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Entrepreneurial Training & Consulting

March 2024

"From the Sources' Mouth" with CDMRP

Don't miss your chance to hear directly from Dr. Gayle Vaday, the Civilian Deputy Director of the Congressionally Directed Medical Research Programs (CDMRP), U.S. Army Medical Research and Development Command (USAMRDC), Fort Detrick, MD.

The CDMRP strives to transform health care for Service Members and the American public through innovative and impactful research. The CDMRP fills research gaps by funding high impact, high risk and high gain projects that other agencies may not venture to fund. All the programs managed by the CDMRP share the common goal of advancing paradigm shifting research, solutions that will lead to cures or improvements in patient care, or breakthrough technologies and resources for clinical benefit.

Join this overview of the CDMRP program and learn, from the source, what technologies they are looking for and what's needed to submit a successful proposal. Following the presentation there will be ample Q&A time with the presenter.

March 28, 2024
11:00 a.m. - 12:00 p.m. EST

Register Here

Updates regarding NIH SBIR/STTR applications

There have been some recent updates affecting SBIR/STTR applications for the NIH April 5th deadline.

- The Office of Personnel Management has announced new salary levels for the Executive Pay Scale. Effective January 1, 2024, the salary limitation for Executive Level II is $221,900. Please refer to NOT-OD-24-057 for more details.
- All Senior/Key Personnel, including consultants, must have an eRA Commons ID. Previously the absence of an eRA Commons ID resulted in a warning during the

application process. Effective January 25, 2024, leaving this field will result in an error during this validation process. Errors must be corrected before the application can be successfully submitted. Please refer to NOT-OD-24-042 for further information.

- A friendly reminder: NIH has increased the budget hard caps – Phase I budget is now $306,872 and Phase II is $2,045,816. Refer to NOT-OD-24-014 for details. Certain research topics may qualify for a waiver from the Small Business Administration for larger budgets. Visit the NIH Seed website for eligible topics.

Join BBCetc at the March NAPEX conference

BBCetc Executive Consultant and Co-owner, Jerry Hollister will be presenting at the National Spring NAPEX Conference. Formally known as APTAC, NAPEX is The Association of Procurement Technical Assistance Centers a professional organization of DoD's APEX Accelerators nationwide.

On Wednesday, March 13th join Jerry at 1p.m. in breakout track 3 and learn "How APEX Counselors can Screen for SBIR/STTR". Learn the specific questions to ask clients to evaluate their eligibility and readiness for this competitive source of funding.

Jerry takes the main stage Thursday, March 14th at 8am to provide an "Overview of Federal Innovation Funding Programs". Attendees will learn about the mission and goals of the SBIR/STTR programs and other federal funding opportunities.

BBCetc was honored to present at the National Academy of Science in D.C.

Two staff members from BBCetc presented to the National Academy of Science, Engineering and Medicine (NASEM) February 6-7 at the NASEM headquarters in Washington, DC. NASEM is in the midst of a multi-year study on how to improve the Army SBIR/STTR program. Jerry Hollister and Megan Varnum provided actionable suggestions from their many years of experience in the SBIR/STTR programs.

Final 2024 cohort for Women-CAN

BBCetc's **Women Catalyst Advantage Network** (Women-CAN) is a revolutionary SBIR/STTR coaching program for women entrepreneurs in collaboration with Capital3's expert leadership training. The program is intended to build leadership skills and set you on a path to transform your technology into a viable product or service and secure government funding.

To qualify, your company:
1.	Must be at least 51% women-owned.
2.	Can self-certify (i.e.: SBA "WOSB" certification is NOT required).
3.	Intends to submit to SBIR/STTR or already has an SBIR/STTR award.
4.	Note: If you are still forming a company, you still may be eligible for Women-CAN.

Currently seeking applicants for the final cohort of 2024. The application deadline is Mar. 20, 2024.

ARPA-H Hits the Ground Running with Sprint for Women's Health

The Advanced Research Projects Agency for Health (ARPA-H) Sprint for Women's Health intends to fundamentally change the trajectory of women's health care research and radically accelerate the next generation of discoveries.

As part of the first-ever White House Initiative on Women's Health Research, First Lady Jill Biden and ARPA-H Director Renee Wegrzyn announced the ARPA-H Sprint for Women's Health, a new funding opportunity to address unmet challenges in women's health.

ARPA-H's Sprint for Women's Health will commit $100 million to fundamentally change the trajectory of women's health care and radically accelerate the next generation of discoveries. Seeking funding proposals with revolutionary, evidence-based ideas from a diverse mix of scientific visionaries to improve the lives of millions of women. Awardees will develop unconventional approaches and innovative new avenues to push high-impact. View the Request for Solutions: ARPA-H Sprint for Women's Health
- Submissions Open: March 13, 2024, 9:00 AM ET
- Submissions Deadline: April 12, 2024, 5:00 PM ET

Be cautious of using Large Language models for your SBIR/STTR proposals

There is a lot of buzz about using Large Language Model (LLM) based Artificial Intelligence (AI) systems for things like proposal prep. Everyone is looking for that quick fix, silver bullet to solve their problems... and LLMs (like ChatGPT for example) are the latest craze. Before we talk about the applicability of LLMs for proposal prep, it is probably most helpful to first gain a very basic understanding of how LLMs work. **Read More**

SBIR/STTR Training

Join our upcoming SBIR/STTR training series in partnership with WMed Innovation Center. Regardless of where you are on your SBIR/STTR journey there's a session for you.

March 25
The ABCs of the SBIR/STTR Program
March 26
Essentials of SBIR/STTR Commercialization
March 27
Grantsmanship, Formatting and Readability
March 28
Essentials of your SBIR/STTR Budget

All sessions run 9:00a.m.- 10:30 a.m. EST

Sign up for any or all

Just days remaining before NASA, and the DOE Solicitation Windows Close

2024 NASA SBIR/STTR Phase I
The NASA submission period opened on January 9, 2024. NASA seeks technology ideas for space and on Earth to address NASA's wide-ranging goals. **Proposals are due no later than 5:00 pm ET on March 11, 2024.**
View SBIR Phase I Solicitation
View STTR Phase I Solicitation

DOE 2024 SBIR/STTR Phase I Release 2
The DOE FY24 Phase I Release 2 solicitation DE-FOA-0003202 was released on January 18. **Full Proposals will be due on Tuesday, March 12, 2024, at 11:59 pm ET.**

Solicitation Updates

USDA Phase II
Closes on March 26 at 5pm eastern Submit through Grants.gov WorkspaceView full proposal details

U.S. DOT SBIR FY 2024.2
Tentatively scheduled to open on March 11, 2024. The 2024.2 is a special SBIR offering with only one topic. View SBIR FY 2024.2

About BBCetc
BBC Entrepreneurial Training & Consulting, LLC (BBCetc) works with technology-based entrepreneurs and companies across the U.S. on strategies to advance their R&D efforts to commercialization. The BBCetc team is nationally recognized for its success in helping clients secure federal funding through the SBIR and STTR programs. BBCetc services include research grant assistance, SBIR/STTR training and proposal development assistance, and grants and contract management.

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