



# SBIR and STTR:

## Academic/Small business partnerships

Presented by: Michele Gunness, Ph.D.

Panelists: Mark Slifka, Ph.D., John Fitchen, M.D. CEO, Najit Technologies, Inc.,  
Jan van Santen, Ph.D., Pres. BioSpeech, Inc.,  
Jeff S. King, Ph.D., COO, Virogenomics.

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# SBIR/STTR: Session Goals

- Learn about grant funding from federal agencies for small businesses and their academic partners.
- Gain an overview of the SBIR and STTR programs.
- Listen to a panel discussion about the benefits of working with a university laboratory, finding a business or academic partner, and the art of grant preparation in order to obtain additional funding for labs.

# SBIR/STTR: What are SBIRs and STTRs?

Federal research funds reserved for small business

**SBIR:** Small Business Innovation Research Program

**STTR:** Small Business Technology Transfer Research  
Program

# SBIR/STTR: Federal Agencies

## SBIR/STTR: Federal Agencies

DOD: Department of Defense

DOE: Department of Energy

HHS(NIH): Health & Human Services

(National Institutes of Health)

NSF: National Science Foundation

NASA: National Aeronautics and Space  
Administration

# SBIR/STTR: SBIR Federal Agencies

## SBIR: Federal Agencies

DHS:	Department of Homeland Security
USDA:	United States Department of Agriculture
DOC:	Department of Commerce
ED:	Department of Education
EPA:	Environmental Protection Agency
DOT:	Department of Transportation

# SBIR/STTR: Eligibility Requirements

## SBIR

### Small Business Innovation Research Program

- Organized for profit U.S. business
- At least 51% U.S. owned by individuals
- Small business located in U.S
- 500 or fewer employees

**PI's primary employment must be with the small business during the project.**

# SBIR/STTR: Eligibility Requirements

## STTR

### Small Business Technology Transfer Research Program

- Small business located in the U.S.
- At least 51% U.S. owned by individuals
- 500 or fewer employees

### PI's primary employment not stipulated

- Requires a research institution partner

# SBIR/STTR: Eligibility Requirements

## STTR

- Applicant is the Small Business
- A formal cooperative R&D effort:
  - Minimum 40% by the small business concern
  - Minimum 30% by the U.S. research institution  
(Maximum is 60%)
- U.S. research institution:
  - Can be a college, university, other non-profit research organization, or federal R&D center.
- Intellectual Property agreement needs to be in place.

# SBIR/STTR: Funding Guidelines

## STTR and SBIR Funding Guidelines

### Phase I

- Feasibility Study
- Budget Guideline = \$100,000
- Project Duration = 6 months to 1 year

### Phase II

- Full Research/R&D
- Budget Guideline = \$750,000 (total project period).
- Project Duration = 2 years

# SBIR/STTR: STTR Program Guidelines

## STTR

### Program Guidelines

#### Academic Component:

- 30-60% of the budget

#### PI Effort:

- Minimum 10% effort
- PI must have a formal appointment or commitment to the small business but does not need to be employed by the small business.

# SBIR/STTR: Additional Resources

## RESOURCES

- Oregon Economic & Community Development Department: [www.oregon4biz.com/p/SBIRtoolkit.pdf](http://www.oregon4biz.com/p/SBIRtoolkit.pdf)
- Small Business Administration: [www.sba.gov](http://www.sba.gov)
- Funding Agency topics: [www.sbirworld.com](http://www.sbirworld.com)
- NIH Grants Funding:  
<http://grants.nih.gov/grants/funding/sbir.htm>
- NIH: Search for small business partners:  
<http://grants.nih.gov/grants/funding/corp.htm>

# SBIR/STTR: Panelists

## PANELISTS

### **John Fitchen, M.D.**

CEO of Najit Technologies, Inc. an OHSU start-up company. Najit Technologies' focus is developing vaccines and diagnostics for biodefense.

### **Mark Slifka, Ph.D.**

Associate Professor, Vaccine & Gene Therapy Institute, OHSU. Mark is also President and Chief Scientific Officer of Najit Technologies, Inc.

# SBIR/STTR: Panelists

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### **Jan P. H. van Santen, Ph.D.**

Professor, Director, Center for Speech and Language Understanding, and Dept. Computer Science and Electrical Engineering, SoSE. Jan is also the President and CEO of BioSpeech, Inc., an OHSU start-up company. BioSpeech develops technologies for detection of speech based diagnostic markers of neurological disorders and for assistive communication devices.



# SBIR/STTR: Panelists

## PANELISTS

### **Jeff S. King, Ph.D.**

Chief Operating Officer, Virogenomics, Inc. an OHSU start-up company. Virogenomics is a privately held biotechnology company based in Tigard, OR whose business strategy is to identify and obtain rights to early stage technologies, manage and develop these technologies to a critical stage, and then spin-off the developed technologies into new start-up companies.