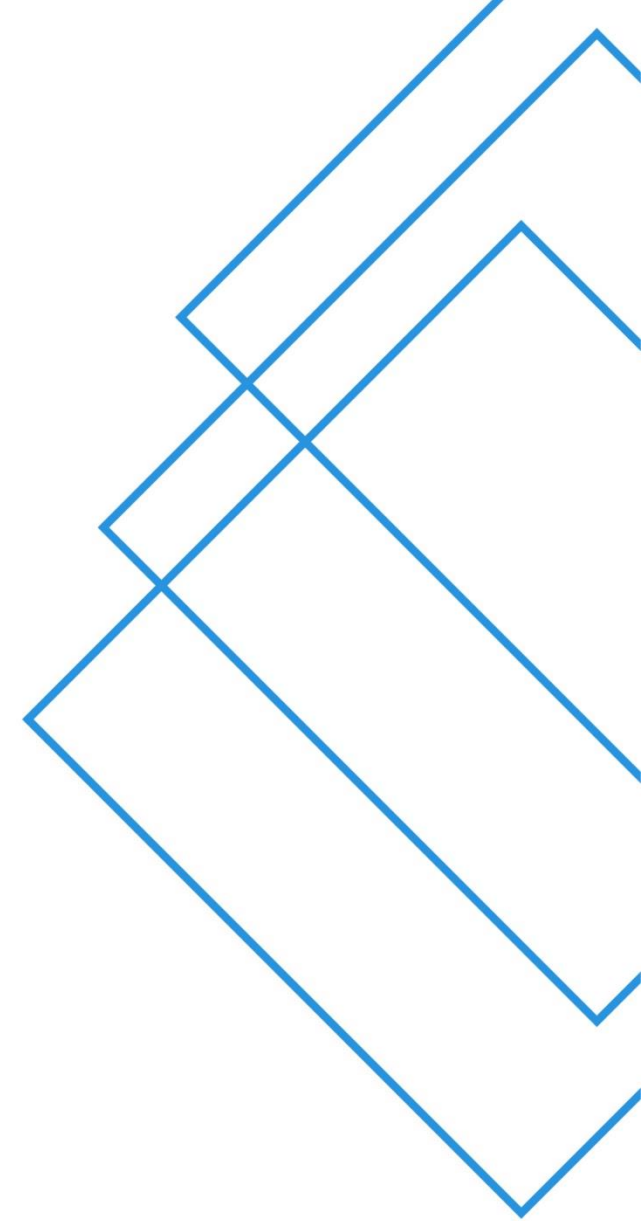
- Applicant Small Business Concern
- Consortium Agreement
30% required subcontract with RI or FFRDC
Max effort 60%
- SBC Effort Min 40%, Max 70%





Fast Track

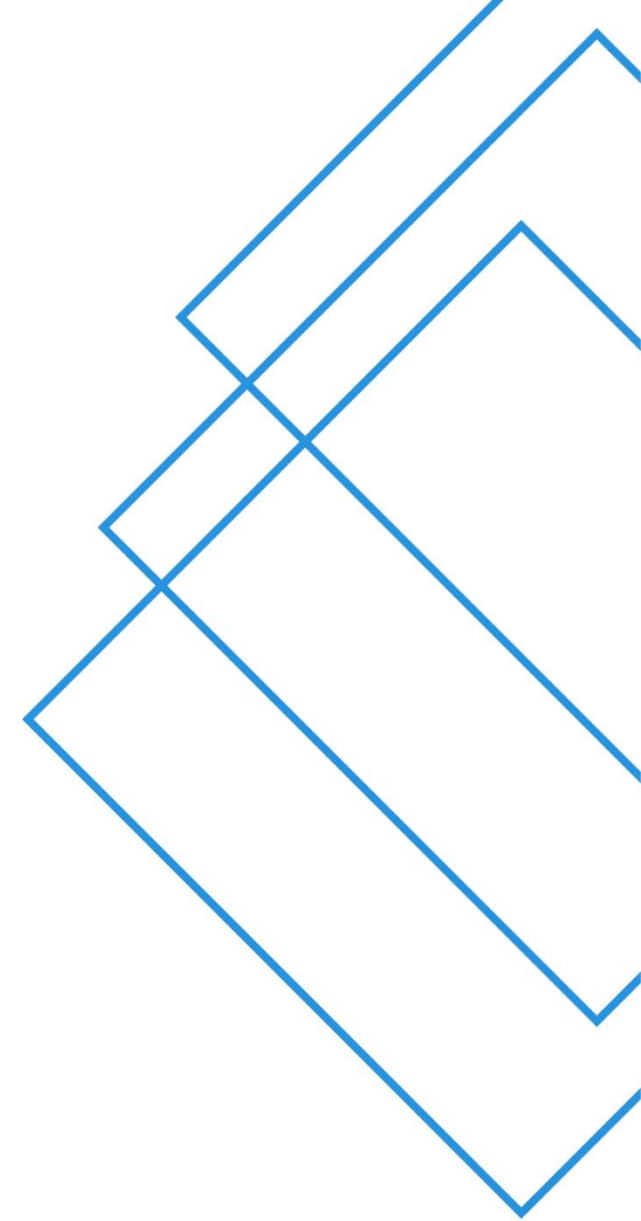
- Phase I + Phase II ----- ONE Application
- Removes review cycle between PI and PII
- Required Commercialization Plan
- *Are you commercially ready?*





Direct to Phase II

- Must have real business and history of funding with agency (i.e. past NIH funding)
- Competing with companies that have had a Phase I
- Required Commercialization Plan
- *Are you commercially ready?*



Eligibility

1. For-profit small business concern
2. Less than 500 employees including affiliates
3. Independently owned and operated primarily in USA
4. PI: 51% employed by Small Business for SBIR
5. 51% owned and controlled by one or more individuals who are U.S. citizens or permanent residents
6. Research must be performed in the U.S.



Comparison

	SBIR	STTR
Budget Percentage	3.2%	0.45%
Participating Agencies	11	5
PI - Award Duration	6 months*	12 months
Partnering	subcontract allowed†	Required
PI Eligibility	Full-time by SBC	Varies by agency

*Award duration can be extended by some agencies

†Total subcontracted amount must not exceed 33% including consultants



Solicitations

Agency	Close
Dept of Defense (DoD – Navy, Army, Airforce, etc)	Feb, Jun, Oct
National Institute of Health (NIH)	Apr, Sept, Jan
NIH Other	TBD
National Science Foundation (NSF)	Jun, Dec
NASA	Mar
Dept of Energy (DOE)	Feb, Dec
USDA / Dept of Agriculture	Oct
Dept of Education (DoEd)	Jan
Dept of Commerce (DOC – NIST / NOAA)	Jan / Mar
Dept of Homeland Security (DHS)	Jan
Dept of Transportation (DOT)	Mar
Environmental Protection Agency (EPA)	July

<https://www.sbir.gov/sbirsearch/topic/current>



Application Criteria

	REVIEWERS	CRITERIA	SCORING	EXTRAS
NSF	Review Panel Technical and Commercial	Intellectual Merit Broader Impact	Poor - Very Good	NSF Staff Criteria: Commercial Potential
DoD	Outside Technical Review	Technical/Innovation TEAM Commercial Potential	Percentile CAI Score (Phase II)	DoD Program Manager makes decision
NIH	Peer Review SBIR Special Emphasis Panels	Significance Investigators Innovation Approach Environment	0 to 90 < 28 fundable	Review Panel selection = critical!

Helping you through each phase.

Let's get started.

Learn more at www.3phasesc.com or
email tyler@3phasesc.com