

The DOE FY 2024 Phase II Release 1 FOA Webinar will begin soon



- **How to get 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 2024 Phase II Release 1 FOA: <https://science.osti.gov/sbir/Funding-Opportunities>

- **Q&A**

- Please contact us by email at sbir-sttr@science.doe.gov if your question was not answered during today's webinar.
- Put your questions in the Q&A box
- Don't use the chat box! It will be used by our Administrative Support Specialist for information and relevant links.





DOE Phase II Webinar: Phase IIA, IIB, and IIC Awards DE-FOA-0003184

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Office of DOE SBIR/STTR Programs
Outreach Program Manager

October 20, 2023



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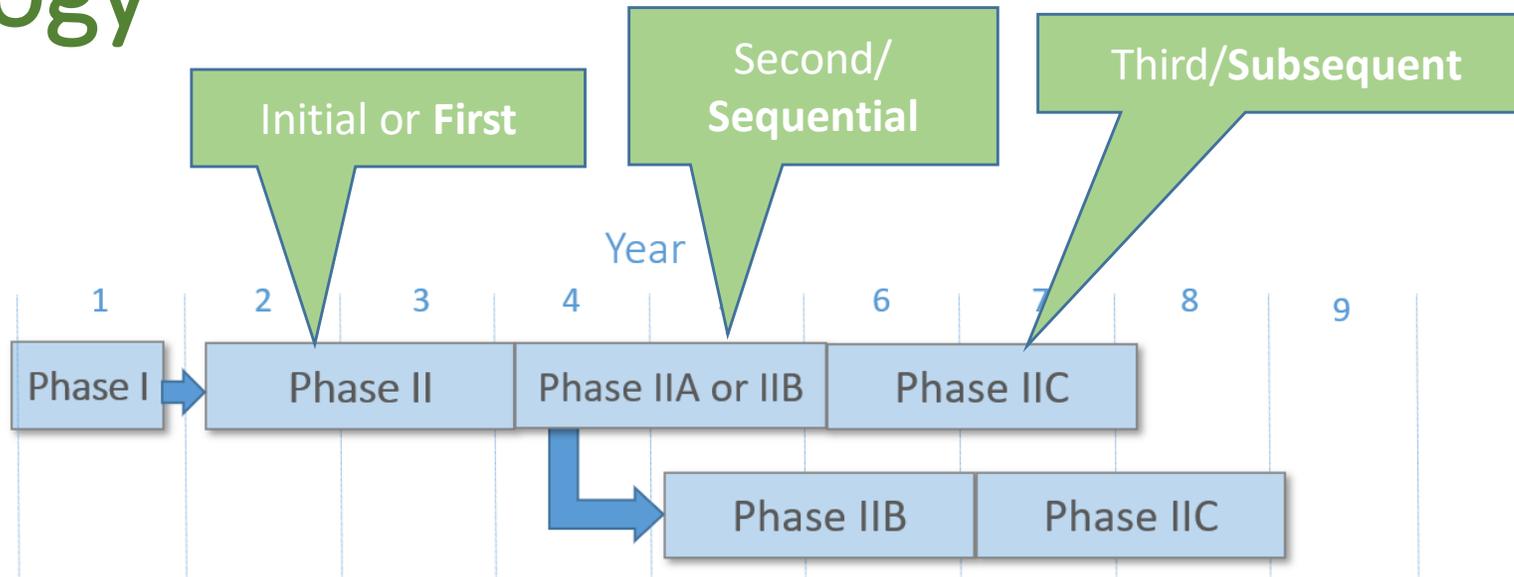
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Webinar Outline

- What's New for Phase II Applications
- 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



- Bold terminology is per statute
- ALL Phase IIs - Initial (or first), second and third Phase II applications - are submitted through our “Phase II” FOAs

Preparing a Phase II Grant Application

New Phase II Application Web Page

<https://science.osti.gov/sbir/Applicant-Resources/Grant-Application-Phase-II>

- Key Differences between Phase I and Phase II applications
- Resources:
 - ROI Template
 - Pro-forma Template
 - Level of Effort & Max Funding workbook
 - Cooperative agreement template



New Phase I Grant Online Application Guide



[DOE SBIR/STTR
Phase I Online
Application Guide](#)



Many resources suitable for Phase II applications

- Replaces the PDF document that is on our web site
- Houses all our application resources:
 - PDF Application Guide content
 - Preparing an LOI
 - PIER Plan
 - Tutorials
 - Forms Download
 - Examples
 - & More...



 Overview	 Get Ready	 Registration	 Letter of Intent (LOI)	 Step-by-Step Guide	 Additional Resources	 FAQs
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Awardee Phase II Technical and Business Assistance Program (TABA)



Phase IIA, IIB and IIC – If you wish to use TABA funds, *select your own vendor and include additional funding (above Max award amount) and vendor specifics in application.*

- Up to \$50,000 (Phase II) for TABA services over max award amount
- Example: \$1,100,000 for R&D and \$50,000 for TABA. Request is \$1,150,000.
- Phase II services could include:
 - Market research / segmentation
 - Regulatory
 - IP
 - Pitch deck
 - Networking group fees
 - And more...



Company Commercialization Report Changes



Applicants who have had prior SBIR/STTR Phase II awards from any federal agency must provide the Company Commercialization Report (CCR) from SBIR.gov. SBIR and STTR awardees are required by the SBA Policy Directive to update and maintain their organization's CCR on [SBIR.gov](https://www.sbir.gov). Companies may complete this report by logging into the company's account on [SBIR.gov](https://www.sbir.gov) and starting a new Company Commercialization Report.

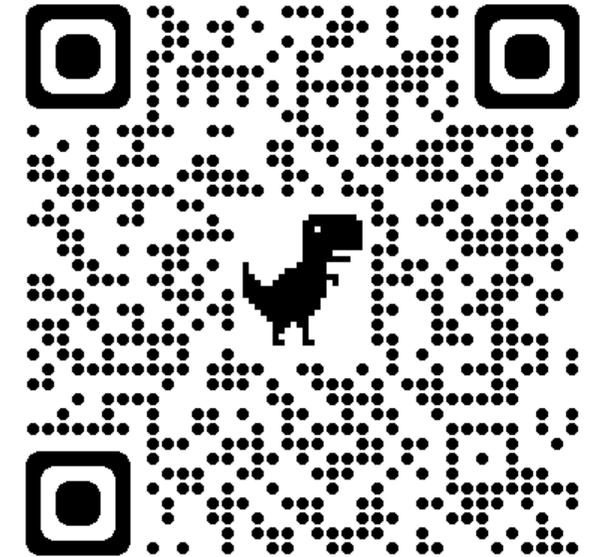
- For SBIR and Both applicants, the CCR is attached to Question 8 of SBIR/STTR Information Form, if applicable
- For STTR-only applicants, the CCR is attached to Field 12 of the R&R Other Project Information Form

FOA contains instructions on generating this report (Section on Content and Format of Application)



Foreign Relationships Disclosure Form

- What you need to know now regarding the SBIR/STTR Extension Act of 2022:
 - You are now **required** to submit a Disclosure of Foreign Relationships using the form on:
<https://science.osti.gov/sbir/Applicant-Resources/Grant-Application>
 - Please use posted version 6
 - Your application may be declined if the form is not included
 - The disclosure is attached to Field 12 of the Research and Related Other Project Information Form
 - Even if your small business has no foreign relationships, you must complete the form *and sign it* to certify



Marking Proprietary Data

- An application may include technical data and other data, including trade secrets and commercial or financial information that are privileged or confidential, which the applicant does not want disclosed to the public or used by the Government for any purpose other than application evaluation.
- Certain documents are allowed to contain prop information:
 - Examples of documents that may contain proprietary information include the commercialization plan and the project narrative.
 - Note that the SBA Commercialization History and the Foreign Relations Disclosure forms are permitted to contain proprietary information, but do not require applicant markings as they are pre-populated with data protection legends.



Marking Proprietary Data



1. The following legend must appear on the title/first page of the document:

*This proposal contains information that shall not be disclosed outside the Federal Government and shall not be duplicated, used, or disclosed in whole or in part for any purpose other than evaluation of this proposal, unless authorized by law. The Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract if award is made as a result of the submission of this proposal. The information subject to these restrictions are contained on all pages of the proposal except for pages **[insert page numbers or other identification of pages that contain no restricted information.]***

and

2. The following legend must appear on each page of the proposal **that contains information the Applicant wishes to protect:**

Use or disclosure of information contained on this sheet is subject to the restriction on the title page of this proposal.

Example doc at <https://science.osti.gov/sbir/Applicant-Resources/Protecting-your-Trade-Secrets>

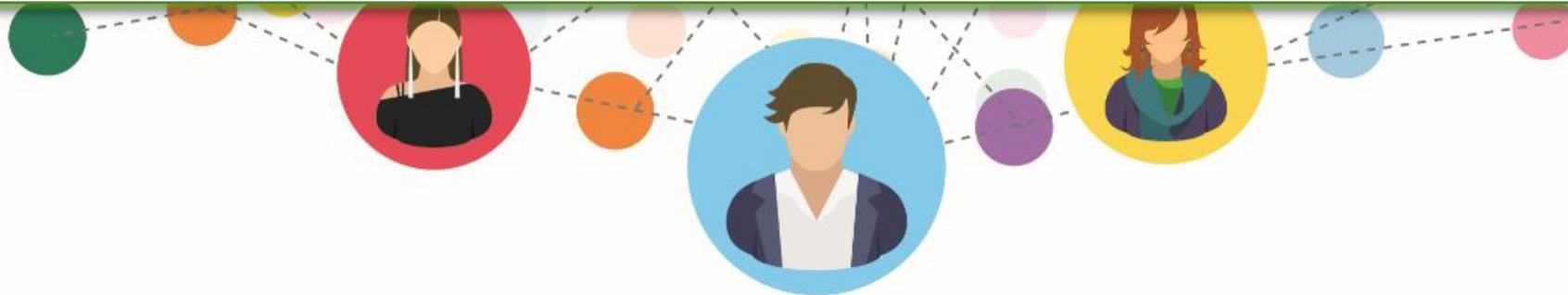


Promoting Inclusive and Equitable Research (PIER) Plans



In pursuit of SC's commitment to advancing DEI, the Office of Science has added a Promoting Inclusive and Equitable Research (PIER) Plan Requirement for all solicitations beginning in FY 2023.

Technology development and incorporation of diversity, equity, inclusion, and accessibility are not mutually exclusive. In fact, research has shown that the strong solution sets come from teams who recognize the importance of diversity of thought and reasoning to good sound scientific discovery.



Promoting Inclusive and Equitable Research (PIER) Plans



DOE SBIR/STTR Programs will begin requiring that applicants submit a plan for **Promoting Inclusive and Equitable Research, or PIER Plan**, along with their proposals, in our FY 2024 solicitations.

This is a requirement for proposals submitted to all Office of Science solicitations, as well as invited proposals from the DOE national laboratories.

PIER Plans are provided as an **appendix to the Project Narrative (PN) and are limited to 3 pages**. The plan should describe the activities and strategies that investigators and research personnel will incorporate to promote diversity, equity, inclusion, and accessibility in their research projects.

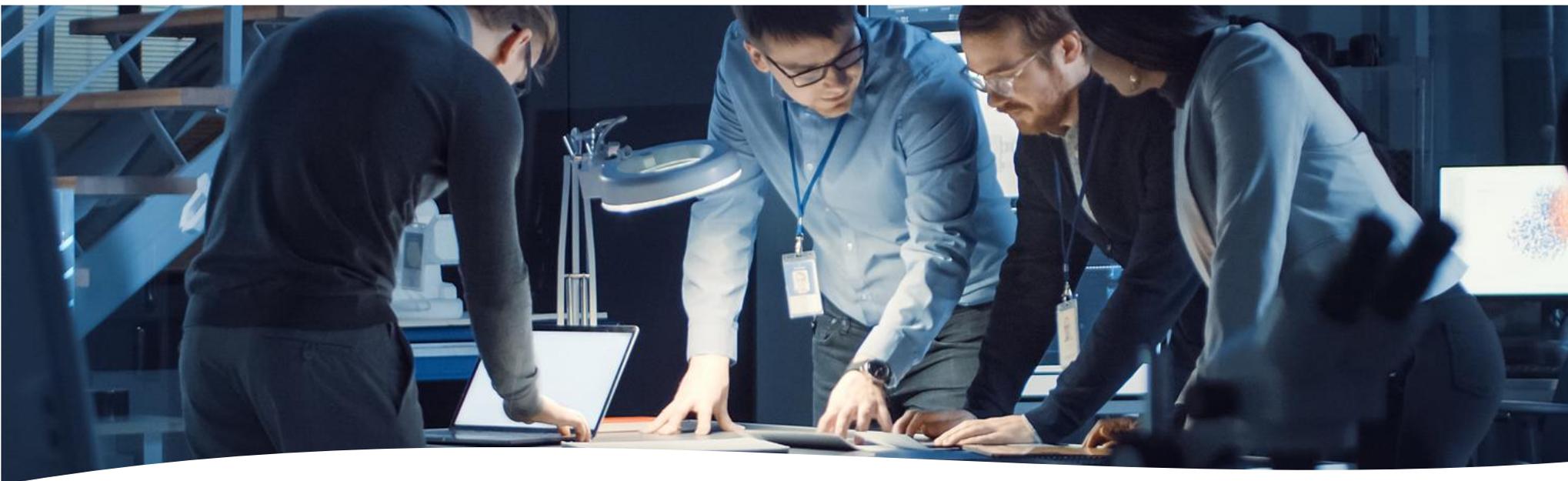
PIER Plan Basics:

- The PIER Plans are to be evaluated under a **new merit review criterion** as part of the peer review process
- Funds may be requested for execution of PIER Plan, within allowable cost guidelines.
- The scope should be **integral to and tailored to the research project**
- The **complexity and detail of a PIER Plan** should scale with the **number** of personnel to be supported and size of the **Phase I award**.



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Applicants are encouraged to focus on areas, including but not limited to:

- The composition of the project team and partnering institutions
- The research environment—cultivating respectful, professional and accessible environments
- Equitable and inclusive implementation of the research project
- Partnering with underrepresented institutions and/or underserved communities

PIER Plan



Changes to Technical Merit Review



Application Review Criteria

Technical Merit

Ability to Carry Out the Project

Impact

PIER Plan



- Promoting Inclusive and Equitable Research (PIER) Plan
<https://science.osti.gov/sbir/Applicant-Resources/PIER-Plan>
- *The first three review criteria are equally weighted and of greater weight than the fourth criterion*



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What are Suitable Topics for PIER Plans?

- Mentoring underrepresented [\(UR\) persons in STEM](#) and entrepreneurship
- Hiring UR intern(s) and/or staff
- Providing professional development training and leadership experience to UR persons integral to the project
- Provide professional learning and educational opportunities to small business employees to develop awareness, knowledge, and strategies for supporting diverse and innovative work environments.
- Partnering with a Minority Serving Institution such as an Historically Black College and University
- Engagement with organizations in the project that represent underserved communities as a core element of their mission, including Minority Business Entities, and non-profit or community-based organizations



Suitable PIER Topics Continued



- Implementing inclusive workplace practices
- Inclusion of community advisory boards or other relevant steering committees to inform technology development.
- Technology development with future community benefit and/or Energy Equity implications for disadvantage communities, should the technology be successful, such as:
 - Reduction in household energy burdens
 - Reduction in environmental exposure
 - Energy infrastructure resilience
 - Future workforce impacts and opportunities
- Projects that will lead to clean up of legacy nuclear waste and mitigate existing pollutions for an affected community and partner with that community.



Cybersecurity Self Assessment



- DOE has added a new Phase II application requirement.
- Applicants must include a cybersecurity self-assessment with their Phase II application. Information on this new requirement is contained in Section IV.D of the FOA.
- Our office will host a webinar dedicated to this new requirement on Tuesday, October 24 for 3:00-4:00 pm ET, “Cybersecurity Self-Assessments for Phase II Applicants”
- All eligible to submit a FY 2024 Phase II Release 1 application will receive an email invitation to this webinar.
- The webinar will be recorded and made available



Phase II Diversity Supplement (for awareness only)

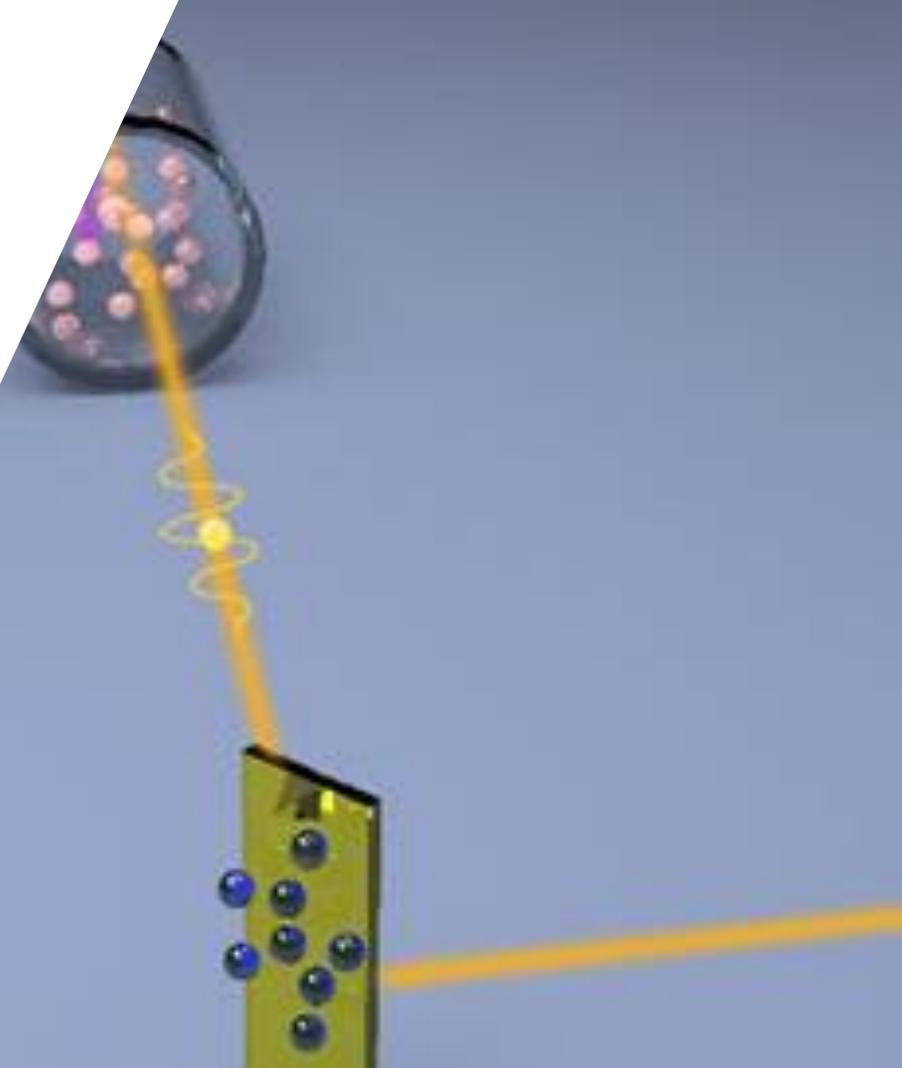


- *Not part of the Phase II application!* Supplement applications are submitted in December prior to the second summer.
- The purpose of the Phase II supplement is to improve the diversity of the research workforce by recruiting and supporting undergraduate and graduate students from groups that have been shown to be underrepresented in federal SBIR/STTR research programs DOE SBIR / STTR Phase II awardees are eligible to apply for an administrative diversity supplement to be effective during the second summer of their award
- Phase II, IIA, IIB and IIC awardees are eligible
- Up to **\$20,000** in additional funding to support the recruited student for a 10-week summer internship.
- Definition of diversity can include:
 - Women
 - Individuals meeting the SBA definition of socially and economically disadvantaged students [CFR 124.103](#) and [CFR.124.104](#)
 - Other nationally underrepresented groups in STEM
 - A candidate that demonstrates a commitment to diversity



Second Phase II Awards

Phase IIA & Phase IIB



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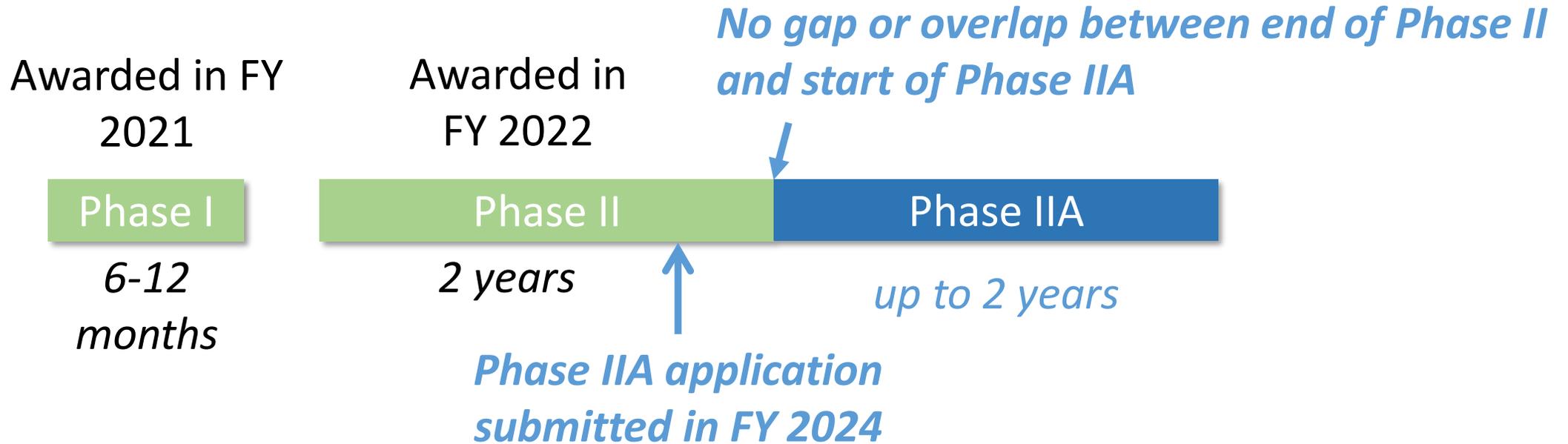
Motivation: Phase IIA

- 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
 - See section III.A beginning on FOA page 13 on eligibility
- 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

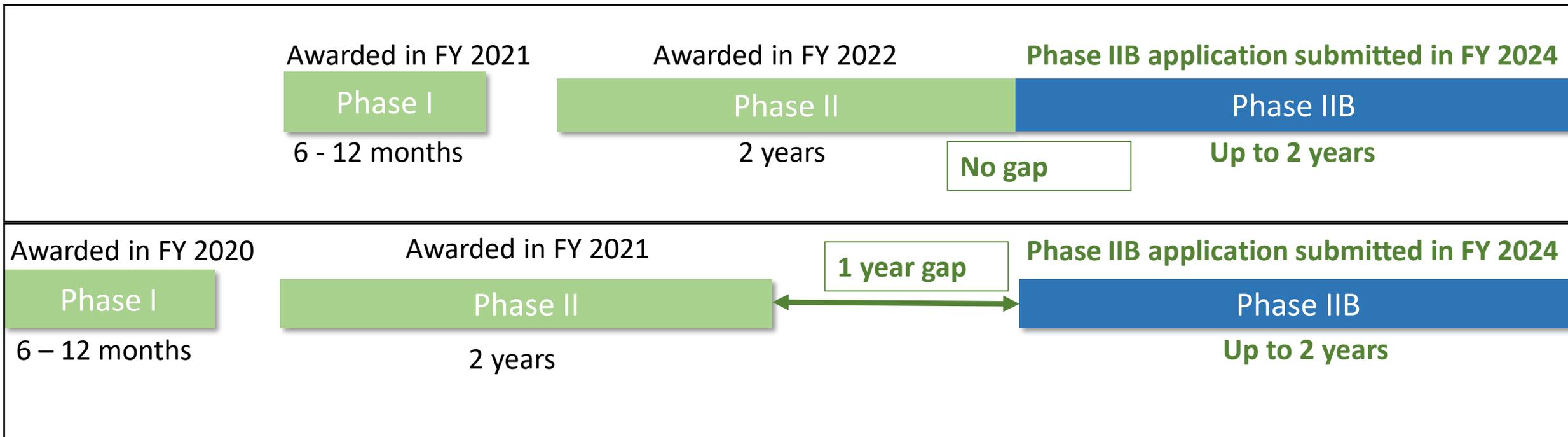


Motivation: Phase IIB

- After successfully completing an 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 Phase I and initial 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 2024 Phase II Release 1 FOA, DE-FOA-0003184



Phase IIA

- Eligibility Criteria
 - DOE program managers have selected which topics and subtopics that received Phase II awards in FY 2022 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 2022 Phase II FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
DE-FOA-0002571 (<i>Phase I topics for C-49 can be found at DE-FOA-0002145. Phase I topics for C51 can be found at DE-FOA-0002359.</i>)	C49-15c, C51-12a, C51-14a, C51-17a, C51-20b, C51-21a, C51-22a, C51-24d, C51-28a, C51-28b	Basic Energy Sciences
	C51-36d, C51-37b, C51-37c, C51-37f, C51-38b, C51-38c, C51-38d	Nuclear Physics

DE-FOA-0002571 = FY 2022 SBIR/STTR Phase II Release 1 FOA



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FY 2024 Phase II Release 1 FOA, DE-FOA-0003184

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
- The first three review criteria are equally weighted and of greater weight than the fourth criterion

Application Review Criteria

- Technical Merit
- Ability to Carry Out the Project
- Impact
- PIER Plan 



FY 2024 Phase II Release 1, DE-FOA-0003184

Phase IIB



- Eligibility Criteria

- Only grantees from the following **FY 2021 and FY 2022** SBIR/STTR Phase II FOAs **AND** topics may apply for Phase IIB awards

Eligible FY 2021 Phase II FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
DE-FOA-0002380 (Phase I topics can be found at DE-FOA-0002145)	C49-01a, C49-02a, C49-02b, C49-04a, C49-05b, C49-06a, C49-07a, C49-07b, C49-08c	Advanced Scientific Computing Research
	C49-09a, C49-09b, C49-10a, C49-11a, C49-12a, C49-13a, C49-15a, C49-15b, C49-15d, C49-16a, C49-18a, C49-18b, C49-18c, C49-19a, C49-19b, C49-22a, C49-22c, C49-23c, C49-24c	Basic Energy Sciences
	C49-26a, C49-26b, C49-27a, C49-27b, C49-29a	Biological and Environmental Research
	C49-32a, C49-32b, C49-32c, C49-33a, C49-33c, C49-34a, C49-34b, C49-34c	Nuclear Physics

DE-FOA-0002380 = FY 2021 SBIR/STTR Phase II Release 1 FOA



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FY 2024 Phase II Release 1, DE-FOA-0003184

Phase IIB, Continued



Eligible FY 2022 Phase II FOA	Eligible Topic(s)	DOE SBIR/STTR Funding Program
<p>DE-FOA-0002571 (Phase I topics for C-49 can be found at DE-FOA-0002145. Phase I topics for C51 can be found at DE-FOA-0002359.)</p>	<p>C49-04a, C49-08a, C51-01a, C51-02a, C51-03a, C51-04a, C51-04b, C51-05a, C51-05b, C51-06a, C51-07b, C51-07c, C51-08b</p>	<p>Advanced Scientific Computing Research</p>
	<p>C49-15c, C49-19b, C51-09a, C51-11a, C51-12a, C51-13a, C51-14a, C51-15a, C51-16a, C51-16c, C51-17a, C51-19a, C51-19b, C51-20a, C51-20b, C51-20e, C51-21a, C51-21b, C51-22a, C51-24d, C51-26a, C51-28a, C51-28b</p>	<p>Basic Energy Sciences</p>
	<p>C49-26a, C49-28a, C51-29a, C51-30a, C51-30b, C51-32a, C51-33a, C51-34a, C51-34b</p>	<p>Biological and Environmental Research</p>
	<p>C49-33a, C51-35a, C51-36d, C51-37a, C51-37b, C51-37c, C51-37f, C51-37g, C51-38b, C51-38c, C51-38d</p>	<p>Nuclear Physics</p>

DE-FOA-0002571 = FY 2022 SBIR/STTR Phase II Release 1 FOA



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Technical Review Criteria



- Review Criteria
 - The first two review criteria are equally weighted, the Impact has a greater weight and all are of greater weight than the fourth criterion
 - A greater importance is placed on **Impact**
 - 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**

Application Review Criteria

Technical Merit

Ability to Carry Out the Project

Impact

PIER Plan



Letter of Intent (LOI) Requirement

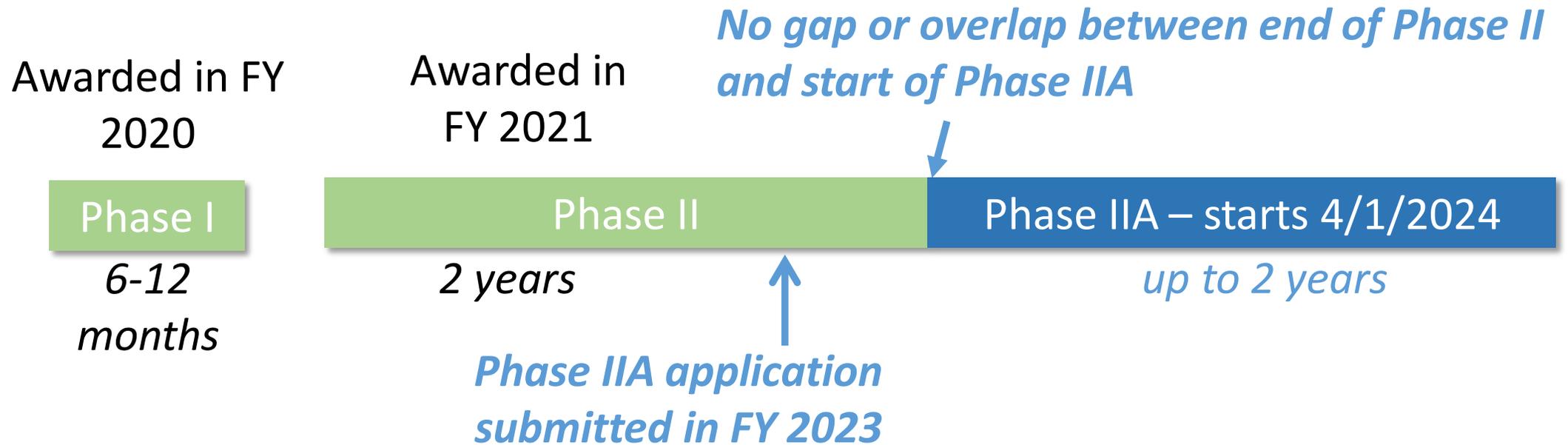


- All Phase II applicants are required to submit a LOI through PAMS
 - LOI Deadline: Tuesday, November 7, 2023 by 5:00 pm ET
 - Content:
 - Business Official name and contact information (telephone number and email address)
 - Name(s) of any proposed subcontractor(s) or consultant(s), if any
 - DOE Phase 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.
- No feedback is provided on Phase II LOIs



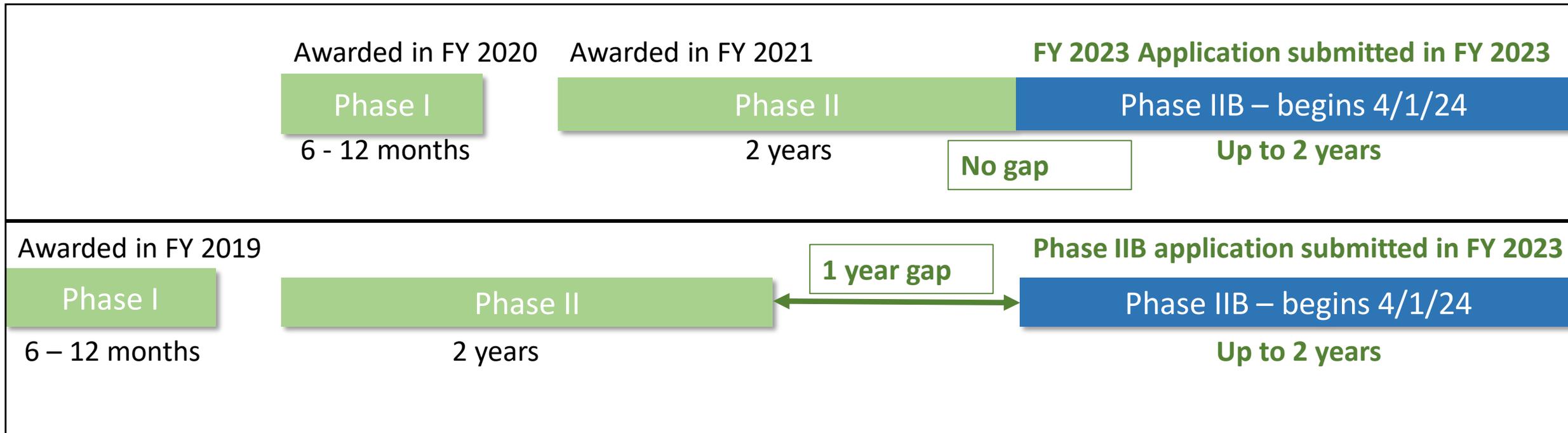
No Cost Extensions

- 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 (no later than 4/1/2024)



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 (approximately 4/1/2024)



FY 2023 Phase II Application & Award Statistics



- Phase II
 - 392 applications
 - 129 awards (33%)
- Phase IIA
 - 40 applications
 - 17 awards (43%)
- Phase IIB
 - 66 applications
 - 16 awards (24%)
- Phase IIC
 - 1 applications
 - 0 awards



Frequently Asked Questions

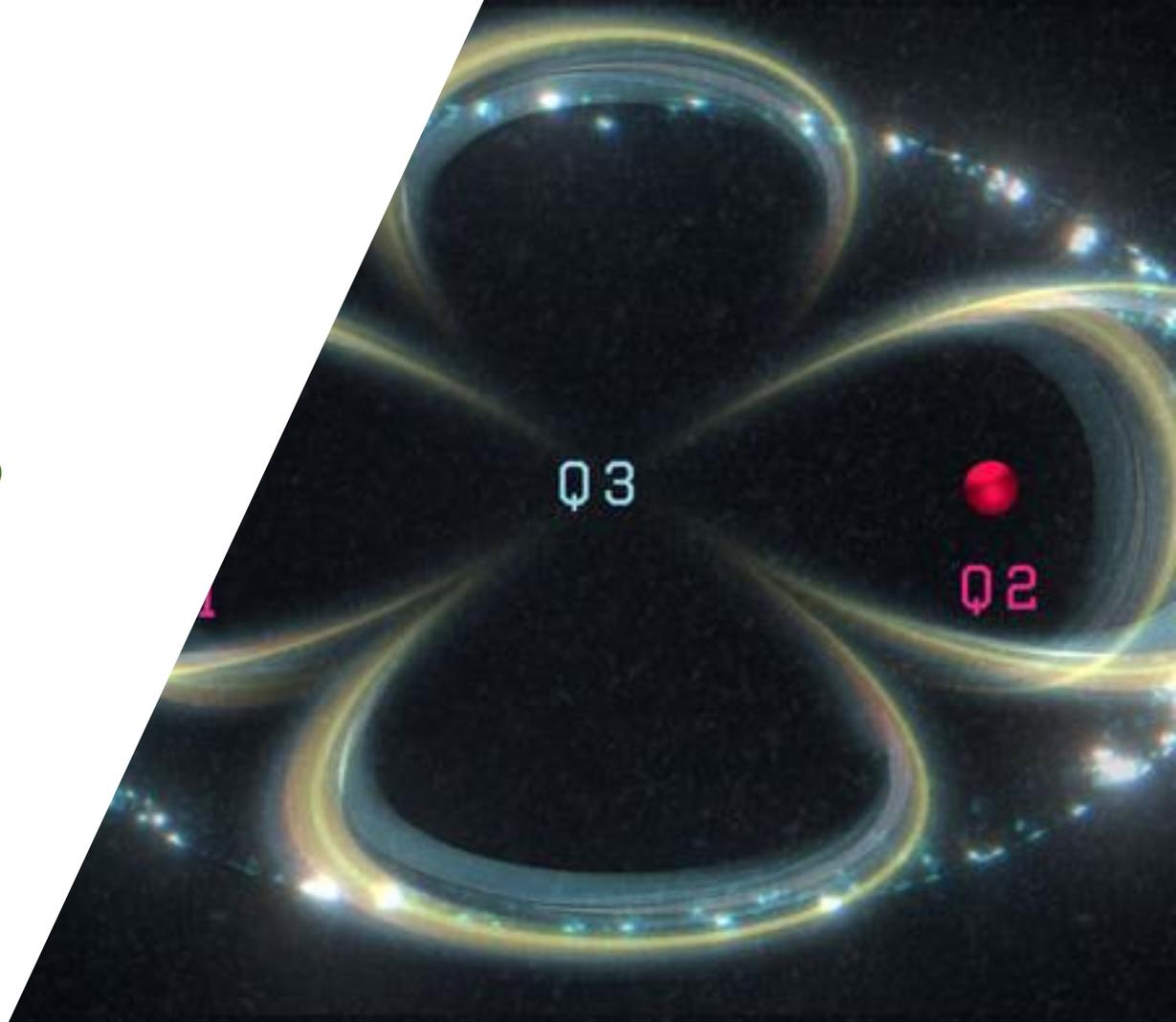


- If I'm eligible for both Phase IIA and Phase IIB, can I apply for both?
 - NO, you may submit only one Second Phase II application per Phase II project
- If I apply for a Phase IIA award this year and do not receive an award, may I apply for a Phase IIB next year?
 - YES
- If I apply for a Phase IIB award this year and do not receive an award, may I apply for a Phase IIB next year?
 - YES, but it is recommended that you speak to your Program Manager about the reason for not receiving an award to understand if another IIB application would make sense.
- 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*



Third Phase II Awards

Phase IIC



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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 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.



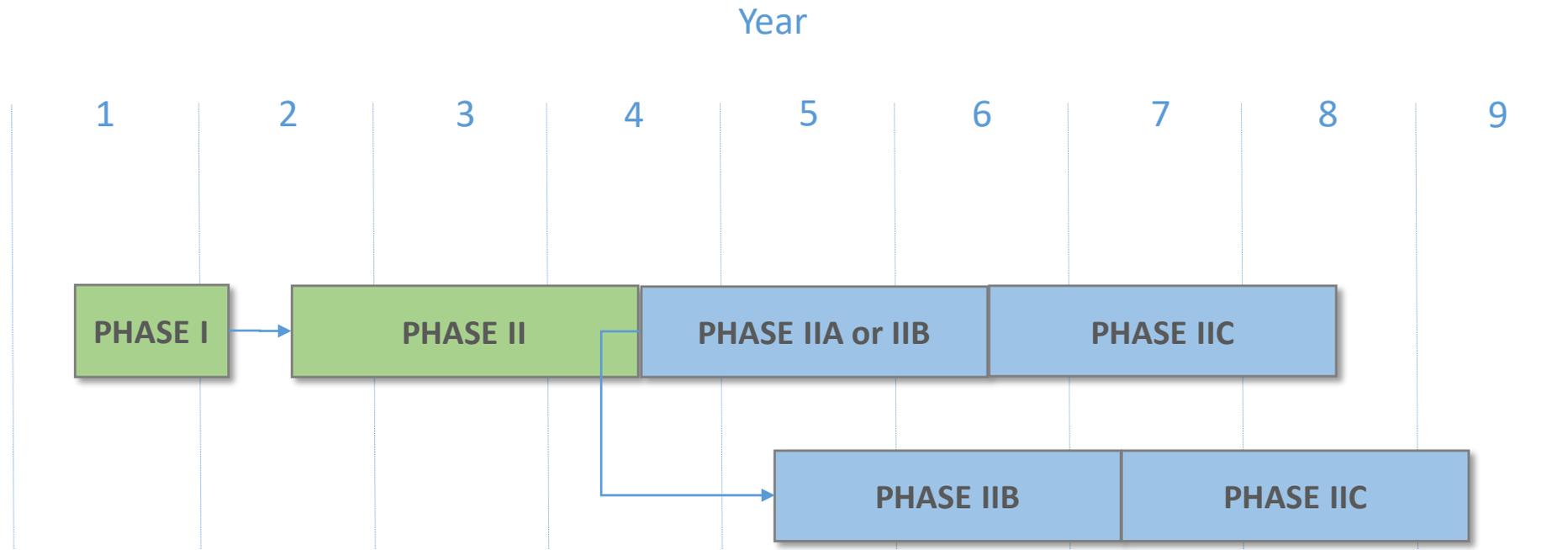
Eligibility

- 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 the 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 receiving the DOE Phase IIC 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
 - LOI Deadline: Tuesday, November 7, 2023 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 feedback is provided on Phase II LOIs



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 (no later than 4/1/2024)



Thank you!



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

Partnering needs?

Tech-2-Market Advisor



carol.rabke@science.doe.gov

<https://science.osti.gov/sbir/Partnering-Resources>

Phase II Application Process Q&A Webinars

November 1, 8, 22 and 29 @ 3 PM ET

Phase II eligible will receive an invitation

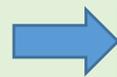
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