

Environmental Protection Agency's 2015-2016 Small Business Innovation Research (SBIR) Solicitation

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2015 U.S. EPA SBIR Solicitation Webinar





Welcome to the EPA SBIR Webinar

- All lines have been centrally muted to minimize background noise. Please hold all questions until the end.
- Questions can be submitted using the Chat feature in WebEx. These will be compiled and we will address as many as possible following the presentation. Please send all questions to the presenter.
- To access the participants list and the chat feature in Webex – please click on the green tab at the top of your screen. This will expand the box and you can click on “Chat” or “Participants” and a box will appear on the right hand side of your screen.

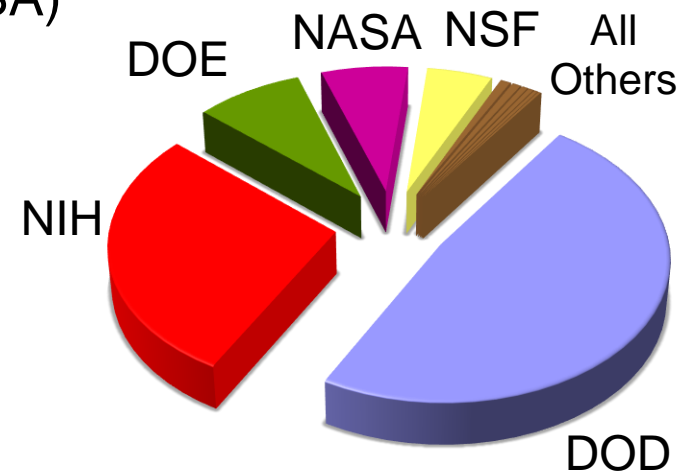
Federal SBIR Program

- Set-aside program for small businesses to engage in Federal R&D
- Promotes commercialization
- SBIR Budget = % of Federal Extramural R&D Budget
- Approximately \$2.5 Billion
- www.SBIR.gov

11 Federal Agencies have SBIR Programs

- Department of Defense (DOD)
- Department of Health & Human Services (HHS)
- Department of Energy (DOE)
- National Aeronautics & Space Admin (NASA)
- National Science Foundation (NSF)

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- Department of Agriculture (USDA)
 - Department of Education (ED)
 - Department of Homeland Security (DHS)
 - Department of Transportation (DOT)
 - Department of Commerce (DOC)
 - **Environmental Protection Agency (EPA)**



EPA SBIR Mission

- EPA: Protect human health and the environment
- EPA SBIR: Support development and commercialization of innovative technologies to meet Agency's mission





Changes to EPA Program

- Topics more specific
- Emphasis on commercialization (in proposal review)
- Electronic submissions via FedConnect started in CY 2014



EPA SBIR Budget & Awards

- Award Budget for FY15 = \$4.2 M
- Awards are contracts
 - Phase I: Proof of Concept
 - \$100,000
 - 6 months
 - Phase II: Develop & Commercialize Technology
 - \$300,000 (+Commercialization Option of \$100,000)
 - 2 years



EPA's SBIR Program

- One of the “small” SBIR Programs
- Provide awardees with EPA technical liaison
- Offer commercialization technical assistance of \$5000 in both Phase I and Phase II
- Offer commercialization option of \$100,000 in Phase II
- Will help communicate successful projects
- We are helping save the planet

2015-16 EPA SBIR Phase I Solicitation

- Anticipated to Open in Early Fall 2015
- Closes ~45 days later
- Information at: www.epa.gov/ncer/sbir
- Will be issued in FedConnect:
www.fedconnect.net

2015 Solicitation Topics



- Air and Climate
Lab-on-a-chip sensors for organic pollutants in homes
- Integrated Cookstove-Heating-Electricity Generation for Small Homes
Integrated cooking, heating, and electric power generation
- Manufacturing
Non-toxic and biodegradable plastics
- Toxic Chemicals
Less toxic coatings
- Water
Resource and/or Energy Recovery
- Building Materials
Innovative Construction Materials
- Homeland Security
Decontamination of railroad and subway cars

Selecting a Topic

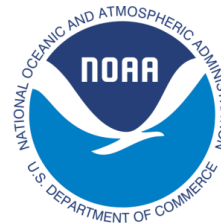
- It is the responsibility of the company to select the most appropriate topic
- The topic you select will determine which peer review panel evaluates your proposal
- EPA budget is modest so program is very competitive
**Proposals must be responsive to specific topics
- Program managers can provide you general advice on your proposed technology prior to the issuance of the solicitation in FedConnect.

Anticipated EPA SBIR Schedule

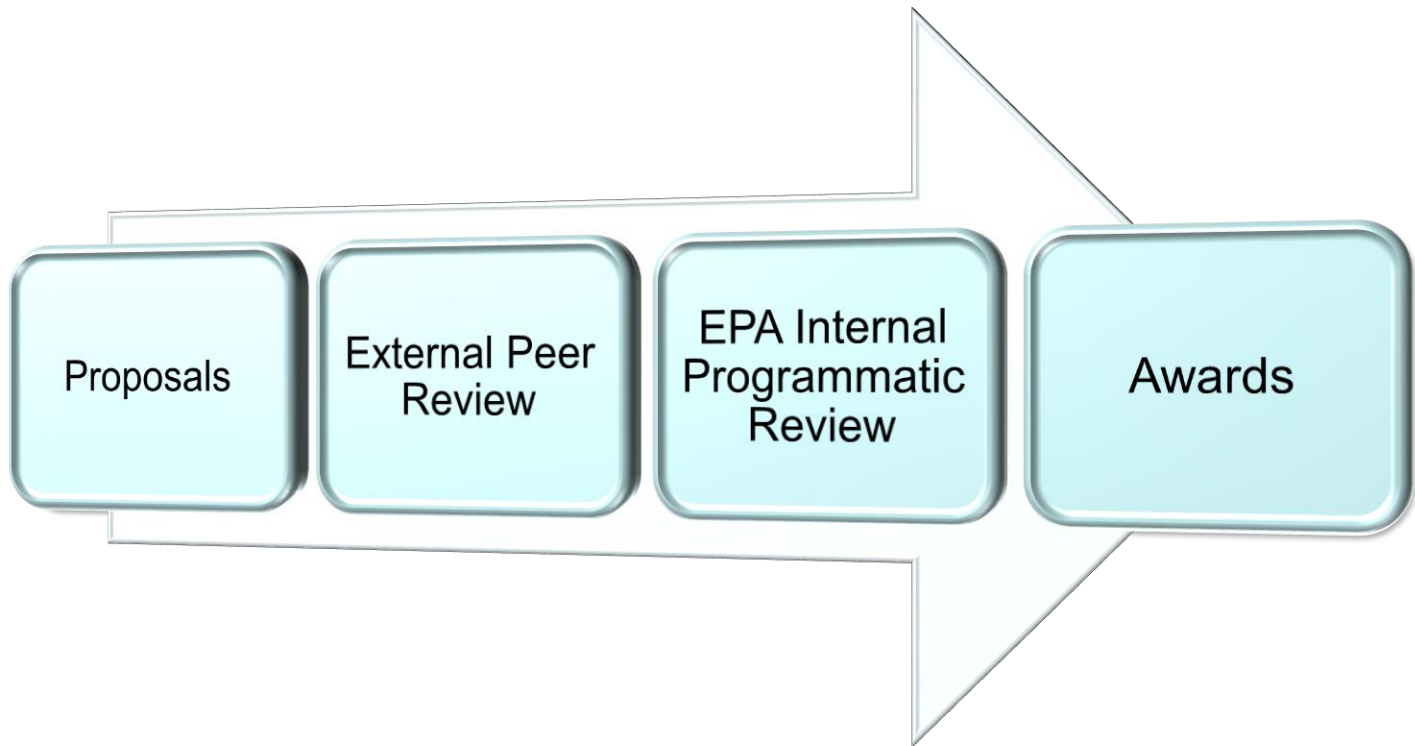
- October 2015 – Phase I Solicitation Closes
- Contracts Review, Peer Review, Programmatic Review
- April 2016 – Phase I Contracts awarded
- October 2016 – Phase I Contracts end
- October 2016 - Phase II Solicitation Opens
- November 2016 – Phase II Solicitation Closes

Other SBIR Agencies that Support Environmental Technologies

- National Science Foundation (NSF)
- National Institute of Environmental Health Sciences (NIEHS)
- Department of Energy (DOE)
- United States Department of Agriculture (USDA)
- National Oceanic and Atmospheric Administration (NOAA)



Proposal Evaluation and Selection



Anticipated EPA External Peer Review (Phase I)

- Ratings
 - Excellent, Very Good, Good, Fair, Poor
- Review Criteria
 - Commercialization Criteria:
 - Need for Technology
 - Management and Technical Capabilities
 - Disruptive Potential
 - Technical Criteria:
 - Technical Soundness
 - Demonstration/Performance
 - Life Cycle (environmental) Impacts



Anticipated EPA Internal Programmatic Review

- Review only proposals rated “Excellent” and “Very Good”
- Evaluate Proposals on the following Criteria:
 - Relevance to Phase I Topics and Agency priorities
 - Advance Sustainability (environmental, economic and societal benefits)
 - Wide use, broad application/impact



We're now electronic!

- Electronic submissions for EPA SBIR started in CY 2014.
- Solicitation will be issued in FedConnect
- Please register your company with FedConnect
- Register at: www.fedconnect.net/FedConnect/

Required Registrations

- [Dun and Bradstreet Universal Numbering System \(DUNS\)](#) - All registrations require that offerors be issued a DUNS number. After obtaining a DUNS number, offerors can begin both SAM, and SBA Company registry. The same DUNS number must be used for all registrations, as well as on the proposal.
- [SBA Company Registry](#) – **New requirement.** See solicitation for instructions on how to register and how to attach proof of registration to your proposal package. Offerors must have a DUNS number to complete this registration. SBA Company registration is **NOT** required before SAM.
- [System for Award Management \(SAM\)](#) (formerly CCR) – Offerors must complete and maintain an active registration, **which requires renewal at least annually.** The renewal process may require as much time as the initial registration. SAM registration includes the assignment of a Commercial and Government Entity (CAGE) Code for domestic organizations which have not already been assigned a CAGE Code.
- [FedConnect](#)–Electronic submission system for EPA SBIR. FedConnect is a web portal that connects agencies and vendors to streamline the process of doing business with the federal government.

Tips from Contracts Office

- Register with SBA and include one-page proof with your proposal
- Check your budgets for errors
- Submit your proposal before the closing date/time of the solicitation

Tips from Peer Review Division

- Offerors should pick the correct Topic Number.
- Use the current forms from this year's (FY15-16) solicitation.
- Look at the peer review criteria **CAREFULLY** to make sure you are addressing them.
- If you decide not to send in a proposal, let us know if you want to be a peer reviewer in a particular category.

Tips from Program Office

- Read the solicitation carefully
- Develop a quality proposal which
 - has a strong technical abstract
 - addresses lifecycle impacts of technology
 - demonstrates innovation, is a “game changer”
 - shows potential for commercialization
 - addresses cost, markets
 - Show progress towards establishing commercialization partners



Take Home Messages

- Make sure your technology fits the specified topic areas
- Register your company with SBA (if you are going to apply to any agency's SBIR Program)
- Submit your proposal before the closing date/time of the solicitation
- Thank you for helping us save the planet

EPA SBIR Success Story



Ecovative

Albany, NY

- Developed MycoBond™ technology, a replacement for hydrocarbon-derived synthetics in packaging, insulation, and structural cores
- Utilizes fungal mycelium grown on agricultural waste
- Biodegradable/Compostable
- Named “Innovator of the Year” in the non-FDA regulated category of the 2011 Greener Package Awards.
- Featured on July 2011 cover of *Packaging World* and May 20, 2013 *New Yorker*



For More Information...



- EPA SBIR website: www.epa.gov/ncer/sbir
- Government Wide Program: www.sbir.gov
- Contacts
 - SBIR Team:
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Q & A

Please submit your questions for the webinar using the “chat” feature in WebEx. Questions are being compiled and we will address as many as time allows.