



## Pennsylvania's Premiere SBIR/STTR & Federal Funding Assistance Program

### ***Building Synergies with SBIR/STTR***

**Presented to:**  
**The National Academies**  
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*Increasing Funding Leverage to Pennsylvania Small,  
Technology Businesses*

# IPart - Mission

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The Innovation Partnership (IPart) is a consortium of economic development and business assistance organizations located throughout the Commonwealth of Pennsylvania. Our goal is to help early-stage technology companies in Pennsylvania secure federal funding opportunities.

- We provide FREE high-level, pre-proposal SBIR/STTR technical reviews to clients;
- Opportunities for clients to receive Phase 0 proposal preparation grant funding to defray final proposal preparation costs; and,
- Training & Education opportunities for clients and Partner Staff.

# IPart Partners

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**4 Centers in PA + Statewide Office.** BFTP Invests risk capital in emerging technology-based enterprises and established businesses; and provides value add business-related services.



**18 Centers in PA.** Provides entrepreneurs with education, information and tools necessary to build successful businesses.



**Located in Philadelphia.** Provides wet and dry lab facilities, turnkey management services, and industry expertise to life science and technology, entrepreneurs and start-up companies.



**Life Science Greenhouse Centers in PA.** Regionally, provide direct early-stage investment, targeted business development services & connections to strategic partners.



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# IPart Partners – *contd.*



**Located Outside Philadelphia.** Specializes in idea stage of life sciences commercialization continuum. Programs, targeted to translational life sciences research and technology transfer, focused on technical risk reduction, commercial considerations and market intelligence.



**Penn State Hershey Tech. Dvp. Office.** Provides professional tech commercialization resources to the Milton S. Hershey Medical Center and Penn State COM to optimize the flow of innovation to the marketplace.



**Throughout PA.** Assists companies in identifying & accessing PSU faculty expertise & research centers, and works to foster University-industry research partnerships.



**Western PA & Works with Companies Throughout PA.** Facilitates commercialization of technologies developed by Univ. of Pittsburgh Health Sciences faculty.

# IPart Partners – *contd.*



**Greater Phila Region.** Commercialize tech created at Drexel for public good. Create and promote relationships between Drexel & faculty with industry and investment community. Promote economic development at the local, regional and national levels, & generate revenue.



**Statewide Support Foundation.** Provides strategic consultation, financial support, and access to an independent, private sector sounding board to vet and validate ideas that build a better PA.

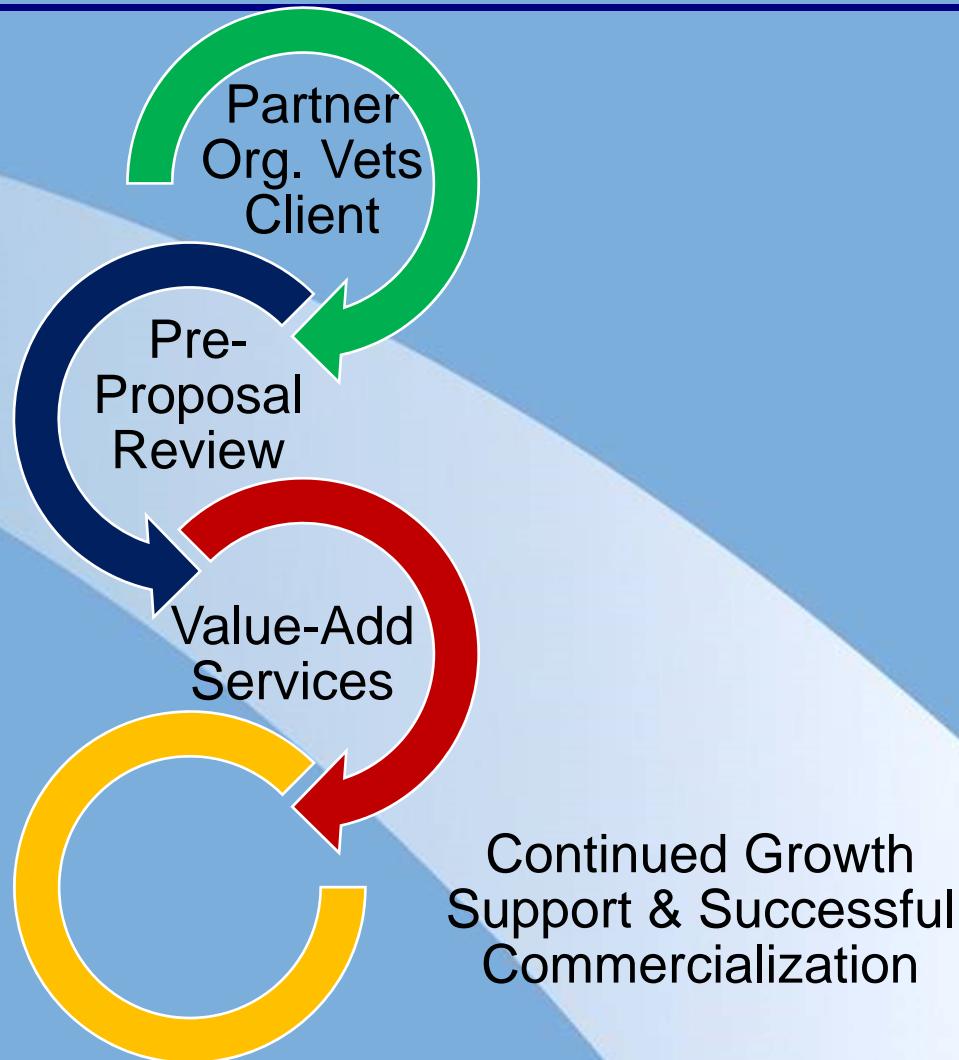


**PA DCED - BFTDA .** Investing in economic, community, & university-based innovation – Serving as a catalyst for growth & competitiveness for PA cos. and univ. through TBED initiatives including funding, partnerships, & support services.



**7 Centers in PA (MEPs).** Assists small & medium-sized manufacturing enterprises (SMEs) respond to changing markets, new technology and the competitive pressures.

# Synergistic Model of Tech Business Support



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# IPart Program Specifics

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- **MicroVoucher** - Client receives free Pre-proposal review & could be awarded up to \$3,000 is paid directly to a professional proposal consulting assistance.
- **MicroGrant** - Client receives free Pre-proposal review & could be awarded up to \$2,000 (*cash reimbursement*) to defray proposal preparation costs.
- **Federal Marketing Assistance (FMA)** - Client receives free Pre-proposal review & could be awarded up to \$10,000 (*cash reimbursement*) to defray proposal preparation costs for Phase II or advanced Federal Funding opportunity. **This award is repayable to the IPart if Federal Funds are Awarded.**
- **Travel & Training** - Clients who receive Pre-proposal review can request up to \$1,000 in reimbursement for any travel/training related directly to their federal proposal

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# IPart Accomplishments

As of 9/30/14

IPart Results (Spring 2003 – Present)	
Technical Reviews Provided:	<b>534</b>
MicroGrant Awards:	173 (\$525,000)
MicroVoucher Awards	90 (\$263,251)
Federal Marketing Assistance Awards ( <i>FMAs are for Phase II and other advanced Federal Funding Opportunities</i> )	43 (\$229,887)
Travel & Training Awards	28 (\$23,617)
SBIR Proposals Submitted:	<b>402</b>
SBIR Awards Received:	97
<b>SBIR Award Value To Date: (82 Phase I = \$12 M &amp; 15 Phase II = ~\$14.3 M)</b>	<b>\$26 M+</b>
<b>IPart SBIR/STTR Submission Win Rate (Compared to national average of between 14% - 17%)</b>	<b>24%</b>



# Thank You

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