

How can Start-ups better use SBIR?

WHY: The US government sets aside funding of ~**\$2.5B every year** for innovative small businesses. This funding comes in the form of **non-dilutive** contracts of between **\$50K and \$3M** for US companies with **less than 500 employees**. Additionally, if you receive one of these awards, you can now receive a **sole-source contract** from any federal agency. The process has recently been streamlined to attract more small businesses from around the US.

Step 1: Register for a bunch of Systems Online

(Time = 1 Afternoon watching Netflix + **1 month waiting**)

<https://www.sbir.gov/tutorials/registration-requirements/tutorial-1>

1A: Register for a **DUNS** Number (Time = 30 min)

<https://iupdate.dnb.com/iUpdate/companylookup.htm>

1B: Register in System for Award Management (**SAM**) (Time = 60 min)

<https://www.sam.gov/portal/SAM/>

1C: Register for a Small Business Association Small Business Concern ID Number (SBA SBC ID)

(Time = 20 min)

<https://www.sbir.gov/registration>

1D: Register at the DoD SBIR Site (Time = 20 min)

<https://sbir.defensebusiness.org/user/register>

Seriously, this isn't that hard, but can take a little bit to process. **DO THESE NOW!**

If in doubt - apply to the AFWERX
'Open Dual Use Topic'

<https://sbir.defensebusiness.org/topics?topicid=29682>

Step 2: Find the Topic you want to apply for (Time = 5 min)

<https://sbir.defensebusiness.org/topics>

Step 3: Read the Instructions **carefully** for both the DoD and the Air Force (Time = 30 min)

<https://sbir.defensebusiness.org/topics/instructions>

Step 4: Read the **AF SBIR Training** and Print and Sign the last page (Time = 30 min)

<http://www.afsbirsttr.af.mil/Portals/60/Pages/Phase%20I-II/SBIR%20Program%20Training%20for%20SBs%200318.pdf>

Pay attention to the 'special topics' at the beginning of the AF instructions - they have been designed to be easier/faster for companies to apply.

Step 5: Write your **5-page 'technical volume'** (Time = 3 hours)

<https://www.acq.osd.mil/osbp/sbir/docs/sample-phase1proposal.pdf>

Step 6: Write your **15-page 'pitch deck'** (Time = 3 hours)

If you need help with this - ask for an example here: <http://afwerxdc.org/join/>

Step 7: Submit your application (Time = 30 min)

<https://sbir.defensebusiness.org/user/login/>

The applications will be open for 1 month before the closing date (usually **February, June, October**) check the schedule here: <https://www.acq.osd.mil/osbp/sbir/sb/schedule.shtml>

Still have questions: Ask them here: <http://afwerxdc.org/join/>