

How to Develop a Winning Small Business Research (SBIR) Proposal (Available on Amazon.com in paperback & for the Kindle)

The Small Business Innovation Research (SBIR) Program and its sibling, the Small Business Technology Transfer (STTR) program, are federal initiatives that provide over \$2 billion in grants and contracts each year to small and start-up companies to develop new or enhanced products and services based on advanced technologies.

About 40% of the SBIR Phase I awards made each year go to firms with no prior SBIR experience. SBIRs are administered by ten federal agencies for the purpose of helping to provide early-stage Research and Development funding to small technology companies (or individual entrepreneurs who form a company). Solicitations are released periodically from each of the agencies and present technical R&D topics that the agency is interested in funding. Companies are invited to compete for funding by submitting proposals answering the technical topic needs of the agency's solicitation.

How to Develop a Winning Small Business Innovation Research Proposal (published by GOVPROP.com), provides 60 pages of easy-to-understand guidance and examples for each section of a typical SBIR proposal. It was written by two recognized government acquisition experts, Eric Adolphe and Mike Lisagor.

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