



SBIR/STTR Bootcamp

October 25, 2025





Innovate Mississippi
University of Southern Mississippi



Joe Graben
University of Southern Mississippi

Presented by:

Joe Graben

Innovation Ecosystem Manager
Office of Innovation Management
University of Southern
Mississippi
MS-FAST Program Technical
Lead



U.S. Small Business
Administration

**Mississippi
Federal & State
Partnership
Program**



Government Needs - Small Business Solutions

SBIR/STTR 101 and Beyond

**Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)**

October
2025

Federally Mandated Set Asides

Small Business Innovation Research (SBIR)

- 3.2% of the extramural research budget for agencies with a budget greater than \$100 M per year
~\$4 billion minimum spend each year

Small Business Technology Transfer (STTR)

- 0.45% of the extramural research budget for agencies with a budget greater than \$100 M per year
Over 5,000 new awards every year
~\$500 million minimum spend each year

SBIR Program Goals

- Meet federal **research and development** needs
- Increase private-sector **commercialization** of innovation derived from federal research and development funding
- Stimulate technological **innovation**
- Foster **technology transfer** through cooperative R&D between small businesses and research institutions (STTR)

What does an SBIR/STTR firm look like?

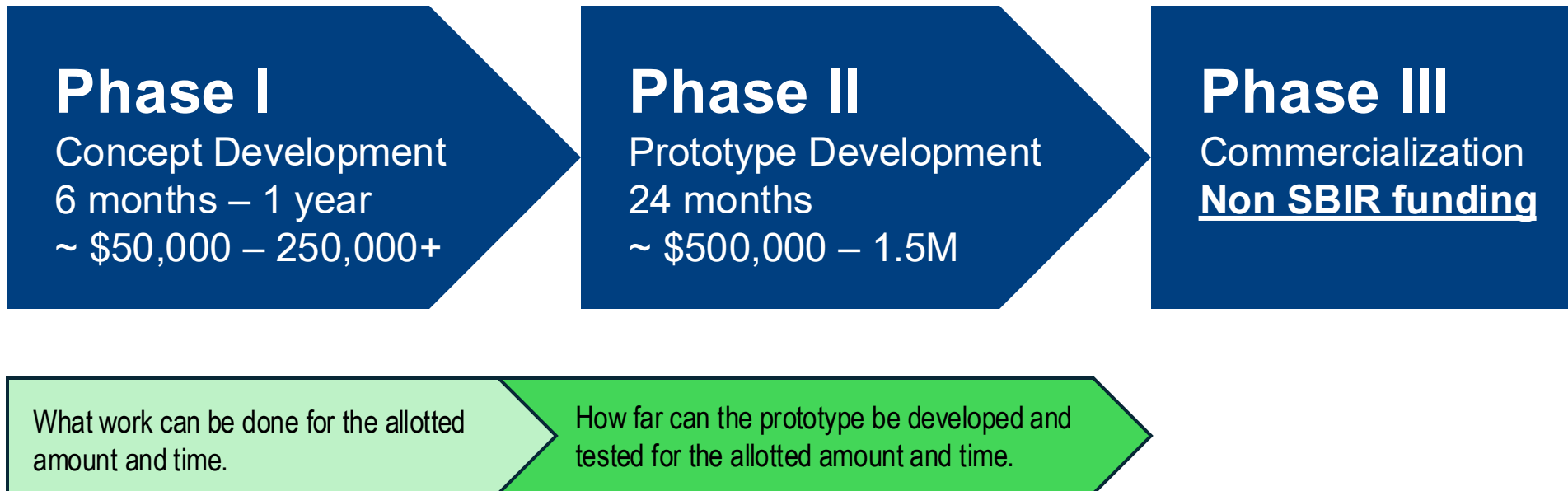
- Company must be for profit, U.S. owned/operated, and under 500 people
- Work must be done in the U.S.

What does an SBIR/STTR project look like?

- Scientific research: the process by which the PI and team study various phenomenon using systematic methods of collecting, analyzing, and interpreting data – prototype, test and verify and validate results.
- **Focus is on performing R&D** – Not purchasing equipment, commercializing a technology that has already been developed, or one that has very low risk and only needs capital
- Workplan timeline – approximately 3 to 4 years over the two phases.

Tip: Start by scoping out the project's entire workplan.

Three Phase Process



Project Workplan - Timeline

What does a proposal look like?

- Technical Work Plan – The technical narrative is the core of the proposal upon which it will be judged.
- Commercialization Plan – Important but secondary to the technical narrative.
- Cost Proposal/Budget – Not what the proposal will be judged on but can prevent award if not realistic. Costs should follow the workplan.

Tip: Start with the budget – What are you going to spend the government funds on?

SBIR & STTR Participating Agencies

Department of
Agriculture
(USDA)

Department of
Commerce
(DoC)
NIST, NOAA

Department of Defense
(DoD)

Department of Education
(ED)

Department of Energy
(DOE)

Dept of Health and
Human Services
(HHS)
NIH, FDA, CDC, ACL

Department of Homeland
Security
(DHS)

Department of
Transportation
(DOT)

Environmental
Protection Agency
(EPA)

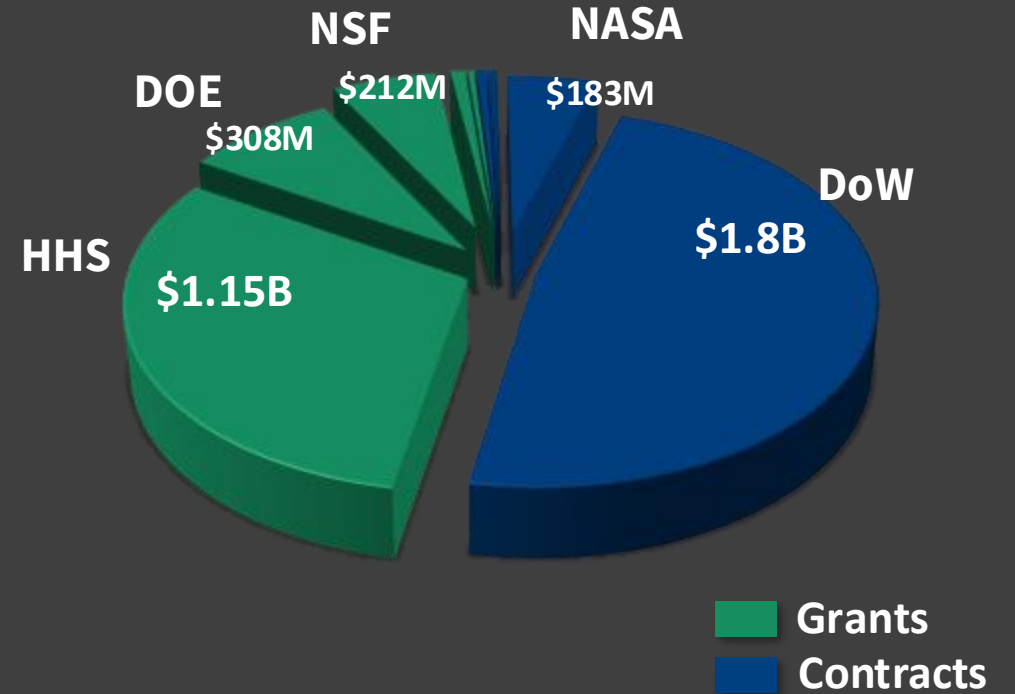
National Aeronautics and
Space Administration
(NASA)

National Science
Foundation
(NSF)

FY2023 SBIR/STTR Budgets by Agency

Agencies	Budget
Department of War (DoW, aka DoD)*	\$1.80 B
Department of Health and Human Services (HHS)**, including the National Institutes of Health (NIH)	\$1.15 B
Department of Energy (DOE), including Advanced Research Projects Agency – Energy (ARPA-E)	\$308 M
National Science Foundation (NSF)	\$212 M
National Aeronautics and Space Administration (NASA)	\$183 M
U.S. Department of Agriculture (USDA)	\$30 M
Department of Homeland Security (DHS)	\$17 M
Department of Commerce: National Oceanic and Atmospheric Administration (NOAA)	\$9.5 M
Department of Education (ED)	\$8.4 M
Department of Transportation (DOT)	\$5.2 M
Department of Commerce: National Institute of Standards and Technology (NIST)	\$3.9 M
* Budgeted Amount; other Agencies Obligated Amount	
Environmental Protection Agency (EPA)*	\$3.6 M

** Provides grants and contracts



SBIR: \$4.5 Billion

STTR: \$500 Million

Contracting Agencies vs. Granting Agencies

Contracting Agencies	Granting Agencies
<ul style="list-style-type: none"> ▪ Agency establishes plans, protocols, requirements ▪ Highly focused topics ▪ Procurement mechanism ▪ More fiscal requirements ▪ Invoiced on progress ▪ Binding agreement between a buyer and seller for goods/services 	<ul style="list-style-type: none"> ▪ Principal Investigator initiates approach ▪ Less-specified topics ▪ Assistance mechanism ▪ More flexibility ▪ Allows upfront payment ▪ Funds support a public purpose, best efforts in research
DoD, DHS, NASA, EPA, DOT, ED	NSF, DoE, USDA, NIST, NOAA

Contracting and Granting: **HHS** (mostly grants)

SBIR Reauthorization – Status Update



**SBIR/STTR Programs Have Lapsed:
What's Next for Small Businesses?**



SBIR Reauthorization – Status Update



- **No new SBIR-STTR solicitations will be released until reauthorization**
 - What were the upcoming solicitation timelines are now disrupted.
 - Degree of impacts and how the agencies will address them will depend on how long till reauthorization occurs.
- **Compounding this is the Government Shutdown!**
 - Current Phase 1 and Phase 2 **contract awards** likely have received “stop work” orders. At best, some might be allowed to work but payments likely to be significantly delayed.
 - Current Phase 1 and Phase 2 **grant awards** may in most cases continue but payments likely to be significantly delayed.
 - What happens to Phase 1 and Phase 2 proposals that were under review at the time of the shutdown? **Who knows!** What happens to the Phase 1s depend largely on reauthorization. What happens to the Phase 2s depends largely on passage of the FY 26 budget/CR – how much money does the agency get and when does it get it.
 - Add on top of this the ongoing reorganization of some agencies and reductions in force (RIF) that are occurring.

SBIR Reauthorization – Status Update










	 INNOVATE ACT	 Middle Ground	 SBIR REAUTH
 Status	Reauthorize with reforms	Short bridge reauth (24 months) with targeted reforms that auto-sunset for review	Pushes clean extension (1-year) or permanent reauth without major new limits
 SBIR Mills	Explicit crackdown; centerpiece of reform	Define “SBIR Mills” by objective transition data; require remediation plans	Opposes blunt tools that would box out proven performers
 Life Time Cap	~\$75M lifetime cap per firm across SBIR/STTR	Cap with waivers: baseline cap + agency waiver when mission-critical	No lifetime cap
 Commercialization	Tighten benchmarks; stronger linkage to non-SBIR revenue	Tiered benchmarks by maturity + track-specific benchmarks	Prefers status quo benchmarks; focus on continuity
 Experienced Winner	Narrow eligibility if low transition despite many awards	Keep eligibility if Phase III/Production or commercial revenue in last 36 months.	Protect experienced firms delivering to national security

SBIR Reauthorization – Status Update



The Boston Globe in a recent article on SBIR reauthorization and the current impasse (the primary blocker being the "SBIR Mill" issue) noted that the program expired amid a "showdown" between Senator Markey (D) and Senator Ernst (R), with Markey favoring a "clean one-year extension" while Ernst "wants to ensure some reforms get on the books."



	 INNOVATE ACT	 Middle Ground	 SBIR REAUTH
 New-Entrant Access	Indirect (via caps/benchmarks reducing crowd-out)	Set-aside for first-timers (e.g., 15–20% of awards)	Emphasizes keeping program broad and competitive
 Transparency	Stronger commercialization yardsticks; non-SBIR revenue parity	Public transition dashboard (Phase I→II→III, production, commercial revenue).	Cautions against forcing hard-to-secure private capital
 Capital Alignment	Stronger commercialization yardstick	Graduation + optional match: require partial private match or show production contract.	Cautions against forcing hard-to-secure private capital
 Ace Accountability	Focus on firm behavior	Tie a small share of PEO/PM metrics to SBIR transition rates to create pull from buyers.	Warns against punishing firms for systemic acquisition issues.

Looking Beyond Phase I

SBIR

OPEN TOPIC

SOLE SOURCE

TABA

PHASE

STP

SBIR Data Rights

FAST TRACK

TA

CFI

Phase IIB

2

STRATFI

CUSTOMER

MEMORANDU

SEQUENTIAL PHASE 2

OTA

APFIT

DIRECT TO PHASE

What is a Direct to Phase II award, aka DP2/D2P2?

Direct to Phase II was a pilot program, brought about by the SBIR/STTR Reauthorization Act of 2011, that enabled the National Institutes of Health (NIH), the Department of Defense, and the Department of Education to issue a Phase II award to a small business concern that did not receive a Phase I award for research and development for the same project. Direct to Phase II awards were designed for small business concerns, also known as SBCs that had **completed Phase I milestones using non-SBIR funds**. The Defense Advanced Research Projects Agency, or DARPA, was the first to implement DP2, followed by NIH and the Air Force. In FY17 when the SBIR/ STTR programs were reauthorized, the pilot programs were not addressed and therefore expired. However, through the National Defense Authorization Act authorized of August 2018, the pilot programs were reauthorized and have been expanded across the agencies.

What is a Sequential Phase II award?

Recognizing that it takes a long time to mature a technology, the SBIR/STTR Reauthorization Act of 2011 also allows a Phase II awardee to receive one additional sequential Phase II award, to continue the work of an initial Phase II award. This additional sequential Phase II award has the same guideline amounts and limits as the initial Phase II award – that is, a guideline amount of \$1 million and a limit of \$1.5 million. SBCs that are interested in learning more about the application process for sequential Phase IIs should discuss this with their technical monitor or the SBIR/STTR program manager of the Agency with which they are working.

Can I skip Phase 2? No, but there is a hack!

Unless the topic is designated a DP2, you cannot skip Phase 1. However, at an event this summer DoW SBIR/STTR Director Gina Sims shared a game-changing insight for innovators. If you've already accomplished most of what the DoW is looking for, you may can propose a very short Phase 1 to move more quickly to Phase 2. Click the link below to see her presentation.

<https://www.linkedin.com/feed/update/urn:li:activity:7355945316077948929/>



National Science Foundation Phase IIB

The purpose of Phase IIB funding is to provide additional R&D funds to further accelerate commercialization of the Phase II project. It **requires a qualifying third-party financial investment/commitment** to have been received as a direct consequence of the NSF funded Phase I/Phase II research outcomes. The third-party funding should serve to accelerate commercialization activity of the NSF funded Phase II award.



NIH Phase IIb Bridge Award

National Institutes of Health (NIH) accepts Phase IIb SBIR grant applications from Phase II SBIR awardees to continue the process of developing technologies that ultimately require federal regulatory approval. The Phase IIb grants should allow small businesses to get to a stage where interest and investment by third parties is more likely, and/or the technology has advanced to the commercialization phase.





AFWERX

aka Air Force



<https://afwerx.com>

1

PHASE I
Feasibility Study
Open & Specific Topics

OPEN TOPIC

- Up to \$75K per award (\$110K for STTR)
- 3-month period of performance
- "Open door for innovation"

SPECIFIC TOPIC

- Up to \$180K per award
- 6-month period of performance
- Built in DAF Customer

2

PHASE II
Prototype
Open, Specific & Direct to
Phase II (D2P2) Topics

OPEN TOPIC

- Up to \$1.25M per award (\$1.8M for STTR)
- Up to 21-month period of performance
- Customer memorandum required
- Matched funding encouraged
- D2P2 opportunity if customer is known

SPECIFIC TOPIC

- Up to \$1.8M per initial award
- Up to 24-month period of performance
- Built in DAF Customer
- D2P2 opportunities

3

TACFI/ STRATFI
Tactical Funding Increase (TACFI)
Strategic Funding Increase (STRATFI)

- Notice of Opportunity
- TACFI - \$375K - \$1.9M SBIR/STTR funds
- STRATFI - \$3M - \$15M SBIR/STTR funds
- Defense only or dual use matching options
- Private Investor Opportunities

4

PHASE III
Transition/Commercialization


- Continuation, derivation, or extension of SBIR Phase I, II, or STRATFI/TACFI work
- Contract with Government or Industry customer
- Utilizes non-SBIR funds

AFWERX Open Topic Requirement

The **Customer Memorandum** is a non-binding document that conveys the Department of the Air Force (DAF) or Joint customer's/end-user's interest in helping to transition your technology to the warfighter. A Customer Memorandum is required when submitting an Open Topic Phase II or Direct to Phase II (D2P2) proposal.

AFWERX · SPACEWERX

CUSTOMER MEMORANDUM
For use with the 24.5 Follow-On Phase II, 24.D Follow-On Phase II and 25.5 Direct-To-Phase-Two (D2P2) solicitations only.



DEPARTMENT OF THE AIR FORCE

DATE

NOTE: As DAF priorities, programming, and requirements evolve – and as government and industry partner feedback is received – the Open Topic tools and forms needed to support those efforts continue to be refined. As such, this document is subject to updates each solicitation cycle. **It is important that you use the most recent version of the Customer Memorandum when you submit your proposal.** Make sure the solicitation number in the header above corresponds to the solicitation to which you are responding. This will ensure you have the latest (and only acceptable) version.

While it is acceptable to share older versions of the Customer Memorandum for reference and understanding, wait for the solicitation-specific version to be released before acquiring signatures from your customer, end-user, and Technical Point of Contact (TPOC). The Proposal is limited to one completed Customer Memorandum with three digital, CAC-enabled signatures. Multiple Memorandums with individual signatures are not accepted and will result in disqualification.

Note that scans, photos, and image reproductions of this form are also not accepted, as they do not allow for digital signature verification. Avoid using Adobe Distiller to complete or modify this form – use Adobe Acrobat to mitigate data corruption issues. Failure to comply with these requirements may be grounds for disqualification.

OPEN TOPIC CUSTOMER MEMORANDUM

▶ See page 20 for Form Instructions

References:

- a. 15 U.S.C. §638
- b. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Policy Directive (May 2023)
- c. 5 C.F.R. §2635.702(c), Exception (i)

FROM:

(DAF CUSTOMER ORGANIZATION)

The organization responsible for procuring the solution for the end user. They support the acquisition/fielding of the capability.

(DAF END-USER ORGANIZATION)

The operational user of the solution being prototyped. They should be the ones directly benefiting from the solution.

SUBJECT:

AFWERX and SpaceWERX Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Phase II – DAF Organization Defense Need and Participation Interest in the SBIR/STTR Program under (DOPIC) with (SBIR/STTR COMPANY)

1. PURPOSE

This memorandum is executed in furtherance of references (a) and (b) and the applicable Air Force and Space Force SBIR/STTR solicitation, which constitute authority to promote products, services, and enterprises within the meaning of reference (c). The purpose of this memorandum is to document interest from a Department of the Air Force organization(s) in working with AFWERX and SpaceWERX an open topic SBIR/STTR Phase II awardee on a proposed Phase II effort. **See page 20 for form instructions.**

SBIR Data Rights

SBIR data rights protect the intellectual property (IP) developed under SBIR and STTR programs by giving the government a limited, non-exclusive license to use the data while preventing public disclosure. The protection period is a fixed 20 years from the award date, after which the government receives "government purpose rights" instead of unlimited rights. SBIR data includes all recorded, technical information (like software, reports, and drawings) generated under an SBIR/STTR funding agreement that is properly marked.



SBIR Data Rights and Phase 3

Phase III status is the admission ticket to receiving SBIR Data Rights in a funding agreement. That is why it is so critical to recognize a Phase III requirement, and to insist that SBIR rights be accorded a Phase III. In addition to SBIR Data Rights, Phase III status brings with it:

- **the right to sole-source contracts;**
- exemption from SBA size standards for a procurement;
- no limits on the dollar size of a Phase III procurement;
- a right to the Phase III mandate, by which the SBIR firm has a right to be awarded a future Phase III award to the greatest extent practicable;
- **the right to receive subcontracts for Phase III work on a sole-source basis;** and
- the ability to pursue research, research and development, services, products, production, or any combination of those under a Phase III.

Navy SBIR Transition Program (STP)



<https://navystp.com/>

What is APFIT?

The Accelerate the Procurement and Fielding of Innovative Technologies (APFIT) is a program, started in Fiscal Year 2022, to provide procurement funding for innovative projects that have completed development and are ready to transition into operational use. SBIR innovations are often a good candidate for APFIT.

Funding amounts of \$10M-\$50M are awarded to projects with small business or non-traditional performers to accelerate initial production and reduce the overall procurement timeline. The Office of the Under Secretary of War for Research & Engineering, OUSW(R&E), conducts a competitive down-select process each year using evaluation criteria including impact to the warfighter, sustainment support, and applicability to the broader DoW.



<https://ac.cto.mil/apfit/>

SBIR · STTR
America's Seed Fund™
POWERED BY SBA

Login/Register Contact Us Search SBA

About ▾ Funding ▾ Reports ▾ Showcase ▾ Announcements ▾ Resources ▾

What is SBIR?

Small Business Innovation Research

Funding to turn your R&D into products & services with global impact.

[Learn More](#)

Entrepreneur

- Confirm eligibility
- Register my company
- Learn how to apply
- Edit company information
- Contact an SBIR Agency

Support Organization

- See awards in your area
- View training opportunities
- Submit an event

Federal Agency

- Procure cutting edge technology
- Share a success story
- Request an agency login
- Access Phase III information

Are you looking for SBIR/STTR funding?

[Find Opportunities](#)

Stay In Touch

Mississippi
Federal & State
Partnership
Program



Government Needs - Small Business Solutions

Joe Graben

Joseph.Graben@usm.edu

www.sbir.gov

<https://www.innovate.ms/mississippi-sbir-sttr-resources/>



Lu Lu

Eva Garland Consulting

Developing a Winning Proposal

Lu Lu, Ph.D.

October 24, 2025

ABOUT EGC

Supporting entrepreneurs and researchers in funding transformative technologies



OUR MISSION:

Obtaining & managing non-dilutive funding to support scientific advancement



Clients have secured over **\$2B** in non-dilutive funding to date



>3,000 clients worldwide in **50** states & **5** continents



Ph.D. level Scientific Grant Writing Experts



Accounting and Compliance Experts



INC5000 **Fastest-Growing** company – 6 years in a row



Bestselling books on Amazon



"I have been with them for nearly a decade and attest their unmatched quality!"

Anthony Dellinger, Kepley Biosystems

Career Highlights

- ▶ Ph.D. in Chemistry from the Chemistry Department, Louisiana State University, Baton Rouge, LA
- ▶ Postdoctoral Training from Mechanical Engineering Department, Louisiana State University, Baton Rouge, LA
- ▶ Co-founder of a startup in smart polymer space
- ▶ Funded by NSF SBIR Phase I and Phase II
- ▶ Serves on NSF SBIR/STTR Review Panel
- ▶ Expertise in technology assessment, strategic planning, and proposal preparation
- ▶ Helped clients secured >\$170M in non-dilutive funding



Dr. Lu Lu
Scientific Consultant,
Grant Writing Specialist

- **DoW (DoD) and NASA SBIR/STTR Program Budget and Critical Technology Areas**
- **DoW and NASA SBIR/STTR Program Announcements**
- **Develop Your Winning Proposal**
- **Networking Opportunities**
- **Q&A**

Agenda

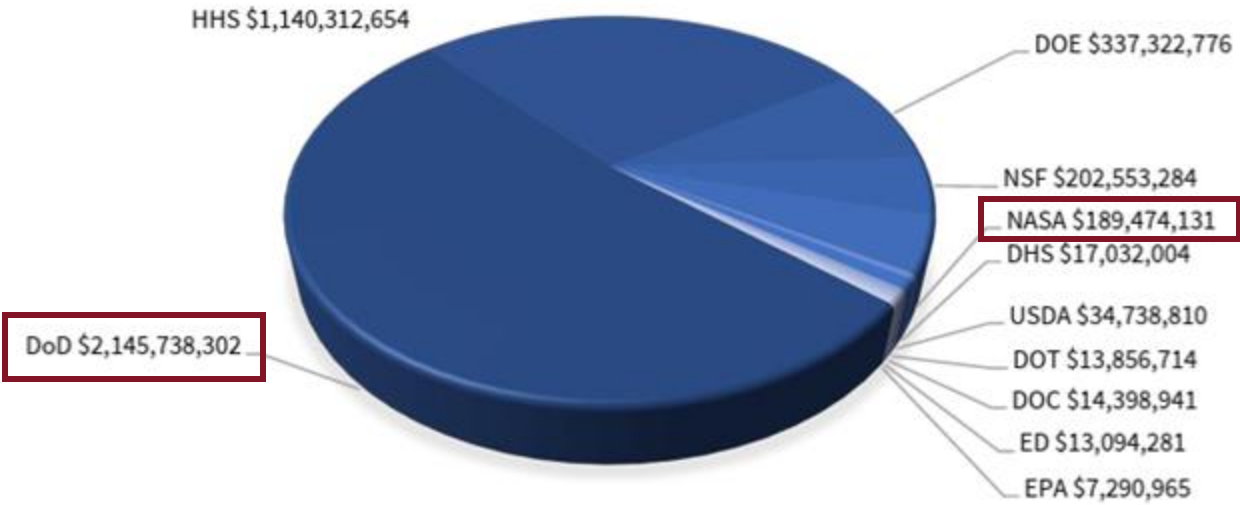


- **DoW and NASA SBIR/STTR Program Budget and Critical Technology Areas**
- DoW and NASA SBIR/STTR Program Announcements
- Develop Your Winning Proposal
- Networking Opportunities
- Q&A

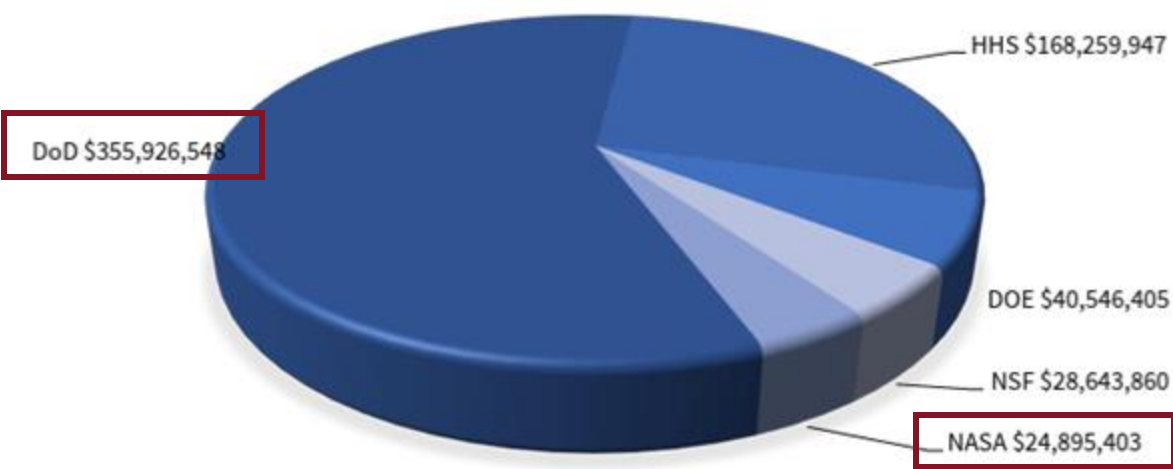
SBIR/STTR Budget Distribution Among Agencies



Distribution of Total SBIR Dollars Obligated



Distribution of Total STTR Dollars Obligated



Source: SBA 2022 Annual Report

DoW SBIR/STTR Participating Components



Department of Army (Army)



Defense Microelectronics Activity (DMEA)



Defense Health Agency (DHA)



Defense Threat Reduction Agency (DTRA)



Department of Navy (Navy)



Chemical and Biological Defense (CBD)



Missile Defense Agency (MDA)



Office of the Secretary of War (OSW)



Department of Air Force (Air Force)



Defense Logistics Agency (DLA)

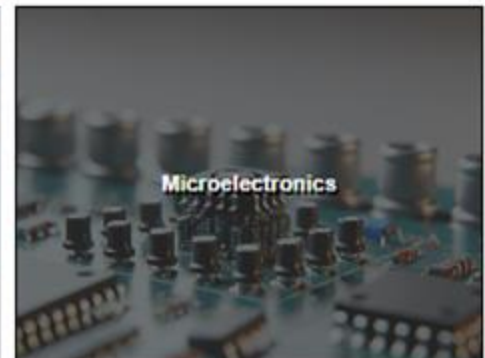
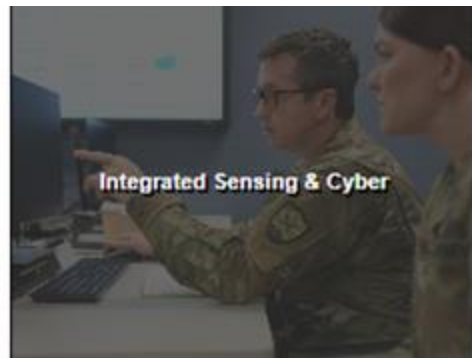
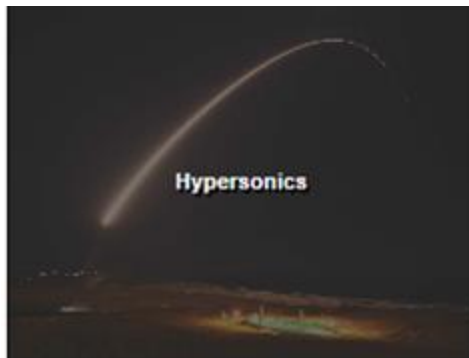
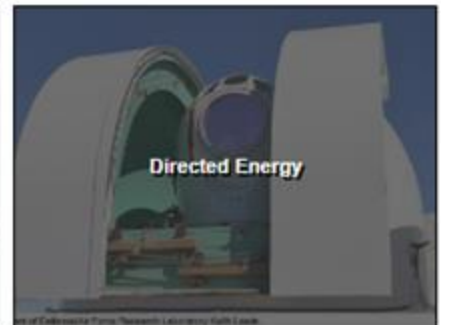


United States Special Operations Command (USSOCOM)



Defense Advanced Research Projects Agency (DARPA)

DoW SBIR/STTR Program Critical Technology Areas



Agenda



- DoW and NASA SBIR/STTR Program Budget and Critical Technology Areas
- **DoW and NASA SBIR/STTR Program Announcements**
- Develop Your Winning Proposal
- Networking Opportunities
- Q&A

DoW SBIR/STTR Program Announcements



- ▶ DoW releases SBIR and STTR Annual BAAs to allow DoW Components the flexibility to release topics throughout the fiscal year.
- ▶ Topics released under Annual BAAs are published at least 45 days prior to the proposal submission deadline and have their own **pre-release**, **open**, and **close** dates.
- ▶ **New for FY2025:** New DoW SBIR/STTR topics are released on the first Wednesday of every month!
- ▶ The DoW SBIR/STTR programs do NOT accept unsolicited proposals.

FY 2026 DoD SBIR/STTR Solicitation Schedule			
Solicitation Cycle	Announcement Period		
	Pre-Release Date	Open Date	Close Date
SBIR/STTR BAA & CSO Release 1	Oct 1, 2025	Oct 22, 2025	Nov 19, 2025
SBIR/STTR BAA & CSO Release 2	Nov 5, 2025	Dec 3, 2025	Jan 7, 2026
SBIR/STTR BAA & CSO Release 3	Dec 3, 2025	Jan 7, 2026	Feb 4, 2026
SBIR/STTR BAA & CSO Release 4	Jan 7, 2026	Jan 28, 2026	Feb 25, 2026
SBIR/STTR BAA & CSO Release 5	Feb 4, 2026	Feb 25, 2026	Mar 25, 2026
SBIR/STTR BAA & CSO Release 6	Mar 4, 2026	Mar 25, 2026	Apr 22, 2026
SBIR/STTR BAA & CSO Release 7	Apr 1, 2026	Apr 22, 2026	May 20, 2026
SBIR/STTR BAA & CSO Release 8	May 6, 2026	May 27, 2026	Jun 24, 2026
SBIR/STTR BAA & CSO Release 9	Jun 3, 2026	Jun 24, 2026	Jul 22, 2026
SBIR/STTR BAA & CSO Release 10	Jul 1, 2026	Jul 22, 2026	Aug 19, 2026
SBIR/STTR BAA & CSO Release 11	Aug 5, 2026	Aug 26, 2026	Sep 23, 2026
SBIR/STTR BAA & CSO Release 12	Sep 2, 2026	Sep 23, 2026	Oct 21, 2026

NASA SBIR/STTR Program Announcements



Traditional solicitation cycle

NASA SBIR/STTR Phase I “**Mainline**” Solicitation

- Released in January
- Contained the majority of subtopics for the program year

NASA SBIR **Ignite** Phase I Solicitation

- Released in the summer
- Contained the remainder of subtopics for the program year



New solicitation cycle for program year 2026

NASA SBIR/STTR **BAA**

- Targeted for release in October 2025
- Outlines proposal guidelines and requirements

2026 Appendix A

- Targeted for release in November 2025
- Contains a small number of SBIR subtopics for proposal

2026 Appendix B

- Targeted for release in early 2026

Agenda



- DoW and NASA SBIR/STTR Program Budget and Critical Technology Areas
- DoW and NASA SBIR/STTR Program Announcements
- **Develop Your Winning Proposal**
- Networking Opportunities
- Q&A

Pre-work:

- Determine Eligibility
- Register your Small Business

Develop your winning proposal:

- Explore Solicitation Topics and Ask Questions
- Build a Winning Team
- Understand the Evaluation and Selection Process
- Prepare and Submit your Proposal

Explore Solicitation Topics and Ask Questions



- ▶ Both the general **DoW BAA** and **Component-specific instruction document** should be reviewed for eligibility requirements and proposal submission instructions.

DoW Annual BAA

DEPARTMENT OF DEFENSE
Small Business Innovation Research (SBIR) Program

SBIR 25.4 Annual Program Broad Agency Announcement (BAA)
Release 4

[Amendment 1 \(December 4, 2024\)](#)
The purpose of amendment 1 is to clarify section 2.5 Due Diligence Program to Assess Security Risks.

IMPORTANT DATES

	Pre-Release	Open	Close
Release 1	Oct 02, 2024	Oct 23, 2024	Nov 20, 2024
Release 2	Nov 06, 2024	Dec 04, 2024	Jan 08, 2025
Release 3	Dec 04, 2024	Jan 08, 2025	Feb 05, 2025
Release 4	Jan 08, 2025	Jan 29, 2025	Feb 26, 2025


Component-Specific Instructions

DEPARTMENT OF THE ARMY
DoD 25.4 Small Business Innovation Research (SBIR)
Annual Broad Agency Announcement (BAA)
Component-Specific Proposal Instructions
Release 4

To the extent possible, all Department of the Army component specific text follows the same numbering as the related sections in the DOD SBIR 25.4 Program BAA. Supplemental numbering is used only when the text cannot be integrated intelligibly with the DoD SBIR 25.4 Program BAA counterpart.

Developing a Winning Proposal

Explore Solicitation Topics and Ask Questions

**DSIP** Defense SBIR/STTR
Innovation Portal
Proposal Submissions

HOME

SOLICITATION INFO

PROGRAM INFO

Login/Register

Filter By

Search by Topic #, Topic Title, or Keyword  [More Filters](#)

Sort by (1/2)
Topic # 

[Reset to Default](#)

Solicitation: **All Active Solicitations** Topic Status: **Pre-Release** **Open**

Topics

Q&A

The team that you assemble is crucial and should demonstrate that the team has the necessary expertise, experience, and ability to carry out the proposed project.

Principal Investigator (PI)

- ▶ **The key individual designated by the applicant to direct the project.** The PI must be knowledgeable in all technical aspects of the grant application and be capable of leading the research effort.
- ▶ **For SBIR**, the PI's primary employment (> 20 hours per week) **will be with the small business at the time of award.**
- ▶ **For STTR**, the PI's primary employment (> 20 hours/week) **will be with either the small business or the Research Institution.**

Collaborators

- ▶ **Consultants and subcontractors can be an extremely valuable resource** to small businesses applying for SBIR or STTR.
- ▶ These collaborations can provide needed expertise, equipment and facilities, and **demonstrate to proposal reviewers that the small business has the ability to carry out the project.** Such resources are extremely important for small businesses that may not have the necessary facilities for their research or significant numbers of qualified experts on staff.

Understand Evaluation and Selection Process



DoW SBIR and STTR proposals are evaluated based on the criteria outlined below. Proposing firms will be notified of selection or non-selection status for an award within 90 days of the proposal submission deadline.

- ▶ The soundness, technical merit, and innovation of the proposed approach and its incremental progress toward topic or subtopic solution.
- ▶ The qualifications of the proposed principal/key investigators, supporting staff, and consultants. Qualifications include not only the ability to perform the research and development but also the ability to commercialize the results.
- ▶ The potential for commercial (government or private sector) application and the benefits expected to accrue from this commercialization.

Understand Evaluation and Selection Process

NASA SBIR and STTR program conducts a multi-stage review process.
Evaluation Rubrics available in the solicitation.

- ▶ Administrative review and proposal responsiveness
- ▶ Commercial Potential
- ▶ Technical Merit
- ▶ Price Evaluation
- ▶ Panel Review
- ▶ Selection

Craft A Compliant and Compelling Story

- **Complete** – All components present, responsive to the solicitation
- **Clear** – The reviewers fully understand your proposal
- **Concise** – Use brief and precise language (important for page limits!)
- **Consistent** – Uniform terminology and style throughout
- **Correct** – Both factually (obviously) and grammatically correct
- **Considerate** – Think of your reader and make it easier for them to grasp
- **Convincing** – The reviewer buys what you're selling

Significance

- **Define the problem**
 - What is the specific unmet need you're targeting? Why is it important?
 - What is the **impact** of the unmet need (economic, societal, health, defense)?
- **What are the current solutions for this problem?**
 - Why are they **ineffective**? Or what **aspect** of the current solutions is ineffective?
 - Ideally, these issues are being solved by **your** solution.
- **Provide as many specifics as possible and reference your sources**
 - Specific number of people affected, specific dollar amount of the impact, specific issues with current approaches, specific amount of increased risk
 - Don't be afraid to **bold**, underline, and/or *italicize* key information

Solution

- What is your proposed solution to address the unmet need?
- Why is it a better solution than current approaches? Provide specifics.
 - Describe other solutions and their **limitations**.
- What **differentiates** your solution from everything else?
- Clearly indicate the innovation of your solution. Use **bullet points, figures, and tables**.

Technical Objectives and Statement of Work

- Break the project into **several objectives**.
- Describe what tasks are planned, how and where the work will be conducted.
- Include a **schedule** of major events and the final product(s) to be delivered.
- The methods planned to achieve each objective or task should be discussed **explicitly and in detail**.

Commercialization Strategy

- Describe your strategy for commercializing this technology in **DoW, other Federal Agencies, and/or private sector markets**.
- Provide **specific** information on the **market need** the technology will address and the **size** of the market.
- Include a **schedule** showing the quantitative commercialization results from the project that your company expects to achieve.

Environment

➤ Facilities/Equipment

- Use these to demonstrate you have the **necessary resources** to complete the project.

➤ Subcontractors/Consultants

- Make sure **no holes in expertise** based on the proposed scope of work.

➤ Take-Home Points

- Demonstrate you can do the work:
 - That you have sufficient numbers of committed people/partners with expertise.
 - That you've budgeted appropriately for the work.

Take-Home Points



- **Start early!** It's going to take a lot of time and revisions (with input from others!).
- Tell a **story** that guides the reviewer and highlights critical points.
- Lead the reviewer through the proposal using **headings** and subheadings.
 - Use the DoW's **template** for Technical Volume.
- Make your proposal as **clear, concise, and easy to understand** as possible.
- Have someone else read your proposal to catch gaps in the logical flow or identify areas where they have questions.

Agenda



- DoW and NASA SBIR/STTR Program Budget and Critical Technology Areas
- DoW and NASA SBIR/STTR Program Announcements
- Develop Your Winning Proposal
- **Networking Opportunities**
- Q&A

TechConnect World Innovation Conference & Expo



- ▶ Includes the annual SBIR/STTR Innovation Conference
- ▶ Accepting abstracts for oral presentations through **November 7**
- ▶ Meeting Date: **March 10 – 12, 2026**
- ▶ Meeting Location: **Raleigh, NC**

Military Health System Research Symposium (MHSRS)



- ▶ Usually accepting abstracts for research presentations through **mid-February**
- ▶ Anticipated Meeting Date: **August 2026**
- ▶ Anticipated Meeting Location: **Kissimmee, FL**

Opportunities for Networking

- ▶ The goal of DARPA Connect is to broaden DARPA's reach and stimulate growth and collaboration with small businesses and education institutions new to the national security space.
- ▶ In partnership with the Applied Research Institute (ARI), DARPAConnect is hosting pop-up events in a few cities across the U.S. as well as education opportunities, workshops, a mentor/ambassador component, and other outreach efforts.
- ▶ If interested, email darpaconnect@darpa.mil to join the contact list.



Key Takeaways



- ▶ **Watch funding opportunity announcement pages**

- ▶ Start project planning & partner outreach as soon as topics are announced

- ▶ **Deep dive into the solicitation**

- ▶ Fully understand the requirements and review criteria

- ▶ **Don't hesitate to reach out**

- ▶ Talk to the topic writer / specific solicitation contact when in doubt

- ▶ **Attend social/networking events**

- ▶ Obtain insight on defense/aerospace needs and feedback for your solution

- ▶ **Show off your writing skills**

- ▶ Be specific and concise

- ▶ **Have a checklist**

- ▶ For all proposal elements during the preparation stage

- ▶ **Initiate the submission early**

- ▶ Familiarize yourself with the submission portal

- ▶ **Have an expert (fresh set of eyes) review your proposal package before submission**

- ▶ **Digest reviewers' comments and plan for the next submission**

Questions?



Eva Garland Consulting, LLC

www.evagarland.com | info@evagarland.com | (919) 825-1600



Elizabeth Dougherty

United States Patent & Trademark
Office

UNITED STATES
PATENT AND TRADEMARK OFFICE



Growing your IP knowledge and know-how

Intellectual Property (IP) Myths and Misconceptions

October 24, 2025

Elizabeth L. Dougherty

Interim Southeast Regional Outreach Director



UNITED STATES
PATENT AND TRADEMARK OFFICE ®

Discussion Topics

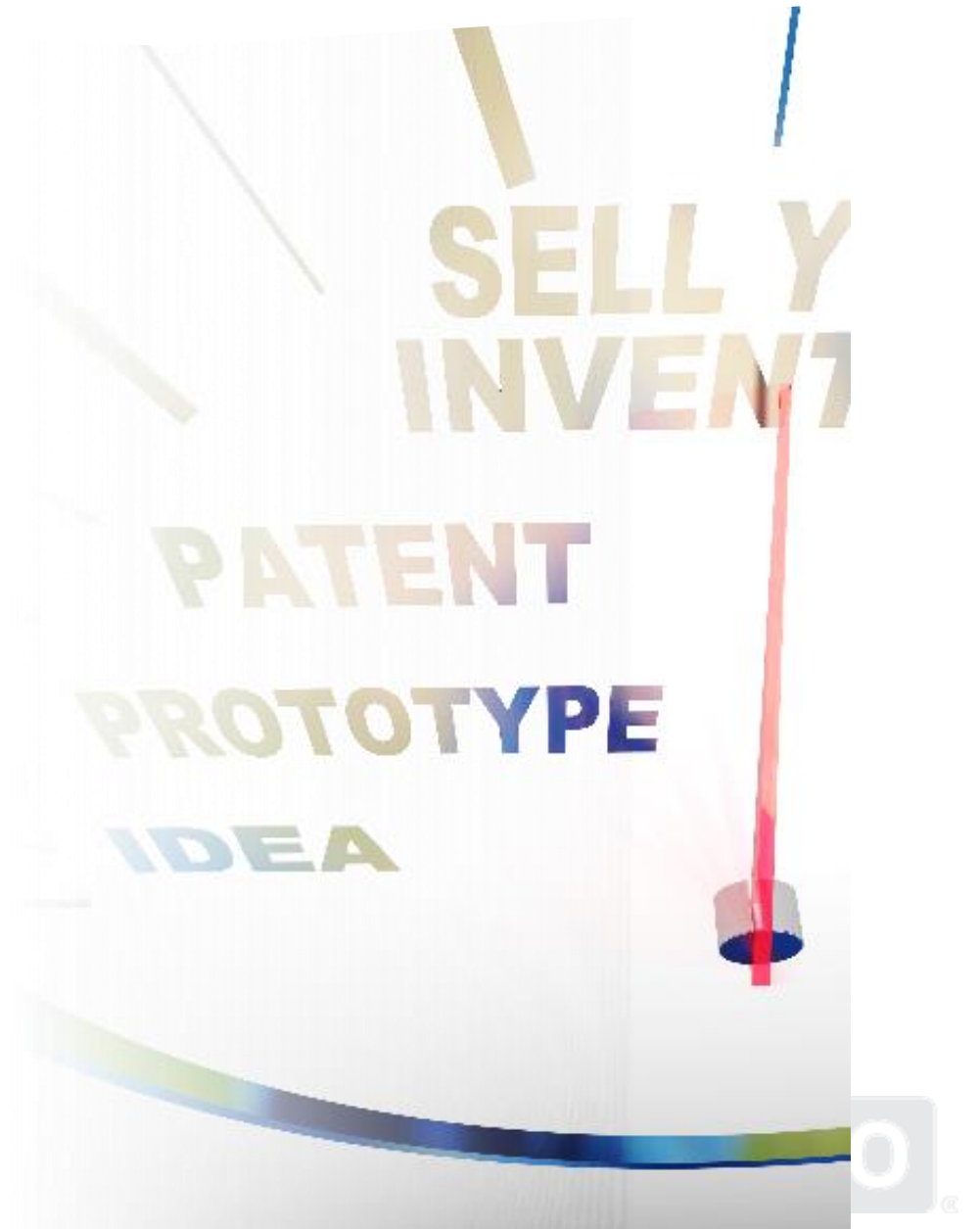
- IP is a Business Strategy
 - IP and **SBIR/STTR**
- What is intellectual property (IP)?
 - What is the U.S. Patent and Trademark Office
 - Trade secrets, copyrights, trademarks, patents
- USPTO Resources – Introduction

Leveraging IP for Business Success

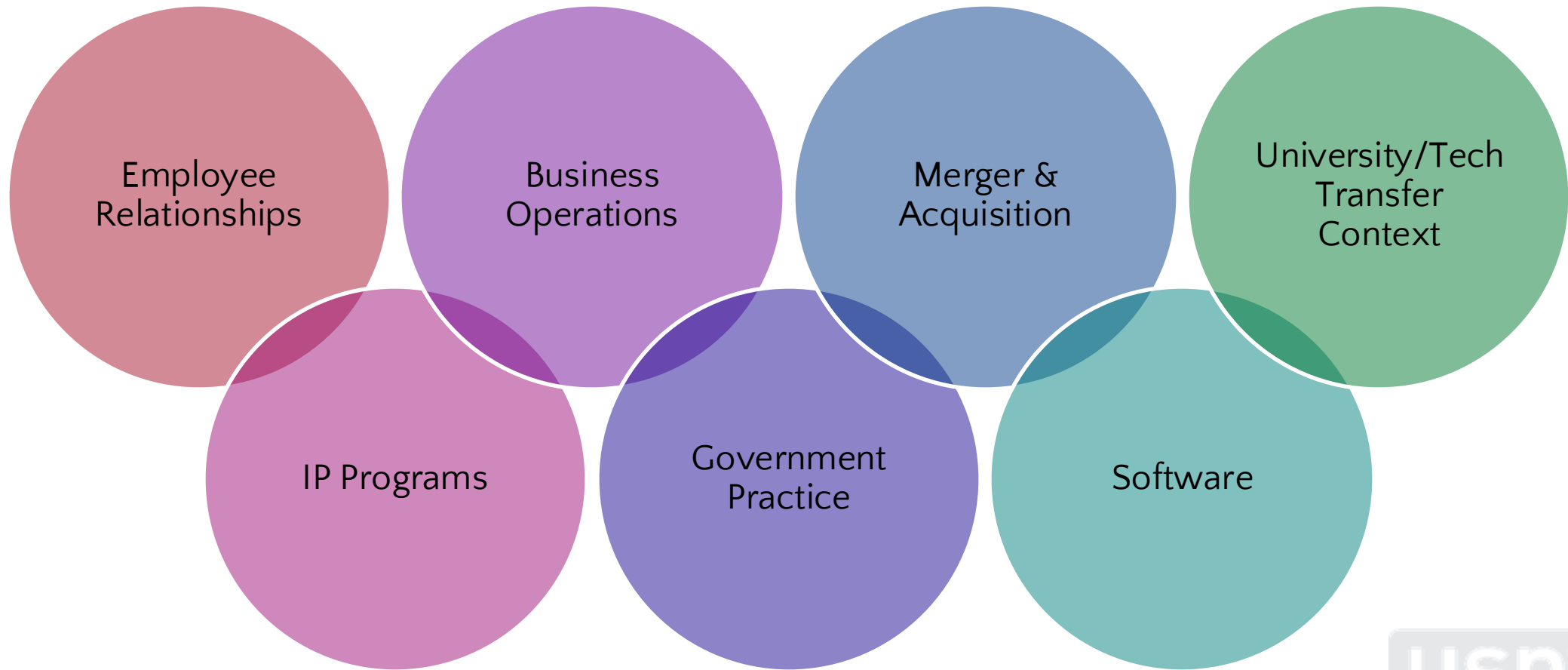
IP Strategy IS a Business Strategy

IP:

- Attracts Investors and Buyers
- Deters Infringement Lawsuits
- Can Increase Leveraging Power
 - Mergers and acquisitions
- Is a Property Right
 - Adding value to company's assets
- Is Global

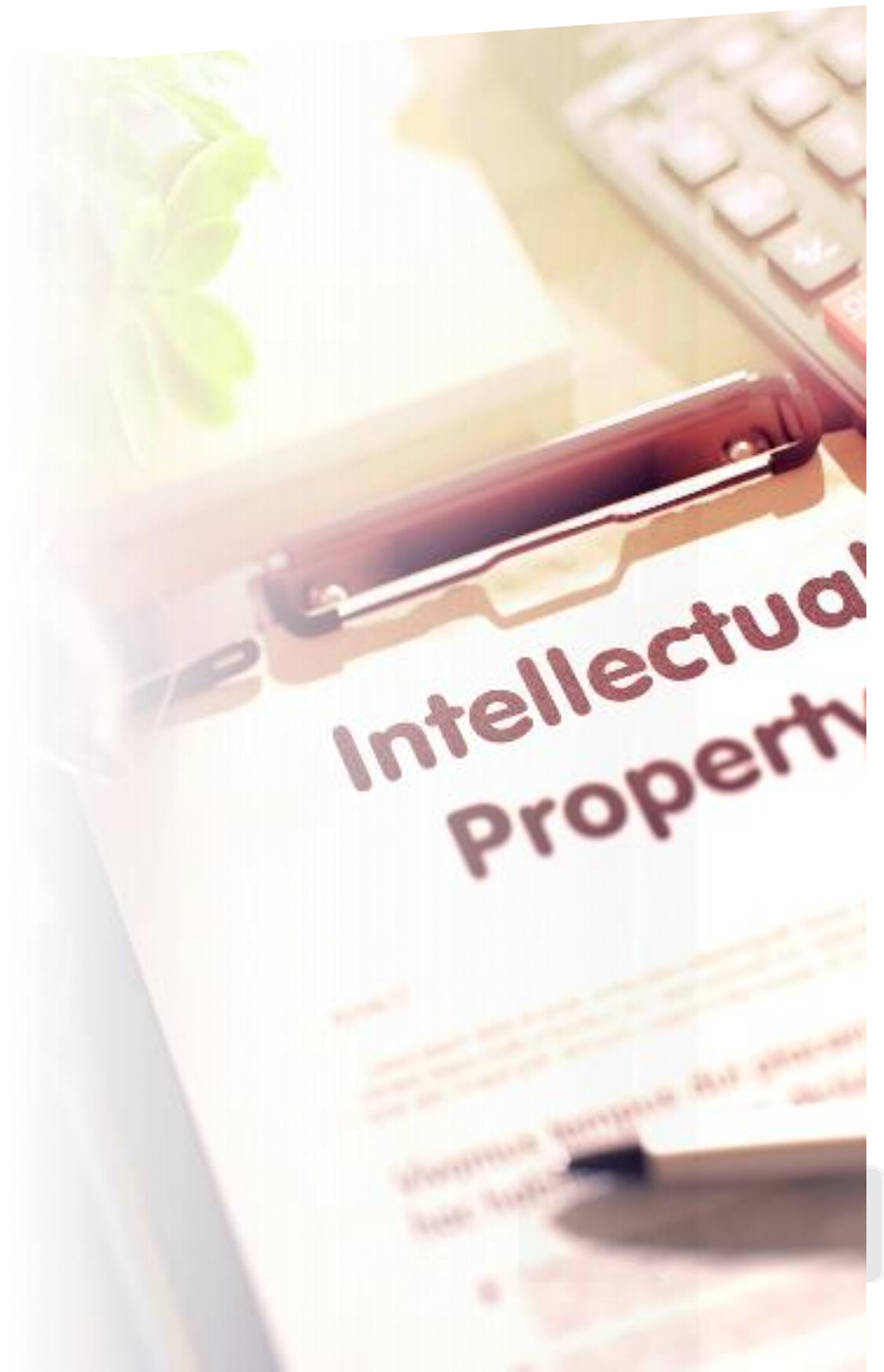


Where do IP rights come into play?



Developing an IP strategy

- Assess your company's IP assets and prioritize
- Know your competition and what they're up to
- What's the pace of innovation and opportunities for growth?
- Determine the best way to protect your IP
 - Patents (Utility, Design, Plant)
 - Trademarks (Trademark, Service Marks, geographic certification, etc.)
 - Copyrights
 - Trade Secrets
- Develop a plan, set goals and implement
- Get help!



Types of intellectual property



Patent

New, inventive ideas



Trademark

Identifies the origin of goods or services



Copyright

Creative expression stored in a tangible form



Trade secret

Any information that is valuable & kept confidential



What is a patent?

The right to exclude others from:

- making, using, selling, offering for sale, or importing the claimed invention
- Limited term
- Territorial: A U.S. patent provides protection only in the United States
 - No worldwide patents



What is a trademark?

- Key Purposes:
 - Allow consumers to identify the source or producer of different products and services – helps their buying decisions
 - Encourage trademark owners to provide goods and services of consistent quality and to build goodwill in the trademark



What is a copyright?

- Protects “original works of authorship” including literary, dramatic, musical, artistic and other works fixed in a tangible medium
- Library of Congress administers registration; USPTO advises the Executive branch on intellectual property issues including copyright
- © symbol can be used without registration



What is a trade secret?

- Any information that derives economic value from not being generally known or ascertainable
- Can be formulas, patterns, compilations, programs, devices, methods, techniques or processes
- Protection stems from common law dating to the 1800's
- All states have some sort of trade secret protection
- Most laws based on the Uniform Trade Secrets Act



Intellectual Property (IP) Considerations for Your Business

Have you established the following IP programs to identify, protect, and use the IP that you develop?

- ☐ Invention Harvesting or Mining System
- ☐ Invention Disclosure System
- ☐ Licensing/IP Monetization Strategy
- ☐ Enforcement Strategy
- ☐ IP Portfolio Management System
- ☐ Trade Secret Theft Program

Have you thought about how you will deal with IP ownership in the following employment contexts?

- ☐ Former employees
- ☐ Current employees
 - Including those who may have multiple jobs or own their own business.
 - Including potential employees under a non-compete agreement
- ☐ Contractors
 - Work for Hire
 - Joint Developments

Have you thought about the IP rights you need to operate your business in the following con-

- | | |
|---|--|
| <input type="checkbox"/> Software licenses | <input type="checkbox"/> Intellectual Property licenses |
| <input type="checkbox"/> Joint Development Agreements <ul style="list-style-type: none">- With universities and non-profits- With Federal, state, and local governments- With other companies | <input type="checkbox"/> Procurement agreements and purchase orders with suppliers and vendors |
| | <input type="checkbox"/> Intellectual Property Insurance |
| | <input type="checkbox"/> Non-disclosure agreements |

Intellectual Property (IP) Considerations for Your Business

Have you looked at IP rights when you are purchasing or selling a company or a line of business?

- ☐ Transferred (received or sold) intellectual property assets and the associated rights
- ☐ Chain of title for the intellectual property asset
- ☐ Representations and warranties securing the intellectual property right
- ☐ Third party rights encumbering the intellectual property asset
- ☐ Software licenses and rights transferred with the software license

Are you working with a university or a government entity and have you considered IP ownership in the following context?

- ☐ Joint Development Agreements
- ☐ Government license and march-in rights
- ☐ Technology transfer ability
- ☐ Ownership of work developed by professors and students (undergraduate & graduate)
- ☐ Technology developed under secrecy orders

What are your intellectual property obligations for the software that you purchased or licensed?

- ☐ Audits and reporting requirements
- ☐ Usage of open source software
- ☐ Clickwrap Agreements
- ☐ Shrinkwrap Licenses
- ☐ Development projects and software code development with mix of new and licensed software

Strategic Steps for Protecting IP in SBIR and STTR Programs

- Early IP strategy development
- Negotiate IP clauses in contracts
- Plan for commercialization early on
- File for IP protection promptly



Can I patent my trademark
or copyright my patent?

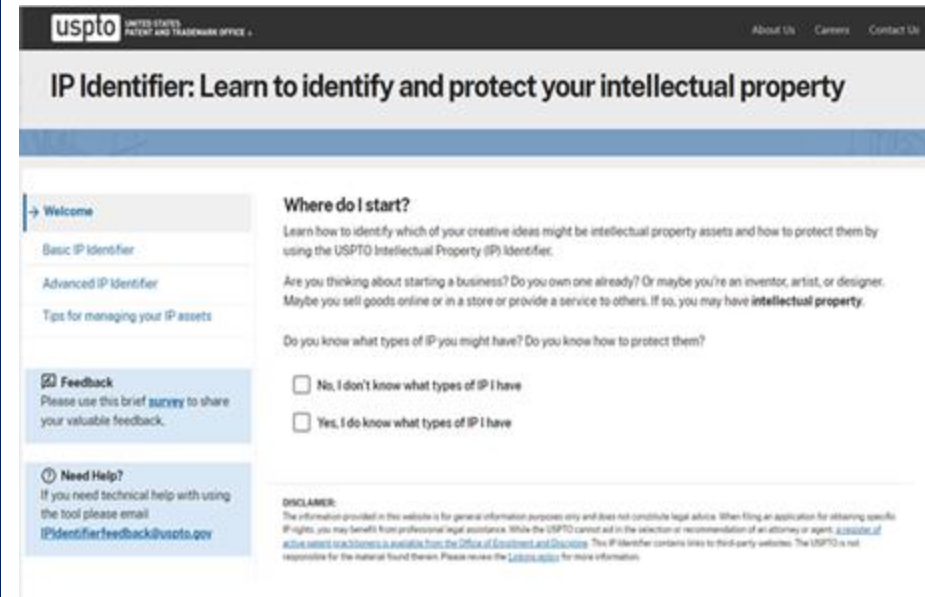
Intellectual property overview

	Utility patents	Design patents	Trade secrets	Copyrights	Trademarks
<i>What is protected</i>	Any new and useful process, machine, manufacture, or composition of matter	New, original, and ornamental design for an article of manufacture	Business-related information (formulas, techniques, information)	Original works of authorship fixed in a tangible medium, such as books, photos, music, fine art, graphic images, videos, films, architecture, computer programs	Marks that indicate the source or origin of goods or services
<i>Requirements</i>	Utility, novelty, and nonobviousness	Novelty and nonobviousness	Commercial value, generally not known, and reasonable efforts of secrecy	Original, authorship, and fixation in a tangible medium	Use in commerce and either distinctiveness or secondary meaning
<i>Protects against...</i>	Making, selling, offering for sale, and importing	Making, selling, offering for sale, and importing	Stealing	Copies, performances, displays, and derivative works	Use of a mark that causes the likelihood of confusion
<i>Endures until...</i>	Up to 20 years from the date of filing the first nonprovisional patent application	15 years from grant	Publicly disclosed	The life of the author + 70 years	Abandoned

Learn how to identify your type of IP

- The **IP Identifier** allows you to:
 - Identify your type of IP assets by answering six brief questions
 - Learn basic information about your identified IP
 - Save the information from your session and a tailored list of resources in a PDF format
 - Access links to other helpful information and resources

Find out more @ ipidentifier.uspto.gov



New module: Managing
your IP assets





A patent is a company's
most valuable form of IP.

Not always, here's an example:

1. Coca-Cola has one of the most valuable and well-known trademarks in the world. The Coca-Cola trademark is estimated to be worth more than \$84 billion, making it one of the most valuable brands in the world.
 2. To protect its trademark, Coca-Cola has taken several measures, including registering its trademark in more than 200 countries and taking legal action against companies that attempt to imitate or infringe on its trademark.
- Overall, Coca-Cola's trademark is essential to its brand identity and is crucial for its success. The company takes great care to protect its trademark and has maintained its distinct brand identity over the years.





The USPTO issues all IP
rights in the U.S.

The USPTO is America's innovation agency

Committed to:

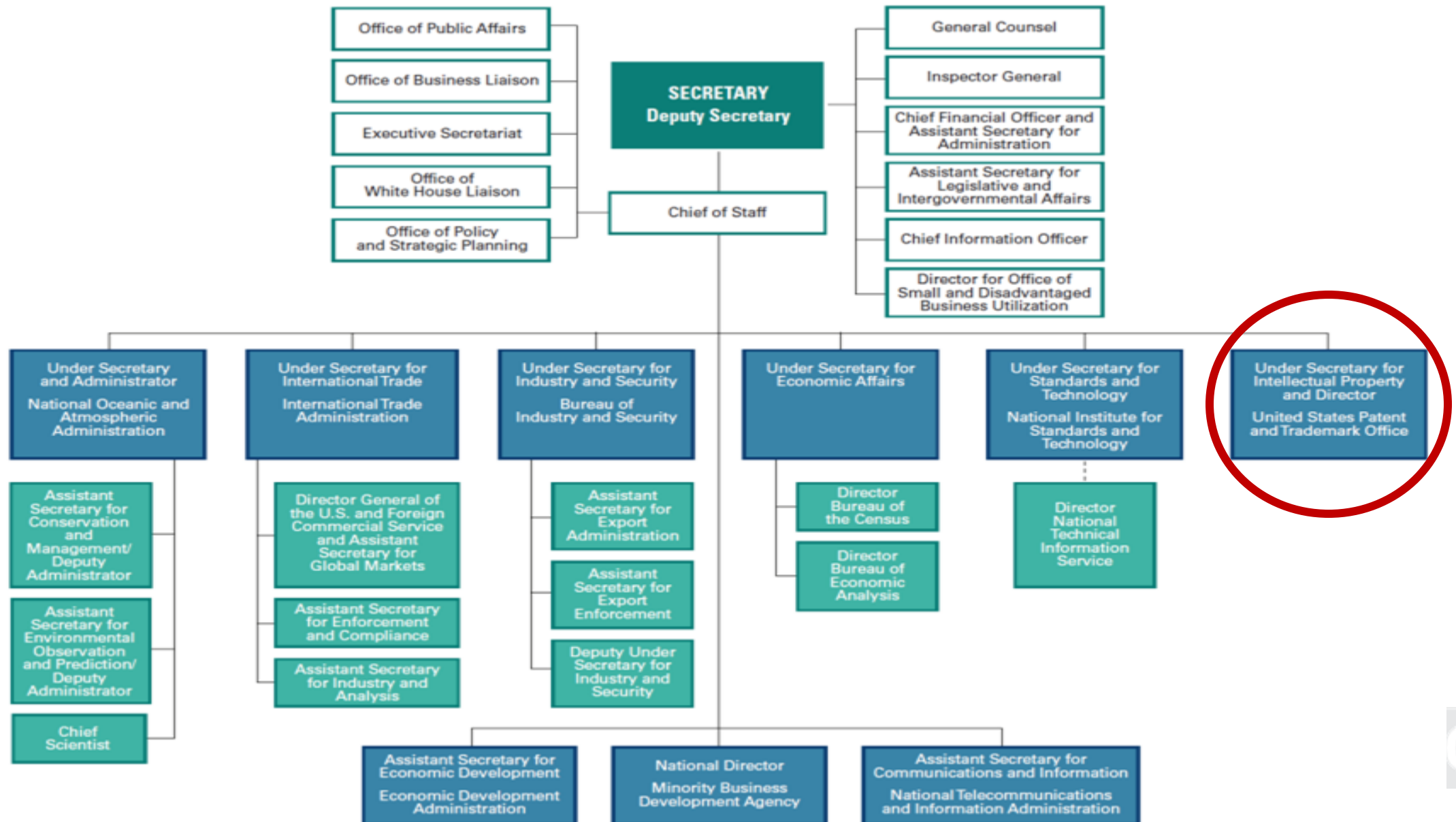
- Fostering innovation and economic growth
- Creating a reliable, predictable, and high-quality intellectual property (IP) system

uspto



*America's
Innovation Agency*

We're Part of the U.S. Department of Commerce!



The USPTO in FY 2024

14,078 employees

- 9,016 patent examiners
- 765 trademark examining attorneys
- 221 administrative patent judges
- 28 administrative trademark judges

Patents

- 663,591 applications filed
- 365,614 patents issued

Trademarks

- 767,297 trademark applications
- 338,854 certificates of registration

USPTO headquarters in
Alexandria, Virginia





An individual has to be a U.S. citizen and of legal age (an adult) to receive U.S. IP rights.

35 USC §101 Inventions patentable

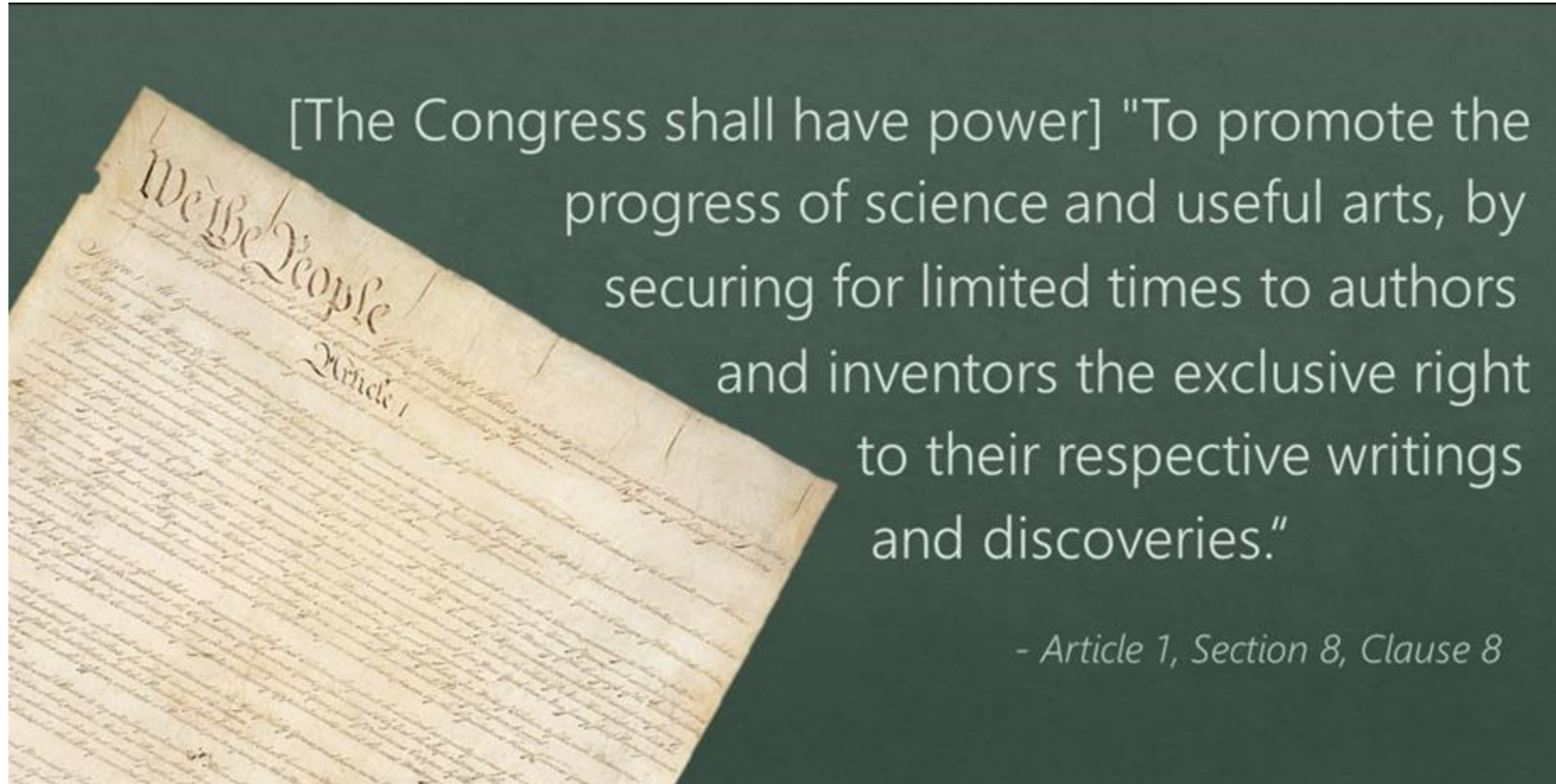
Whoever invents or discovers any new and useful process, machine, manufacture, or composition of matter, or any new and useful improvement thereof, may obtain a patent therefor, subject to the conditions and requirements of this title.





I can renew my patent to extend it's life, especially if I am still using it or going to use it.

IP rights found in the US Constitution





I have not seen my product
on stores shelves or the
internet. I am entitled to a
patent.

Patent and Trademark Resource Centers (PTRCs)

- PTRC program administers a nationwide network of public, state, and academic libraries designated to:
 - Disseminate patent and trademark information.
 - Support diverse IP needs to the public
- PTRC library representatives can:
 - Provide access to resources.
 - Explain application process and fee schedule.
 - Demonstrate patent and trademark search tools.
 - Offer classes on IP.
 - Assist to do historical research on patents and trademarks.
 - And much more.
- www.uspto.gov/ptrc



Attend free USPTO events



uspto UNITED STATES PATENT AND TRADEMARK OFFICE

Search uspto.gov

Patents Trademarks IP Policy Learning and Resources Find It Fast

Home About Us Events

Events

You are currently viewing events in all locations.

Timeframe: Future Events

All Topics 39

- General 19
- Patents 19
- Technical 0
- Trademarks 14

All Event Types 39

- Changes to Law and Policy 2
- Guidance / Training 28
- International Initiatives 0
- Public Events 38
- Speeches / Testimony 0
- Student / Parent / Teacher Programming 0

Continuing Legal Education

CLE CREDIT OFFERINGS

Attend Continuing Legal Education credit offerings across the country.

USPTO HOUR

Tune in to our series to learn more about the USPTO.

August		2025	
13	USPTO Hour: Patent Trial and Appeal Board updates	Virtual	12:00 p.m. ET
14	The Path to a Patent, Part V: Understanding the role of claims in a patent application	Virtual	2:00 p.m. ET
16	USPTO Career Day - postponed	Alexandria, VA US	9:00 a.m. ET
19	Learn the fundamentals of the patent application process	Virtual	9:00 a.m. ET
19	Trademark Basics Boot Camp, Module B: Question-and-answer panel	Virtual	2:00 p.m. ET
19	After Hours IP: Innovations on your schedule	Virtual	5:00 p.m. PT
20	Learn the fundamentals of the patent application process	Virtual	9:00 a.m. ET
21	Learn the fundamentals of the patent application process	Virtual	9:00 a.m. ET
21	The Path to a Patent, Part VI: Pursuing patent protection abroad	Virtual	2:00 p.m. ET
22	Federal trademark searching: Overview	Virtual	3:00 p.m. ET
27	USPTO Hour: Starting a career at America's Innovation Agency - Rescheduled	Virtual	12:00 p.m. ET

uspto.gov/events





I have a GREAT idea. I should tell everyone about it so they can give me feedback and maybe even invest in my idea.

Public Disclosures and Protecting Your U.S. Patent Rights

Public disclosures of your invention before you file a patent application may affect your ability to get a patent:

A public disclosure is exactly what it sounds like: discussing or disclosing your invention in such a way that the invention is available or accessible to the public. Examples of public disclosures include:

- ❖ displaying your invention at a trade show,
- ❖ posting your invention on the Internet
- ❖ offering to sell your invention
- ❖ a description of your invention in a newspaper or journal article, or
- ❖ publicly demonstrating your invention.

Under a grace period provided in U.S. patent law, an inventor may file for a patent within one year from the public disclosure of the invention (although foreign patent rights may be affected):

An inventor's public disclosure of his own work at a trade show, for example, made less than one year before he files his patent application would not preclude patenting of the disclosed invention.

An inventor's public disclosure of her invention made less than one year before she files her patent application may, in certain circumstances, prevent another person's later public disclosure of that same invention from being used to preclude the inventor's ability to patent her invention.

Protect your invention by filing a patent application before making any public disclosure; the grace period is not absolute protection against all public disclosures.

UNITED STATES
PATENT AND TRADEMARK OFFICE

uspto

File Your Patent Application As Soon As Possible!

Since 2013, the United States has operated under a first-inventor-to-file patent system. After completing your invention, protect it by filing your patent application promptly. Here's how earlier-filed patent applications could affect your ability to obtain a U.S. patent on your invention:

Filing First **Matters:**

Earlier-filed U.S. published applications* or patents by someone else, disclosing the same invention as yours, generally prevent you from obtaining a patent on your later-filed patent application – even if the earlier-filed application is published or patented after your application is filed.

*Such published applications include PCT and International Hague Design publications.

However, under U.S. patent law, an inventor might still be able to obtain a patent:

If the earlier-filed published application or patent is your own work, the earlier-filed published application or patent may not preclude patenting of your invention.

If you publicly disclose your invention before someone else files their application, and you later file your application, then the other's earlier-filed application (even if published or patented) may not preclude patenting of your invention.



www.uspto.gov

Ready for the next step? Consult our Web site or a patent professional for more detailed information on public disclosures and patenting your invention.





It takes years to get a
U.S. patent.

Utility, Plant, and Reissue (UPR) unexamined patent application inventory



Need a patent quicker?

- Track One: Prioritized examination
- Accelerated Examination – design only
- Petitions to Make Special: Age and Health
- Patent Prosecution Highway



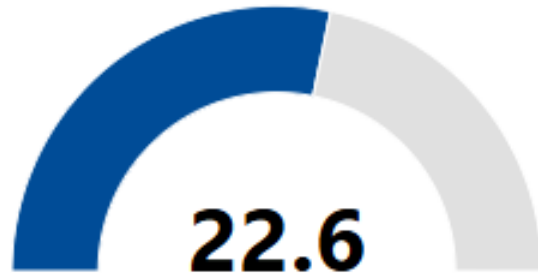
USPTO dashboards

- Patents
- Trademarks
- Patent Trial and Appeal Board
- Office of Policy and International Affairs

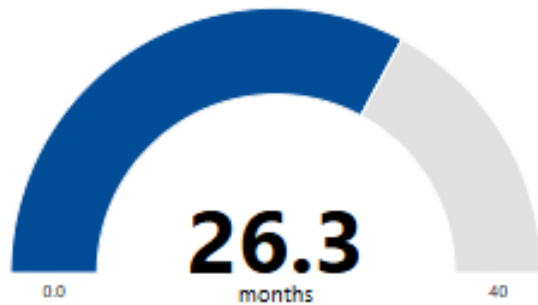


Patent dashboard

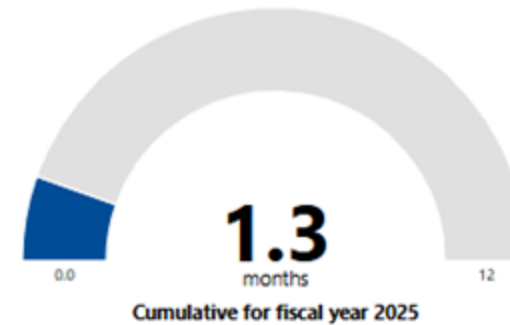
First Office Action pendency



Traditional total pendency

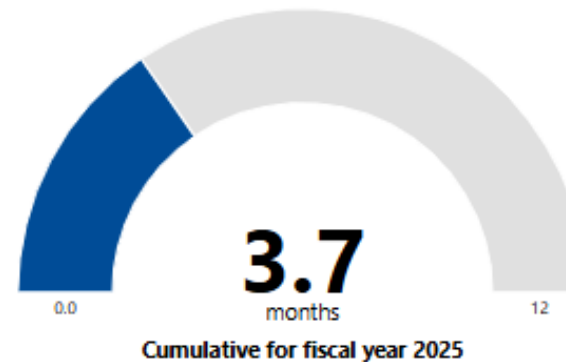


Track One Pendency From Petition Grant to First Office Action



Wow!

Track One Pendency From Petition Grant To Allowance



Double
Wow!



There is no way to cut the
cost of getting a patent;
patents are too expensive.

Reduced patent fees

Small Entity

- 60% reduction in most patent fees
- Must be an individual or
- A small business (less than 500 employees) or a non-profit organization

Micro-Entity

- 80% reduction in most patent fees
- Meet small entity requirement
- Filed no more than 4 previous applications
- Income not greater than 3x median income
- Not assigned to other than a micro-entity
- Inventions assigned to employer don't count against you

For more information on Micro Entity: <https://www.uspto.gov/patents/laws/micro-entity-status>



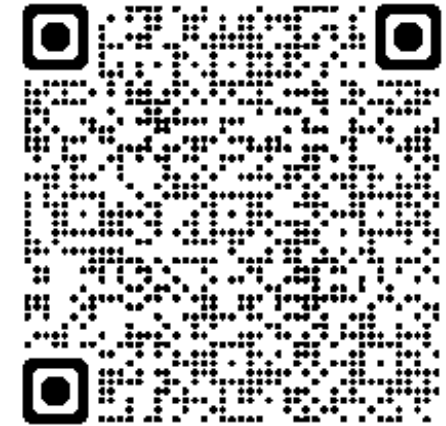
Provisional vs. Non-Provisional Patent Applications

Provisional	Non-provisional
<ul style="list-style-type: none">• Not examined or published• One year time limit• Only for utility patents• A low-cost way to establish an early effective filing date (priority date) in a non-provisional patent application with few formalities	<ul style="list-style-type: none">• Examined• Published 18 months from earliest filing date (unless a request for a non-publication at filing)• Can become a patent

Check out free legal assistance programs*

- **Patent Pro Bono Program** – a nationwide program matching financially under-resourced inventors and small businesses with volunteer patent practitioners to file and prosecute patent applications.
 - [uspto.gov/probonopatents](https://www.uspto.gov/probonopatents)
 - probono@uspto.gov
- **Law School Clinic Certification Program** – permits law students under the supervision of a participating law school clinic's supervisor to practice patent and/or trademark law before the USPTO while providing those services to applicants, *pro bono*.
 - [uspto.gov/lawschoolclinic](https://www.uspto.gov/lawschoolclinic)
 - lawschoolinformation@uspto.gov

**Applicant(s) are not charged for legal services, but must pay all USPTO fees and any additional costs that may arise*

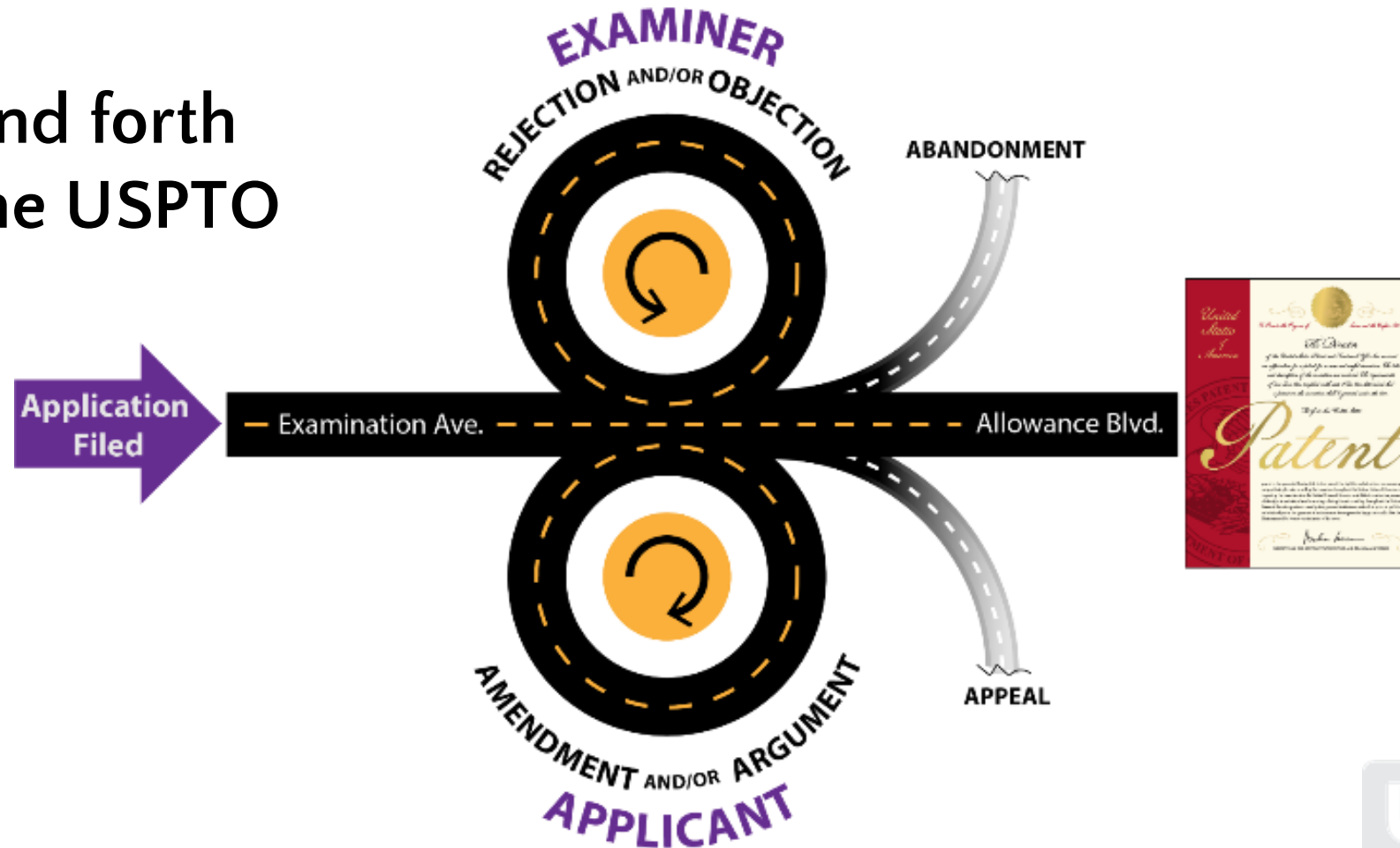




The USPTO sent me a communication about my patent application. In it, they rejected my patent claims. They hate my idea.

The patent application roadmap

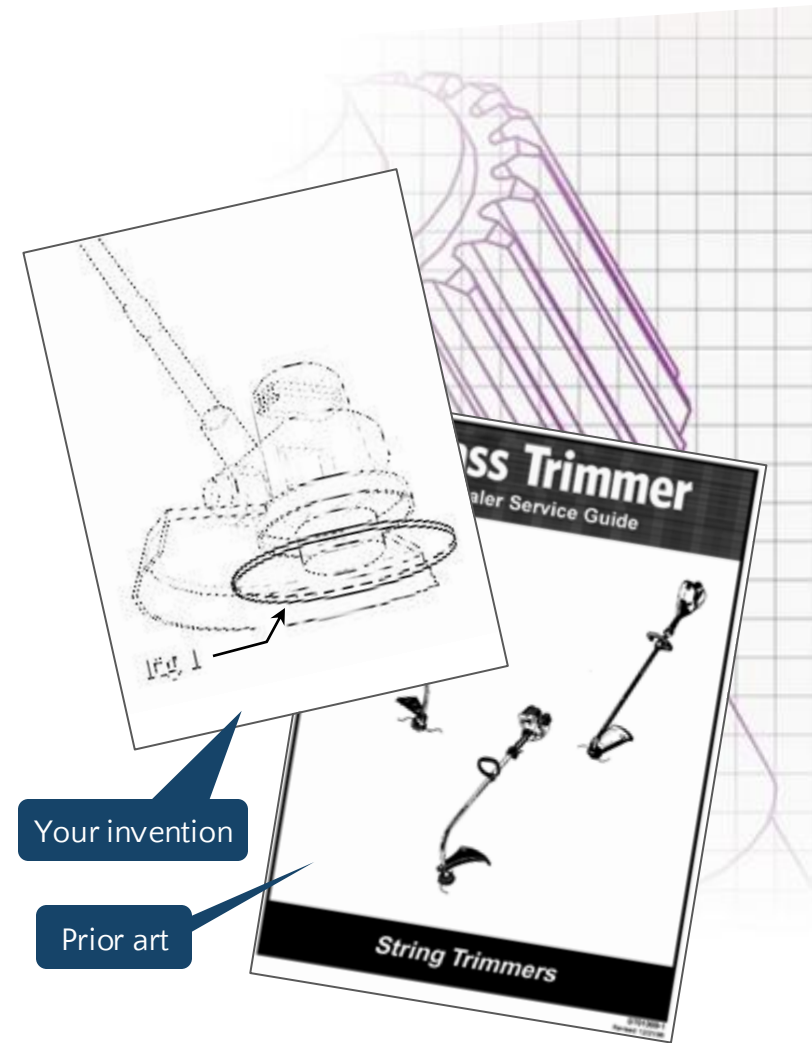
Back and forth
with the USPTO



Hurdles to Patenting

Is your invention:

- “Novel”: e.g., your invention is new, was not described in the prior art or known
- “Non-obvious”: e.g., the differences between your invention and prior art would not have been obvious to someone in that field
- Does it have “utility”: e.g., does it function as intended



What is NOT patentable?

- **Cannot Patent an Idea**
 - Must be able to be developed into a **new**, **nonobvious** and **useful machine, manufacture, process**, or **composition of matter** that can actually accomplish the task
- **Cannot Patent Natural Phenomena**
- **Cannot Patent Abstract Ideas**

Drafting and prosecution tips

		Need	Experience	Gap
Specifications	Having the inventive concept clearly set forth	8.07	5.06	3.0
	Having the specification clearly describe the referenced features in the drawings	7.89	6.88	1.0
	Having the Drawings show the inventive concept	7.83	5.94	1.9
	Having the "Detailed Description of the Invention" expand on the invention disclosed in the "Summary"	7.59	7.07	0.5
	Having the preferred embodiments described in detail	7.43	6.07	1.4
	Using clear terms and correct grammar and syntax	7.74	5.50	2.2
Claims	Having claims that are clear and correct in syntax and grammar	8.76	5.85	2.9
	Having independent claims that capture the same inventive concept disclosed in specification	8.59	4.77	3.8
	Having claim terminology that is highly correlated with language disclosed in the specification	8.23	5.92	2.3
	Having claims that are solely directed to the inventive concept (not broader than the inventive concept)	7.45	3.08	4.4
	Having a reasonable/manageable number of claims	8.74	4.97	3.8
IDS	Having all citations in IDS in English (translations are provided with submission)	7.53	3.91	3.6
	Having a reasonable/manageable number of references cited in IDS	7.88	5.37	2.5










A patent is a ticket to a
million dollars.

Access inventor and entrepreneur resources

- USPTO's hub for resources and information for inventors, entrepreneurs, and small businesses.

Inventor and entrepreneur resources

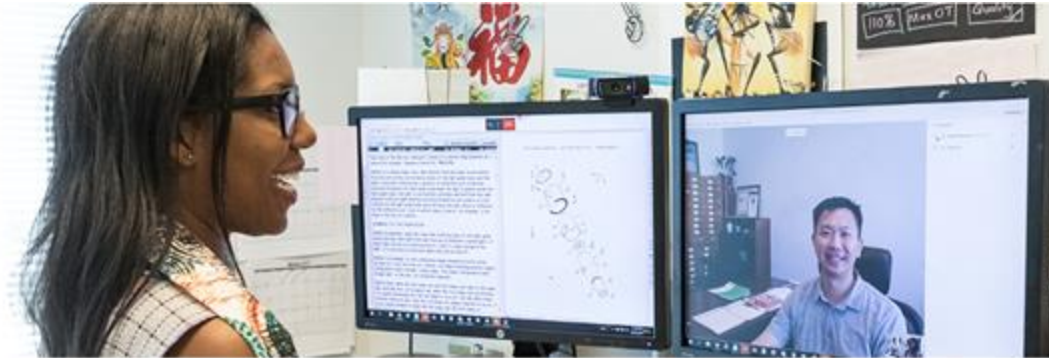
 Get started Learn about types of intellectual property (IP) and how to protect your idea or product. » Types of IP protection » Attend a free training » Patents basics » Trademark basics	 Before you apply Search existing patents and trademarks to find out if your idea is unique. If it is, create an account. » Search patents » Search trademarks » Create an account to apply	 Get help to apply Set yourself up for success by learning via USPTO's free resources and find expert help. » Find resources near you » Watch our videos » Find a patent attorney » Do I need a trademark attorney?	 Apply for IP rights Submit your application for a patent or trademark. See if you qualify for reduced patent fees. » Apply for a patent » Apply for a trademark » Costs to file » Reduced patent fees
 After you apply As your patent or trademark is examined you may need to take additional steps. » Check application status » Respond to a Patent decision » Prepare for a patent interview » Respond to a Trademark decision	 Appeal or fix an issue An applicant may petition a procedural rule or issue, or appeal a patent rejection or trademark refusal. » Learn about patent petitions » Learn about patent appeals » Learn about trademark petitions » Learn about trademark appeals	 Entrepreneur resources Learn about small business resources at the USPTO and other federal agencies. » Startup resources » License or sell your IP » Change patent owner » Change trademark owner » Other federal resources	 Protect yourself Don't be misled by false claims, scams, or companies saying you need their services. » Known patent scams » Known trademark scams » Register a complaint



uspto.gov/inventors



Access resources for startups



The USPTO's hub for startup resources can help you address the intellectual property (IP) challenges specific to startups, including securing funding and guarding against costly infringement litigation.

Here you will find practical information and useful tools, available from a wide variety of government agencies, including the [Small Business Administration \(SBA\)](#), the [Minority Business Development Administration \(MBDA\)](#), and [Small Business Development Centers \(SBDCs\)](#). These agencies can assist you at every stage of growing your business, from your initial idea to entering the global marketplace.



Protect IP rights

Guard your valuable work

You need to protect your IP if you want to succeed and attract investors.

- > [Access inventor and entrepreneur resources](#)
- > [Protect your IP in the U.S.](#)
- > [Protect your IP abroad](#)
- > [Fight costly counterfeits](#)
- > [Access IP training modules in five languages](#)
- > [Access resources for small and medium-sized enterprises](#)



Plan for success

Do your homework

Explore free government resources that can help you create a foundation for business success.

- > [Learn the steps to start your business](#)
- > [Find a MBDA Center in your state](#)
- > [Get free business counseling near you](#)



Find funding

Access capital

There are many sources of startup funding, including grants, loans, and different kinds of investors.

- > [Choose the right funding](#)
- > [Search federal grants](#)
- > [Learn about America's Seed Fund](#)
- > [Access SBA loans](#)



Engage experts

Get advice and assistance

Find mentors, partnerships, and technological assistance in your industry. Learn to navigate the domestic and international IP markets.

- > [Get free advice from business experts at SCORE](#)
- > [Get help with manufacturing your technology](#)
- > [Learn about IP protection in other countries](#)
- > [Utilize IP attachés to navigate the global market](#)

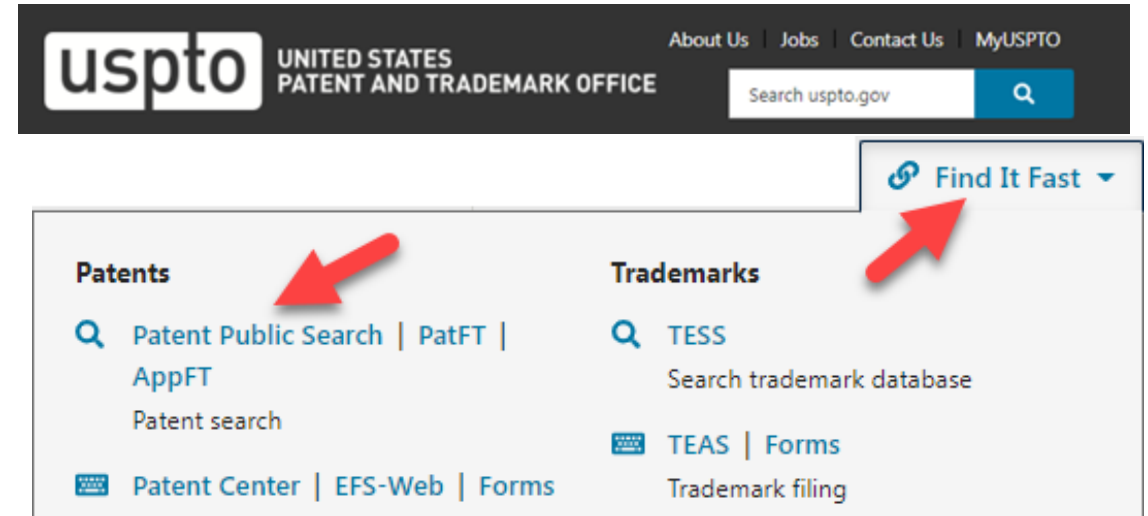


uspto.gov/startups



Patent Public Search

- Visit us at www.uspto.gov
- Patent Public Search — a web-based patent search application with modern interfaces that provide enhanced access to prior art.
- Click on Help, FAQs, and training materials to learn more.



Path to a Patent

- **Path to a Patent:** this free training series covers everything from intellectual property basics, to patent searching, to what you'll need to draft and submit your application.



 About	 IP starter toolkit	 IP training and events	 Speaker requests
 <p>Learn more about the AccessUSPTO mission to conduct customized education and outreach to participating national organizations and the public.</p> <ul style="list-style-type: none">> Mission statement> Meet the team	 <p>Discover existing intellectual property and entrepreneurial resources to get your members started in the right direction.</p> <ul style="list-style-type: none">> AccessUSPTO resources> Inventor and entrepreneur resources> Patent and trademark practitioners> Startup resources	 <p>Take advantage of the USPTO's many ongoing IP events and trainings that are designed for aspiring creators, entrepreneurs, and inventors.</p> <ul style="list-style-type: none">> Online Path to a Patent program> Online trademark basics Boot Camp> In-person patent and trademark boot camps for internet deserts> Browse all events	 <p>We welcome requests for USPTO executives to speak to the public about our priorities and initiatives. Please complete our speaker request form to start a request:</p> <p>Speaker request form</p>



The USPTO is hiring over
1000 patent examiners.

It Takes Skill to Recognize Ingenuity

A patent examiner is a federal employee who examines patent applications to determine whether or not a patent can be granted for new, cutting edge inventions. Your expertise can help to bring innovation to life. As an examiner, you will focus on analyzing advanced, complex concepts that ultimately protect American intellectual property (IP) and breakthrough inventions. Join us, and find out for yourself why the USPTO is a great place to work.



Put your hard work to work

You worked hard to earn a specialized STEM degree. Now use it for a mission-focused career that protects American innovation.



A mission-focused mindset

As you pursue your STEM degree, get involved as an intern at the USPTO, attend a recruitment event, follow us on social media and check out our USPTO Jobs page. Also, consider boosting your writing/communications skills.

Here are some steps you can take right now to position yourself for a future career as a patent examiner.

Grow your professional skills

Your STEM background will help you to investigate inventions and determine if they should receive patents. Through challenging work, your technical skills can grow.



Bring innovation to life

By granting patents as an examiner, you'll help businesses quickly move their innovations to market, creating new jobs and expanding commerce.



Impact lives and the economy

Many patents, like those in the health sector, can positively impact lives. You'll end your work day knowing that the patents you grant positively impact the U.S. economy.



Enjoy work-life balance & career satisfaction

Why choose anything less than a fulfilling job?

Do work that you are passionate about, in a culture of camaraderie, support, and growth.



Compensation

Most patent examiners start with the USPTO as a GS-7 or GS-9.



Basic Qualifications

To apply, you must be a U.S. citizen and also possess a minimum of a bachelor's degree in engineering, science, or related STEM fields.



Promotion Potential - Your Career, Your Way

You will have a well-defined career path that gives you specific milestones to reach for while advancing throughout your career. Patent examiners, based on their achievements, are noncompetitively promotable up to the GS-13 level!



Follow the USPTO on Social Media

www.facebook.com/uspto.gov



www.linkedin.com/company/uspto

twitter.com/uspto
twitter.com/usptojobs



www.uspto.gov/blog

www.youtube.com/user/USPTOvideo



www.instagram.com/uspto





Thank you!

Northeast Regional Outreach Office

Northeast@uspto.gov

571.270.7100

www.uspto.gov



MADS

Panel Discussion

Austin Check
Gerald Godbold
Joe Graben
Lu Lu