America’s Seed Fund powered by the National Science Foundation
What is America’s Seed Fund powered by NSF?

SBIR.STTR
What is America’s Seed Fund at NSF?

NSF:

• A government agency that supports fundamental research and education across all fields of science and engineering, currently with an annual budget of $8 billion

America’s Seed Fund at NSF:

• Awards $200 million per year to roughly 400 small businesses/startups

• Supports research and development of groundbreaking, high-impact, high-risk technology
Since 2012, America’s Seed Fund powered by NSF has made more than **2,500 awards** to startups and small businesses.

We award **$200 million** per year in funding to entrepreneurs across the country.

Since 2014, our awardees have had **70 exits** and have received **$3.5 billion** in private investment.

**293 COMPANIES RECEIVED PHASE I AWARDS IN FY17**

- Median number of employees = 3
- 64% of Phase I companies have been in business for 3 years or less
What is America’s Seed Fund at NSF?

NSF invests at earliest stage and highest risk, but most companies need other sources as well.

Resources Available ($)

- Discovery
- Development
- Commercialization

"Valley of Death"

Academia/"Garage"

Investors

Supplements

Phase I

Phase II

Industry

Investors
What is America’s Seed Fund at NSF?

**NSF SBIR/STTR INNOVATION MODEL**

- **Phase I**
  - Feasibility Research
  - $225K/6-12 mos

- **Phase II**
  - Research towards Prototype
  - $750K/24 mos

- **Phase III**
  - Product Development to Commercial Market

- **Private Sector or Non-SBIR Investment**
  - Third-Party Investment + 1:2 NSF Matching (up to $500K)

- **Federal Investment**
- **Taxes**
What is America’s Seed Fund at NSF?

Grants That Go Beyond Funding:

• Recipients receive training and mentorship in key business areas

• Connection to other disruptive entrepreneurs performing innovative R&D
  - Largest, most diverse network of such awardees in world

• Winning an SBIR/STTR award signals success to investors, partners and customers
Basic Qualifications

Who is eligible for funding?

For-profit organizations that are:

- **U.S.-based** (operating primarily in the United States)
- **More than 50% owned** by a U.S. Citizen or Legal Resident
- **Fewer than 500 employees**

More details: sbir.gov/faq
What We Don’t Fund:

- Basic research
- Projects lacking technical risk or innovation
- Incremental/evolutionary improvements to an existing product or service
- Projects where we don’t see a strong chance of commercial success – applies to the project AND the company
- Projects where our funding won’t move the needle – usually other ways to raise money
- Sales & marketing, customer/market discovery
Who/What We Do Fund:

- Innovations that have technical risk & potential for substantial commercial and societal impact
- R&D only – you will need to raise money for other activities
Our Portfolio

Portfolio

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Where to Look for Sensors Funding Information


Scroll down to IoT1. Sensors and Actuators subtopic
EXAMPLES OF RECENTLY FUNDED SENSOR COMPANIES
Plug-in to your hives
Non-invasive colony strength insights for high-quality pollination
ELIMINATING OVERHEATING IN STEAM BUILDINGS.

GET THE COZY FOR YOUR BUILDING!

Radiator Labs – (Phase II 1659038)
NO VILLAGE TOO REMOTE

SweetSense Inc. measures impact in global health programs

SweetSense (Phase II 1738321)
Chirp Microsystems (Phase II 1456376)

https://www.youtube.com/watch?v=_scojzi4Q24

Ultrasound 3-D sensing tech for improved gesture recognition - CES 2016

1,405 views
Kinetics (Phase II 1660093)

https://twitter.com/NSF/status/1004347164070473728
Arable (Phase II 1660161)

https://www.youtube.com/watch?v=BC7iQRir718&t=0s&index=27&list=PLGhBP1C7iC0kPp8yv2I3ZGk16LiMIlh

All-in-one weather and crop monitor delivers agricultural insight to farmers – CES 2018

688 views
IMPORTANT LINKS
Submission deadlines typically in June and December

Next deadline –

December 4th 2018
1. See what we fund

2. Determine eligibility

   Make sure your company meets these eligibility requirements

3. Get pre-submission feedback (optional)

4. Register with SAM.gov (required)

5. Review the solicitation

   Read the SBIR solicitation and the STTR solicitation, which includes everything you need to know about applying for funding.

6. Register your company

   If your company hasn’t worked with the government before, you’ll need to register with these systems. You MUST have completed your SAM registration BEFORE you can begin entering your proposal in FastLane. Start as soon as possible!
Complete Four Registrations!

1. Dun and Bradstreet Data Universal Numbering System (DUNS)
2. System for Award Management (SAM)
3. Research.gov
4. Small Business Administration (SBA) Company Registration

6. Register your company

If your company hasn’t worked with the government before, you’ll need to register with these systems. You **MUST** have completed your SAM registration BEFORE you can begin entering your proposal in FastLane. Start as soon as possible!
Research.gov and FastLane

- Register in Research.gov
  - SBIR/STTR proposals are not accepted in Research.gov
- Prepare and upload your proposal in FastLane
IMPORTANT LINKS
Useful Links

For applicants

If you’re interested in applying for funding, we encourage you to watch our videos, join us at an event, or reach out directly to our program directors to learn more about the program and what we hope to see in your proposal.

Review Guidelines

Read the Peer Review Guidelines to determine if your proposal fits the merit review or broader impacts criteria that we use to make funding decisions.

Q&A webinars

Thinking of applying for Phase I funding? Ask all your application-related questions during our Q&A webinars. Can’t make it to a webinar? Check out our videos covering program basics and what you need to know before applying. (We offer a PDF version of program basics too.)

Startup profiles

Get to know our awardees better — we’ve got video profiles of startups and small businesses that have received NSF funding.

FastLane guide

Before you start your application, take a look at our FastLane guide. This way, once the next solicitation opens, you’ll be ready to craft your application.

FAQ
Too early for SBIR/STTR Funding?

• If you have prior academic NSF funding...consider two other NSF programs:

![CORPS](image)

or

Partnerships for Innovation
Connect with America’s Seedfund @NSFSBIR

Funding and webinar announcements, news, and success stories

Online: https://seedfund.nsf.gov

Quarterly Update Listserv: Send a blank email to INNOVATION-SUBSCRIBE-REQUEST@listserv.nsf.gov

Twitter: @NSFSBIR

YouTube Channel: NSFInnovationIIP
Thank You!

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https://seedfund.nsf.gov/