

## *The DOE Webinar is scheduled to begin at 2:00 p.m. ET*

- **Why is there no sound?**

- This webinar is broadcast via your computer. You may need to turn your volume on or up as the sound for this webinar comes through your computer speakers.
- We recommend using Google Chrome for this and other DOE SBIR webinars.
- There is no dial-in number.

- **Will DOE provide access to the recorded webinar after the meeting?**

- Yes, we will post the slides and the recorded webinar on the DOE SBIR/STTR web site.

- **Where can I find the FOA being discussed today?**

- This link will take you to the FY 2020 Phase II Release 1 FOA: <https://go.usa.gov/xpxwB>

- **What if my question was not answered at today's webinar?**

- Please contact us by email at [sbir-sttr@science.doe.gov](mailto:sbir-sttr@science.doe.gov) if your question was not answered during today's webinar.





***DOE's  
Small Business Innovation Research (SBIR) and Small  
Business Technology TRansfer (STTR) Programs***

***Manny Oliver***

***Director, DOE SBIR/STTR Programs Office***

**DOE Phase II Webinar: Phase IIA, IIB, and IIC Awards**

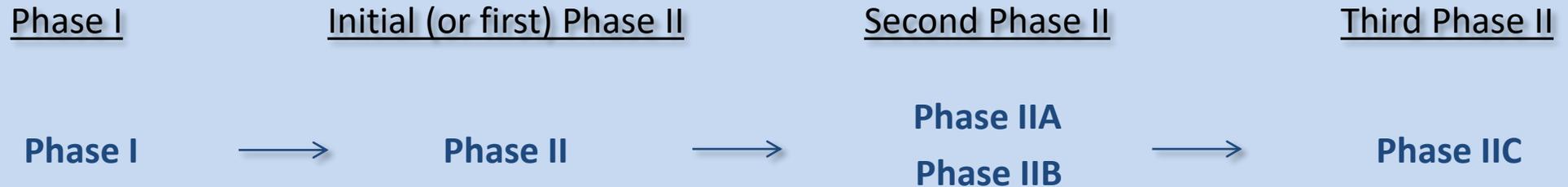
**October 25, 2019**

# Webinar Outline

- **Second Phase II: Phase IIA & IIB**
  - SBIR/STTR Reauthorization Act (December 31, 2011) permitted agencies to issue second Phase II awards
    - DOE implemented these awards in FY 2014
- **Third Phase II (SBIR Only): Phase IIC**
  - FY 2019 National Defense Authorization Act (August 13, 2018) required agencies to issue third Phase II awards, if they issue second Phase II awards
    - DOE began implementing these awards beginning with the FY 2019 Phase II Release 2 FOA



# Terminology



- Awards
  - “Phase II” denotes an initial or first Phase II award
  - “Phase IIA” and “Phase IIB” denote a second Phase II award (referred to as “sequential” in statute)
  - “Phase IIC” denotes a third Phase II award (referred to as “subsequent” in statute)
- Funding Opportunity Announcement (FOA)
  - Initial (or first), second and third Phase II applications are submitted through our “Phase II” FOAs



Phase IIA, Phase IIB

# SECOND PHASE II AWARDS



U.S. DEPARTMENT OF  
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# Motivation: Phase IIA

- Some Phase II projects are unable to be completed within two years and require more time and funding
  - DOE program managers select the topics/subtopics for which Phase IIA applications will be accepted.
  - Only a limited number of topics/subtopics will accept Phase IIA applications
- Historically, such projects required small businesses to complete two or more Phase I/II cycles to complete their R&D
- Phase IIA awards will start immediately upon completion of the initial Phase II award

Note: Projects that require additional time, but no additional funding can request No Cost Extensions to their initial Phase II project



# Phase IIA Timeline

Awarded  
in FY 2017

Phase I

6-12 months

Awarded in  
FY 2018

Phase II

2 years

*No gap between end of Phase II  
and start of Phase IIA*

Phase IIA

up to 2 years

*Phase IIA application  
submitted in FY 2020*

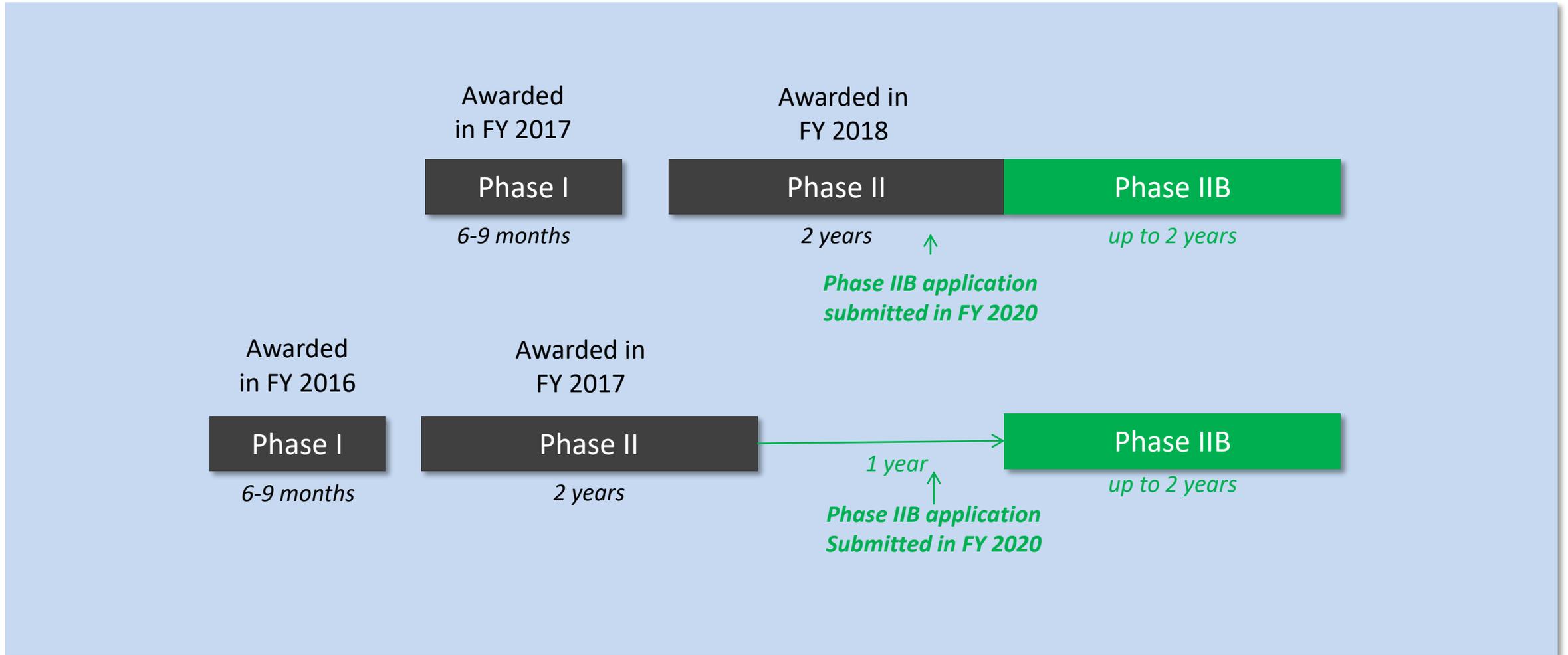


# Motivation: Phase IIB

- After successfully completing initial Phase II R&D, some projects may require R&D funding to transition an innovation towards commercialization
- DOE is utilizing Phase IIB to increase the number of positive commercialization outcomes resulting from Phase II awards
- Phase IIB awards will start immediately after completing an initial Phase II or 1 year later



# Phase IIB Timeline: Two Options



# Funding for Phase IIA & IIB Awards

- Maximum Award Amount and Duration
  - \$1,100,000, up to 2 years
  - Award amounts and duration require justification
- Available Funding
  - Is there separate funding for Phase IIA & IIB awards?
    - NO, second Phase II award funding is obtained from DOE SBIR & STTR allocations used to make initial Phase I and Phase II awards
- Number of Awards
  - There is no target number of awards for Phase IIA or Phase IIB
  - The number will depend on the number and quality of applications received under the FOA



# FY 2020 Phase II Release 1 FOA, DE-FOA-0002155

## Phase IIA

- Eligibility Criteria

- DOE program managers have selected which topics and subtopics that received Phase II awards in FY 2018 that are eligible to apply
- Eligible Phase II grantees or Fast-Track grantees must complete their Phase II grants (including No Cost Extensions) to be eligible to receive a Phase IIA grant

Eligible FY 2018 Phase II FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
DE-FOA-0001794 (refer to DE-FOA-0001618)	2b, 4a	Advanced Scientific Computing Research
DE-FOA-0001794 (refer to DE-FOA-0001618)	5a, 5d, 6a, 7a, 9a, 10b, 10c, 12a, 15a, 15c, 15e, 16a, 17b, 17c, 17d, 18c	Basic Energy Sciences
DE-FOA-0001794 (refer to DE-FOA-0001618)	20c	Biological and Environmental Research
DE-FOA-0001794 (refer to DE-FOA-0001618)	24a, 25a, 25d, 25e, 25g, 26b, 26e,26f	Nuclear Physics

DE-FOA-0001794 = FY 2018 SBIR/STTR Phase II Release 1 FOA

DE-FOA-0001618 = FY 2017 SBIR/STTR Phase I Release 1 FOA



## Phase IIA

- Review Criteria
  - The review criteria for Phase IIA is largely identical to that for initial Phase II with the following difference:
    - Phase IIA: Phase I & II project performance is reviewed
    - Initial Phase II: Only Phase I project performance is reviewed



## FY 2020 Phase II Release 1, DE-FOA-0002155

### Phase IIB

- Eligibility Criteria

- Only grantees from the following **FY 2017 and FY 2018** SBIR/STTR Phase II FOAs **AND** pre-selected topics may apply for Phase IIB awards

Eligible FY 2017 Phase II FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
DE-FOA-0001645 (refer to DOE-FOA-0001366)	1b, 1c, 2a, 2b, 3a	Advanced Scientific Computing Research
DE-FOA-0001645 (refer to DOE-FOA-0001366)	4b, 4c, 5b, 7a, 7b, 8c, 9a, 11b, 11c, 12a, 12b, 12c, 12d, 13a, 13b, 14a, 14b, 14c, 14d, 15a, 15c, 15d	Basic Energy Sciences
DE-FOA-0001645 (refer to DOE-FOA-0001366)	17a, 18a	Biological and Environmental Research
DE-FOA-0001645 (refer to DOE-FOA-0001366)	21b, 22b, 23d, 23e, 23h, 23i, 24b, 24c, 24e	Nuclear Physics

DE-FOA-0001645 = FY 2017 SBIR/STTR Phase II Release 1 FOA

DE-FOA-0001366 = FY 2016 SBIR/STTR Phase I Release 1 FOA



## FY 2020 Phase II Release 1 FOA, DE-FOA-0002155

# Phase IIB

Eligible FY 2018 Phase II FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
DE-FOA-0001794 (refer to DOE-FOA-0001618)	1a, 2a, 2b, 3a, 3b, 4a	Advanced Scientific Computing Research
DE-FOA-0001794 (refer to DOE-FOA-0001618)	5a, 5b, 5d, 6a, 7a, 8a, 9a, 10b, 10c, 12a, 13a, 15a, 15c, 15e, 16a, 17a, 17b, 17c, 17d, 18b, 18c	Basic Energy Sciences
DE-FOA-0001794 (refer to DOE-FOA-0001618)	19a, 19b, 20a, 20b, 20c, 20d	Biological and Environmental Research
DE-FOA-0001794 (refer to DOE-FOA-0001618)	23b, 24a, 24b, 24e, 25a, 25d, 25e, 25g, 26b, 26e, 26f	Nuclear Physics

DE-FOA-0001794 = FY 2018 SBIR/STTR Phase II Release 1 FOA

DE-FOA-0001618 = FY 2017 SBIR/STTR Phase I Release 1 FOA



# FY 2020 Phase II Release 1 Funding Opportunity Announcement, DE-FOA-0002155

## Phase IIB

- Eligibility Criteria

- Only Fast-Track grantees from the following
- **FY 2016** SBIR/STTR Phase I Release 1 FOA **AND** from the following pre-selected topics may apply for Phase IIB awards:

Eligible FY 2016 Phase I FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
DE-FOA-0001366	2a, 3a	Advanced Scientific Computing Research
DE-FOA-0001366	4b, 9a	Basic Energy Sciences
DE-FOA-0001366	23i	Nuclear Physics

DE-FOA-0001366 = FY 2016 SBIR/STTR Phase I Release 1 FOA



## FY 2020 Phase II Release 1 FOA, DE-FOA-0002155

### Phase IIB

- Review Criteria

- The weighting of the review criteria for Phase IIB reflect the greater importance placed on **Impact**:

Award	Strength of the Scientific/Technical Approach	Ability to Carry Out the Project in a Cost Effective Manner	Impact
Phase II, Phase IIA	1/3	1/3	1/3
<b>Phase IIB</b>	1/4	1/4	<b>1/2</b>

- Applicants are strongly encouraged to include **Phase II Funding Commitments** and **Phase III Follow-on Funding Commitments** in their applications
  - These will receive significant emphasis in the evaluation of **Impact**

# Letter of Intent (LOI) Requirement

- **Second** Phase II (IIA and IIB) applicants are required to submit a LOI through PAMS
  - Deadline: November 12, 2019 by 5:00 pm ET
  - Content:
    - Business Official name and contact information (telephone number and email address)
    - Name(s) of any proposed subcontractor(s) or consultant(s), if any
    - DOE Phase II Award Number DE-SC000XXXX
    - Type of Second Phase II submission: Phase IIA or Phase IIB
    - Second Phase II Project Title (same as your Initial Phase II project title)
    - Phase I topic and subtopic number (same as your Phase I and Initial Phase II)
    - Technical abstract that sufficiently describes your technology and application. The abstract should not exceed 500 words and two pages and it must provide sufficient technical depth to allow DOE to assign technical reviewers for your application. Please note that your abstract should not contain any proprietary information.
- **Initial** Phase II applicants are not required to submit an LOI



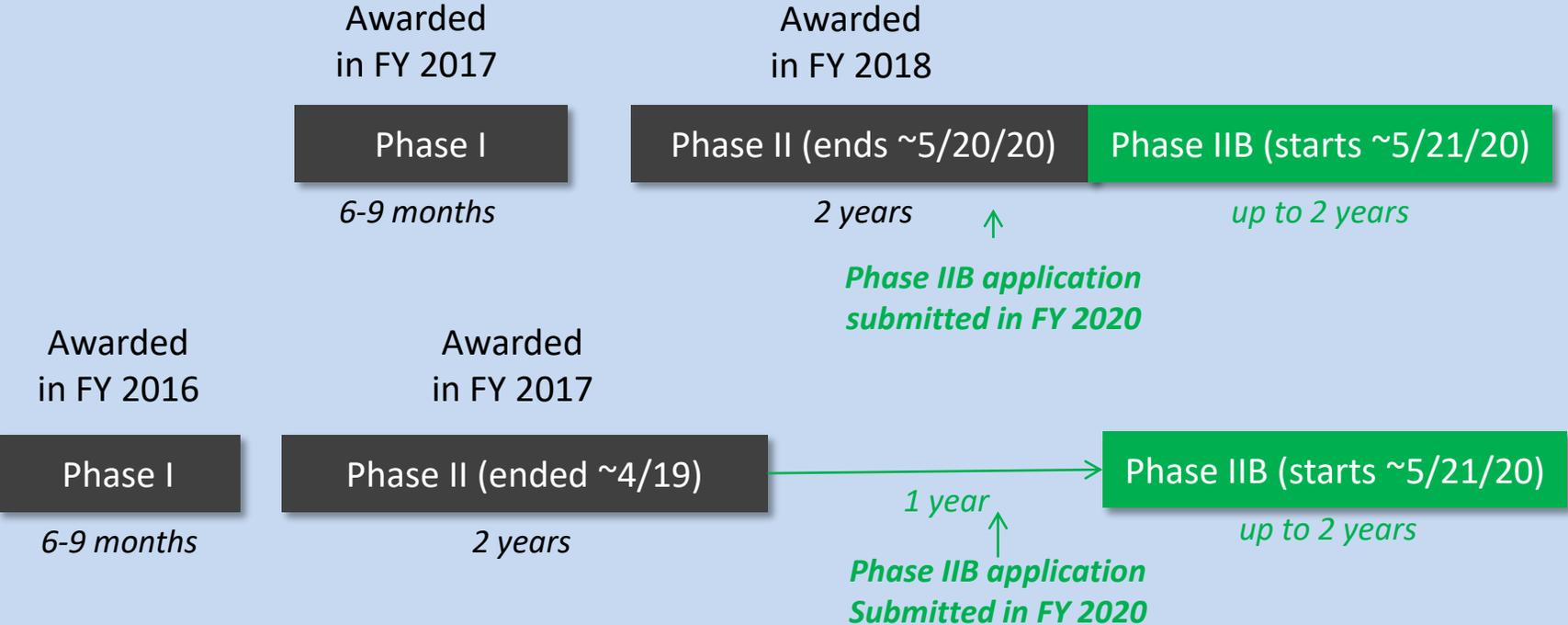
# No Cost Extensions

- Please note that a small business is eligible to receive a Phase IIA or IIB award only if their Initial Phase II project has completed
  - Requests for No Cost Extensions should not conflict with the Phase IIA award start date (May 21, 2020)



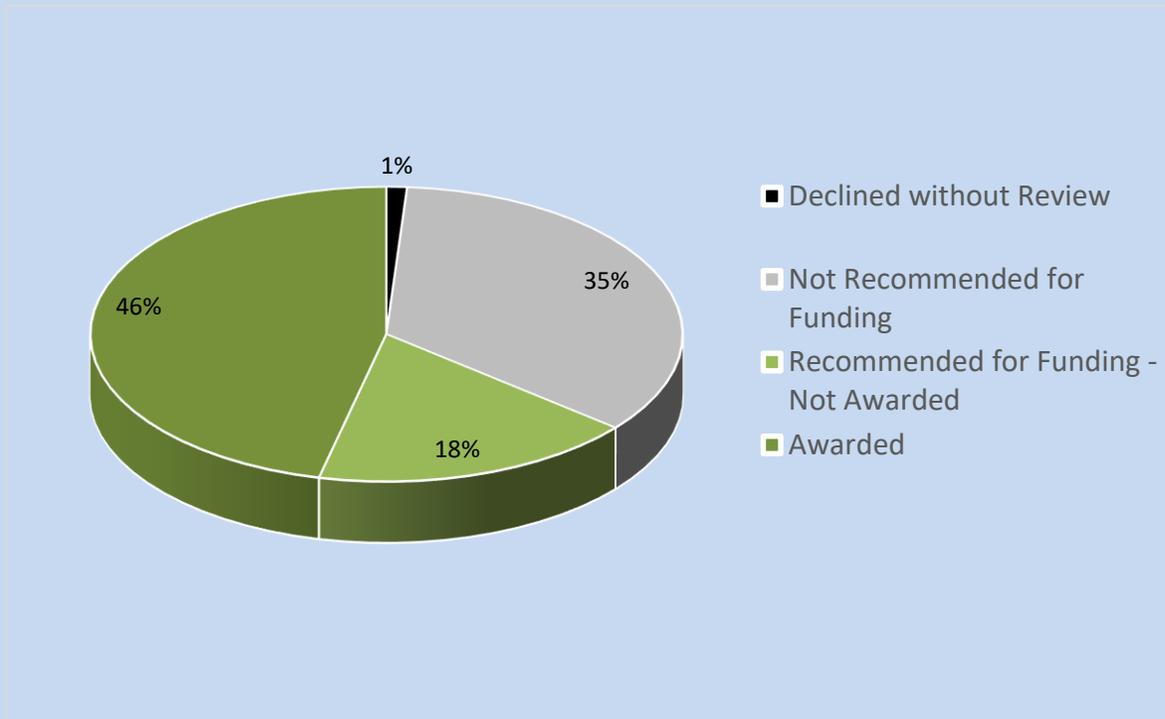
# No Cost Extensions

- Phase IIB applicants should not request No Cost Extensions to their Phase II award that would overlap with the anticipated start date of the Phase IIB award (May 21, 2020)

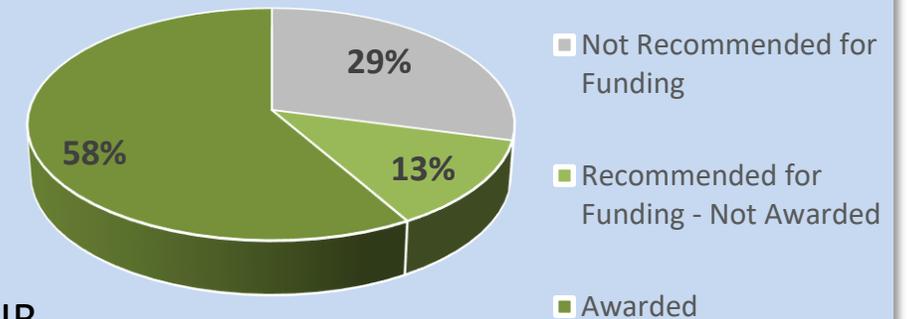


# Phase II Application & Award Statistics for FY 2019

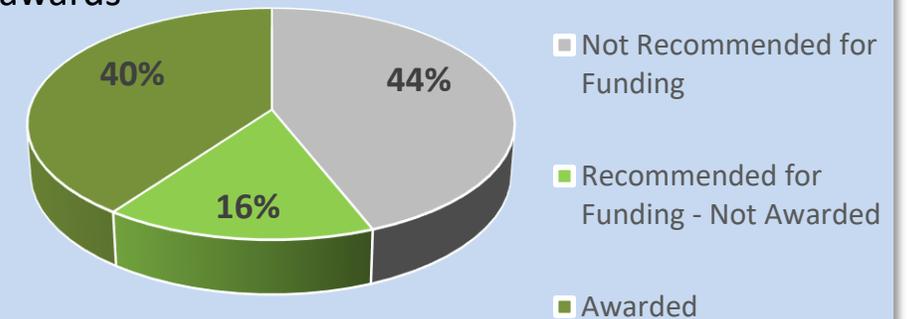
- Phase II
  - 356 applications
  - 165 awards



- Phase IIA
  - 24 applications
  - 14 awards



- Phase IIB
  - 50 applications
  - 20 awards



# FAQ

- If I'm eligible for both Phase IIA and Phase IIB, can I apply for both?
  - NO, you may submit only one Second Phase II application per Phase II project
- If I apply for a Phase IIA award this year and do not receive an award, may I apply for a Phase IIB next year?
  - YES
- If I receive a Phase IIA award, will I be eligible to receive a Phase IIB award in the future as I transition to commercialization?
  - NO, you may receive only one Second Phase II award per Phase II project



Phase IIC

# THIRD PHASE II AWARDS



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# Motivation: Phase IIC

- Phase IIC awards are available under a Congressionally mandated Commercialization Assistance Pilot Program, 5 U.S.C. § 638(uu). The program ends on September 30, 2022. The intent of the program is reflected in the statutory considerations agencies must consider in making these awards:
  - (A) the extent to which such award could aid the eligible entity in commercializing the research funded under the eligible entity's Phase II program;
  - (B) whether the updated Phase II commercialization plan submitted with the application provides a sound approach for establishing technical feasibility that could lead to commercialization of such research;
  - (C) whether the proposed activities to be conducted under such updated Phase II commercialization plan further improve the likelihood that such research will provide societal benefits;
  - (D) whether the small business concern has progressed satisfactorily in Phase II to justify receipt of a subsequent Phase II SBIR award;
  - (E) the expectations of the eligible third party investor that provides matching funding; and
  - (F) the likelihood that the proposed activities to be conducted under such updated Phase II commercialization plan using matching funding provided by such eligible third-party investor will lead to commercial and societal benefit.



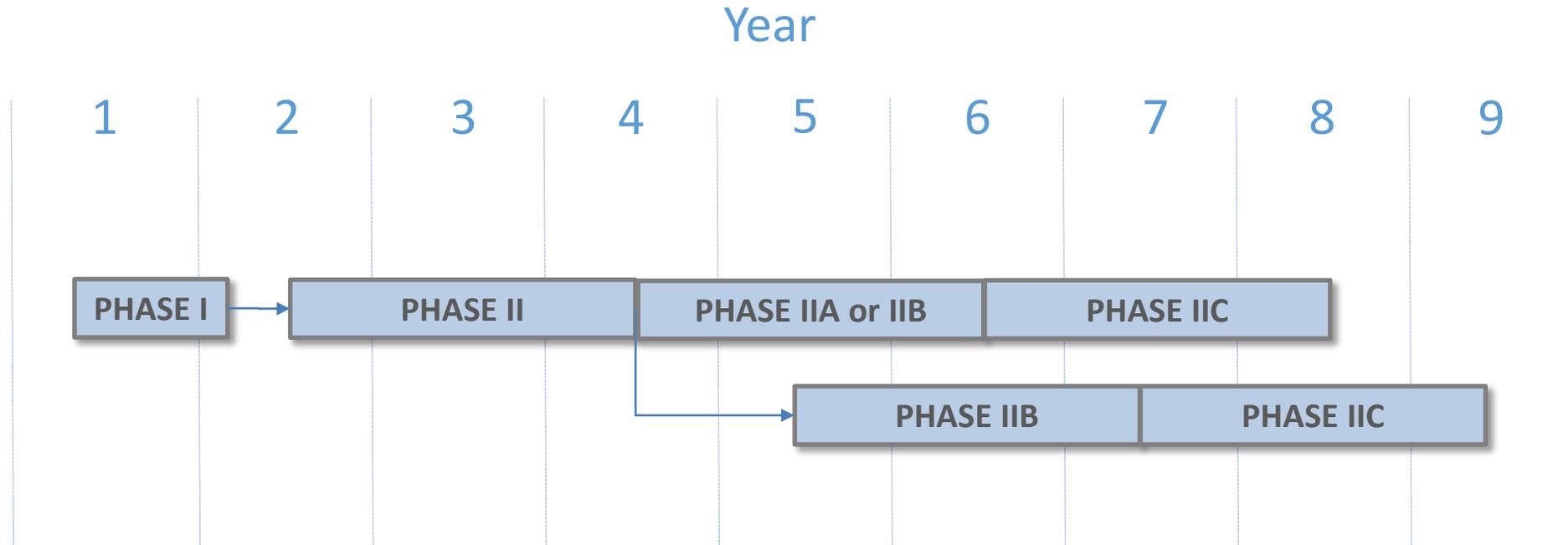
# Eligibility

- A small business concern must meet the following eligibility criteria:
  - Have received an SBIR Phase II award and an SBIR Phase IIA or IIB award as specified in the FOA
  - The SBIR Phase IIA or IIB award will have been issued two fiscal years prior to the time of eligibility for a Phase IIC award

Note: Phase IIC awards are limited by statute to the SBIR program. No Phase IIC awards will be made under the STTR program. Also to be eligible for Phase IIC your prior Phase II and Phase IIA or IIB awards must be SBIR (not STTR) awards.



# Phase IIC Timeline



Phase IIC follows a Phase IIA or Phase IIB award. There will be only one opportunity to apply for Phase IIC--two years after you applied for your Phase IIA or Phase IIB award



# Matching Funds

- A Phase IIC award requires that the applicant has matching funds (excluding any fees collected by the small business concern receiving the Phase IIC award) equal to the amount of the Phase IIC award.
- The matching funds must be from an eligible third party investor
  - The term ‘eligible third-party investor’ means a small business concern other than an eligible entity, a venture capital firm, an individual investor, a non-SBIR Federal, State or local government, or any combination thereof.
    - Please note that SBIR/STTR Phase I, II, or III funding from a Federal agency may not be used as matching funds
- The following types of funding do not qualify as matching funds:
  - The eligible entity’s internal R&D funds.
  - Funding in forms other than cash, such as in-kind or other intangible assets.
  - Funding from the owners of the eligible entity, its family members, or affiliates of such owners.
  - Funding attained through loans or other forms of debt obligations.



# Matching Funds (cont.)

- When do the matching funds need to be available?
  - The small business concern must have the total amount of the matching funds available for expenditure at the grant start date listed in the FOA. A small business concern that fails to meet this requirement is ineligible for award
  - Your matching funds must also be contingent upon the DOE award
- When must the matching funds be expended?
  - The matching funds must be expended during the period of performance of the Phase IIC award
  - Failure to expend the full amount of the matching funds will reduce the amount of award funding correspondingly, and DOE may take other remedies
- Will a no cost extension be available for a Phase IIC awards?
  - Yes, but only if the award funding has not been fully expended at the end of the initial period of performance of the Phase IIC award



# Funding for Phase IIC Awards

- Maximum Award Amount and Duration
  - \$1,100,000, up to 2 years
  - Award amounts and project duration require justification
- Available Funding
  - Is there separate funding for the Phase IIC awards?
    - NO. Second Phase II award funding is obtained from DOE SBIR & STTR allocations used to make Phase I & II awards
  - Is there a maximum amount of funding that can be used for Phase IIC awards?
    - YES. An agency may not use more than 5 percent of its SBIR funding for Phase IIC awards
- Number of Awards
  - There is no target number of awards for Phase IIC
  - The number of awards will depend on the number and quality of applications received under the FOA



# Letter of Intent (LOI) Requirement

- Phase IIC applicants are required to submit a LOI through PAMS
  - Deadline: November 12, 2019 by 5:00 pm ET
  - Content:
    - Business Official name and contact information (telephone number and email address)
    - Name(s) of any proposed subcontractor(s) or consultant(s), if any
    - DOE Phase II Award Number, “DE-SC000XXXX”
    - Type of Phase II submission: please select the Phase IIB (Phase IIC selection is not yet available)
    - Third Phase II Project Title (same as your second Phase II project title)
    - Phase I topic and subtopic number (same as your Phase I)
    - Technical abstract that sufficiently describes your technology and application. The abstract should not exceed 500 words and two pages and it must provide sufficient technical depth to allow DOE to assign technical reviewers for your application. Please note that your abstract should not contain any proprietary information.



# No Cost Extensions

- A small business concern is eligible to receive a Phase IIC award only if its Phase IIA or Phase IIB award is completed before the start of the Phase IIC grant start date (May 21, 2020)

Phase IIA or IIB (ends ~5/20/20)

*2 years*

Phase IIC (starts ~5/21/20)

*up to 2 years*



# Questions?

- Please submit any question you may have via the Q&A box, at the bottom of your screen

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