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 l**ess than 500 employees**. Additionally, if you receive one of these awards, you can now receive a **sole-source** <u>contract</u> 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!**

Step 2: **Find the Topic** you want to apply for (Time = 5 min)
https://sbir.defensebusiness.org/topics

> If in doubt - apply to the AFWERX **'Open Dual Use Topic'**
> https://sbir.defensebusiness.org/topics?topicId=29682

Step 3: Read the Instructions **carefully** for both the <u>DoD</u> and the <u>Air Force</u> **(**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 - go here:
http://afwerxdc.org/wp-content/uploads/2018/09/18.3-SBIR-Example-Pitch-Deck.pdf

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: http://afwerxdc.org/sbir/

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