

NM FAST Arrowhead Center SBIR Accelerator: National Institutes of Health

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SBIR Program Director

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Why create a SBIR accelerator?

- 01 Time commitment necessary for proposal creation
- 02 First-time applicants benefit from structure & accountability
- 03 No similar programs available
- 04 Platform to distribute resources
- 05 Builds community
- 06 Results in vetted, higher quality proposals



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Timing matters. Run concurrently with the National Institutes of Health September 5th Omnibus Solicitation, Arrowhead Center's SBIR Accelerator (ACSA) provides the structure and support necessary to put together a strong proposal package.

- ▶ **12-week** SBIR/STTR proposal development course
- ▶ Cohort based
- ▶ Includes professional review
- ▶ Weekly curriculum
- ▶ Leverage resources of NMSU and Arrowhead
- ▶ Weekly virtual meetings with entire cohort
- ▶ Meeting with agency program managers
- ▶ Webinars by experienced budget & grant writers



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Goals:

1. Increase number of quality proposals submitted
2. Provide oversight and ownership of proposal process
3. Increase commercialization of university technologies
4. Demystify the SBIR proposal process
5. Provide a structured system to work on small sections of the proposal over time

Expectations:

1. Be an active and willing participant
2. Listen to the guidance provided and be open to critique
3. Be affiliated with the ASCEND network
4. Actively working on an idea that aligns with NIH
5. Submit a proposal package at the culmination of the 12-week period
6. Attend all meetings and information sessions during the 12-week period



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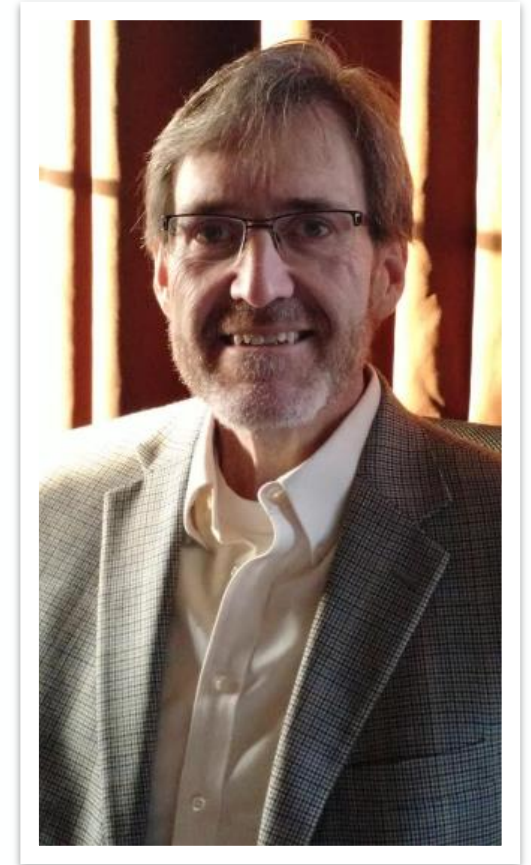
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Industry Expert

Dan Suhr brings fourteen years of SBIR experience to ACSA, having secured and performed on both Phase I and II awards from NIH, NSF and USDA.

Dan specializes in SBIR strategy and proposal writing training, as well as commercialization efforts for SBIR-created products.



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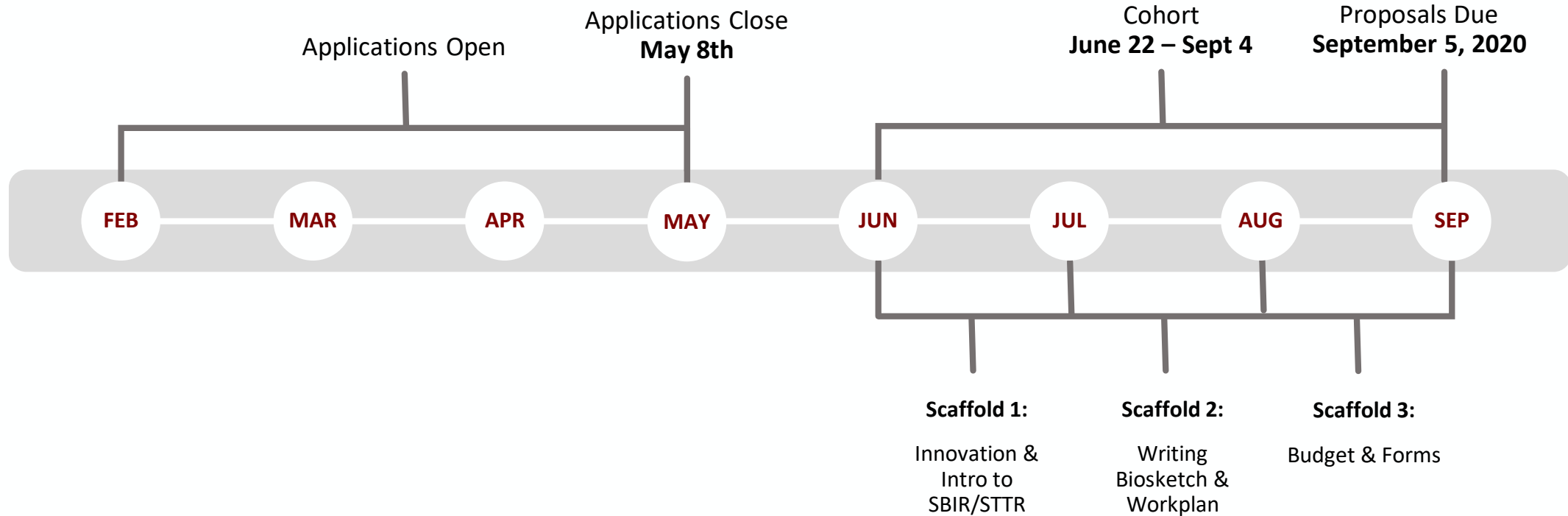


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Course Breakdown



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Course Breakdown

Scaffold 1:

Innovation & Intro to
SBIR/STTR

Week 1: Introduction & Innovation

Week 2: Topic Matching & Teams

Week 3: IP & Commercialization

Week 4: Research Plan & Action Items

Scaffold 2:

Writing Biosketch &
Workplan

Week 5: Scope & Biosketch

Week 6: Biosketch

Week 7: Crafting Work Plan

Week 8: Putting it Together

Scaffold 3:

Budget & Forms

Week 9: Definitions & Budget

Week 10: Budget & Review

Week 11: Feedback

Week 12: Submission & Next Steps



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Cost Commitment

\$2,000 Per Participant



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Thank You

For more information:

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