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THE CONCEPT

Small Business Innovation Research/Small Business Technology Transfer Program

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Hello, Innovator!

If you're reading this—whether you're a NASA SBIR/STTR awardee, have yet to win an award, or even have yet to submit a proposal—you're part of the NASA SBIR/STTR community, and we're glad to have you here. We've packed this edition of The Concept full of helpful information for everyone, with a special focus on those of you looking to apply to our open [Phase I solicitations](#).

Last year, nearly 80% of small businesses waited until the last day to submit their Phase I proposals. The submission process can be a lot to navigate, **and we don't accept late proposals**, so please give yourself time to learn and to get assistance from our program's **Helpdesk**, available at sbir@reisystems.com, Monday – Friday, 9:00am – 8:00pm ET.

If you are in the midst of preparing your Phase I proposal, due March 13, 2023, at 5:00pm ET, we have a very important question to ask before you go any further: **have you taken care of all the necessary registrations?** They take time to process and, with only one month left, we recommend you complete those now if you haven't already. Read through Chapter 2 of the solicitations to learn more, get the registration processes moving, then head back here to keep reading.

Done? *Phew!* Now that that's taken care of, we'll point you toward the recording of our Dissecting the 2023 Phase I Solicitations webinar (available by scrolling to the bottom of our [Program Events page](#)). The webinar is full of great advice, and even ends with a live submissions demo in the Submissions Electronic Handbook (EHB). You'll learn about what's new for this year, how to take advantage of opportunities like TABA and I-Corps to set yourself up for success beyond Phase I, and other tips.

Happy proposal writing—we can't wait to see what you come up with!

Key Program Milestones

Here are the dates to keep in mind, no matter where you are in your NASA SBIR/STTR journey. Note that all dates are subject to change.

- **FY23 CCRPP Application Period:** Open December 13, 2022 – February 15, 2023
- **Phase II-E Option:** Proposals received by March 7, 2023 will be considered for the next cycle of awards
- **2023 SBIR/STTR Phase I Solicitations:** Open January 10 – March 13, 2023
- **2022 SBIR Phase II Selection Announcement:** Scheduled for April 10, 2023
- **2023 SBIR/STTR Phase I Selection Announcement:** Scheduled for June 2023
- **2022 STTR Phase II Solicitation:** Open July 14 – August 25, 2023

Resources for 2023 Phase I Proposers

TABA and I-Corps

As you go through your Phase I proposal, you'll be presented with the opportunity to apply for Technical and Business Assistance (TABAs) funding, as well as the chance to opt-in to apply for I-Corps. Less than 15% of firms that apply for Phase I take advantage of these opportunities, and we want to see those numbers go up! Both TABAs and I-Corps can help you strengthen your commercialization and business plan, an important part of finding success beyond Phase I.

To learn more, jump to 46:20 in the [webinar recording](#); this 10-minute section and the Q&A that follows are certainly worth your time.



Tech Transfer

Did you know that the NASA Technology Transfer program enables SBIR/STTR proposals to include the use of NASA patents and software, with no cost to the company? If you recognize a potential solution within NASA's existing technology portfolio, you can submit an SBIR/STTR proposal and be funded to further develop that NASA technology to address the need described in the solicitation.

Learn more [here](#), and read about NASA Technology Available (TAV) in Chapter 1.6 of the [solicitations](#).

Minority Serving Institutions (MSI) Exchange

The Minority Serving Institutions (MSI) Exchange is a tool that supports your search for innovative and diverse academic collaborators by curating STEM offerings and capability statements from more than 800 MSIs nationwide. The MSI Exchange can inform partnerships for teaming opportunities and competitive federal awards, and it's a great tool for STTR and even SBIR proposers searching for partners.

Visit the exchange [here](#).

Opportunities for Awardees

Phase II Extended (II-E) Opportunity

The Phase II-E Option encourages the advancement of innovations developed under Phase II. The Phase II-E Option requires the small business to secure an external investor to fund further research, infusion, and/or commercialization. NASA may match the external investor funds with SBIR/STTR funds, on a 1-to-1 basis, up to \$375,000 for a combined Post Phase II funding level of \$750,000.

The time period for submitting a SBIR or STTR Phase II-E proposal starts after the 12th month of your Phase II contract execution date and ends 60 days before the Phase II contract expiration date. Currently, selections for the SBIR/STTR Phase II-E proposals occur approximately every 2 months (subject to change). Proposals must be received within the time frame identified in your contract. Proposals received by March 7, 2023 will be considered for the next cycle of awards at the end of March.

Learn more [here](#).

Flight Opportunities

Are you interested in suborbital flight testing for your innovation? Flight Opportunities rapidly demonstrates promising technologies for space exploration, discovery, and the expansion of space commerce through suborbital testing with industry flight providers. They're a potential investor for the Phase II-E opportunity described above, as well as for the [NASA Civilian Commercialization Readiness Pilot Program \(CCRPP\)](#), whose application period closes on February 15.

Flight Opportunities also has their own [TechFlights](#) solicitation, which will be opening



soon. Check out the recording of the recent **NASA TechFlights: Best Practices for Proposing** webinar [here](#) if you'd like to learn more. And be sure to **subscribe** to the Flight Opportunities newsletter to keep up with all of their opportunities.

Success Stories



NASA All-Electric Airplane Rides on the Wings of US Small Businesses

“NASA’s work with the private sector on this project has brought a lot of transparency to the industry, and the companies have been able to grow themselves. That’s a big part of SBIRs. The government takes on the high-risk ideas and helps mature them to where they become a viable product for industry.”

That’s an excerpt from [a recent story](#) about NASA’s X-57 “Maxwell,” the agency’s experimental all-electric aircraft, which is providing industry and regulators with knowledge that has the potential to revolutionize sustainable aviation. Developing that knowledge involved more than a decade of close alignment between NASA and its private sector partners—and that started with support for a small business.



2023 Spinoff

The NASA Technology Transfer program’s 2023 Spinoff publication is here! There really is nothing like Spinoff, which highlights NASA technologies that benefit life on Earth in the form of commercial products—including many that have received NASA SBIR/STTR funding. We look forward to it every year here at the NASA SBIR/STTR program, and for many of us, it’s a favorite to send to relatives who ask “Wait, so what does NASA do besides rockets?”

You can read [this letter](#) from Spinoff Communications Director Ann Harkey for a preview of what’s in this year’s issue, or you can simply dive in [here](#) and start reading!

Upcoming Events

National Entrepreneurship Week | February 13-17, 2023

NatlEshipWeek brings together a network of entrepreneurial educators, ecosystem builders, and—

individual entrepreneurs to share resources, learn from each other, and share their support for America's Entrepreneurial Ecosystem. On Wednesday, February 15, the event will host a day of virtual, 30-minute "office hours" sessions. Learn more [here](#), and [register here](#) to join NASA SBIR/STTR Deputy Program Executive Gynelle Steele at 3:30pm ET for a quick overview of the NASA SBIR/STTR program, followed by an interactive question and answer session.

NASA SBIR/STTR Program Events

You can find resources and recordings from the virtual events we've hosted over the past 12 months [right here](#) on our Program Events page. And be sure to keep an eye on this page for details on future events hosted by the program!

Additional Funding Opportunities

M-STAR 2023 | MSIs can apply to win up to \$900K

The Minority University Research & Education Project (MUREP) Space Technology Artemis Research, or "M-STAR," was created to strengthen the research capacity and infrastructure at Minority Serving Institutions (MSIs), such as Historically Black Colleges and Universities (HBCUs), in areas of strategic importance and value to NASA. The awards are intended to develop the institutional capabilities needed to advance research directly related to STMD's opportunities and technology priorities. M-STAR 2023 will select up to ten proposals, offering up to \$300,000 per year for three years, for a total of up to \$900,000 per award. The solicitation is open now, with proposals due by 5:00pm ET on April 10, 2023. View the solicitation [here](#).

STMD Solicitations and Opportunities

Did you know that you can find a list of all current and forthcoming solicitations and opportunities available through NASA's Space Technology Mission Directorate (STMD) right [here](#)? This is a great resource to bookmark for yourself and check back on periodically!

Thank You for Reading!

Read our past newsletters

NASA SBIR/STTR PROGRAM | sbir.nasa.gov