

## We're talking about your ideas

Each year, the federal government makes more than \$2.5 billion available to U.S. small business engaged in high-technology research and development. These awards are known as Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards.

The preparation and submission of an SBIR/STTR proposal is part of a process for developing and growing a viable business idea. Our MoFAST specialists provide coaching throughout the process. We take the time to help you get it right.

The intent of the MoFAST program is to strengthen the technological competitiveness of Missouri businesses. Designed to improve the participation of small technology firms in the innovation and commercialization of new technology, we encourage and enhance technology research and development and technology transfer and deployment by providing technical assistance to businesses interested in the SBIR/STTR program.

## We offer help at no cost to you

Our assistance includes:

- Business planning
- Commercialization plans (Phase I, II & III)
- Agency identification and evaluation
- Agency contact networking
- Proposal preparation support and review
- Post application review
- Post award planning/budgeting
- Project accounting/audit planning
- Marketing and financing assistance
- Strategic planning

*"As a professor, it has been my dream to own a company. In Missouri, that is possible! Thank you, SBTDC, for making our dream come true!"*

## Who is eligible for SBIR or STTR?

### SBIR

- US-owned/independently operated
- For-profit
- Principal researcher employed by the business at least 51 percent of the time
- Company size limited to 500 employees

### STTR

- US-owned/independently operated
- For-profit
- Requires collaboration with a non-profit research institution that must be:
  - Non-profit college or university
  - Domestic non-profit research organization
  - Federally funded R&D center
- Principal researcher need NOT be employed by the business (except for National Science Foundation)
- Company size limited to 500 employees (no limit on the size of the research institution)

## What research applies?

Proposals must meet needs or solve problems deemed vital to the national interest or at least major segment of society or the economy. Research must also be relevant to the topics identified by the federal agencies. The projects must be innovative in application if not in discovery. Applicants must be well aware of similar past and present work.

Following submission of proposals, agencies make SBIR awards based on small business qualification, degree of innovation, technical merit and future market potential.

## Additional help

In addition to providing assistance with the SBIR/STTR process, MoFAST staff can also help you access a number of other Missouri early-stage research grants. All of these grants are available prior to winning and/or during a Phase I SBIR/STTR award. They include:

### Missouri Technology Incentive Program (MoTIP)

- Phase 0: Up to \$5,000
- Phase I/II Bridge Loan: Up to \$50,000

### Leonard Wood Institute

- Phase 0: Up to \$50,000
- Collaborative Research Projects: >\$50,000

### Kansas City Area Life Sciences Institute

- Patton Trust Research Grant: Up to \$50,000

### Missouri Technology Corporation

- Intellectual Property Management Fund: Up to \$15,000



SBIRs/STTRs are awarded in various phases and amounts based on the development stage of the technology. Funding typically follows this sequence:

#### Pre-Seed Funding

##### PHASE 0:

- Pre-SBIR research, concept development, proposal preparation
- Other state resources

##### SBIR Funding Phases and Amounts

**PHASE I:** Explore the scientific, technical, commercial feasibility of an idea/ technology

- SBIR: Awards usually **\$100,000** for about **6 months** of support
- STTR: Awards usually **\$100,000** for about **1 year** of support

**PHASE II:** Expand the results of Phase I by performing R&D work and evaluating the commercial potential of products

- Phase I companies compete for Phase II awards SBIR/STTR: Awards usually up to **\$750,000** for about **2 years**

#### External Funding

**PHASE III:** Follow-up R&D and commercialization

- Projects require use of **non-SBIR/STTR private or federal funds (eg. sales, govt. contracts, angel, venture capital)**
- Some federal agencies have post-Phase II assistance programs
- In some cases, highly successful participants can receive sole-source contract funding from agencies for their completed products and technologies

#### Online resources:

[www.mofast.net](http://www.mofast.net)  
[www.zyn.com/sbir](http://www.zyn.com/sbir)  
[www.sba.gov/sbir](http://www.sba.gov/sbir)  
[www.sbir.gov](http://www.sbir.gov)



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## Technology Development and Commercialization

# The MoFAST SBIR/STTR Program

Help for entrepreneurs and small businesses seeking federal funding for technology and life sciences businesses, products, research and development.

A service of

