



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

Building Synergies with SBIR/STTR

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*Increasing Funding Leverage to Pennsylvania Small,
Technology Businesses*



IPart - Mission

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



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.



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.

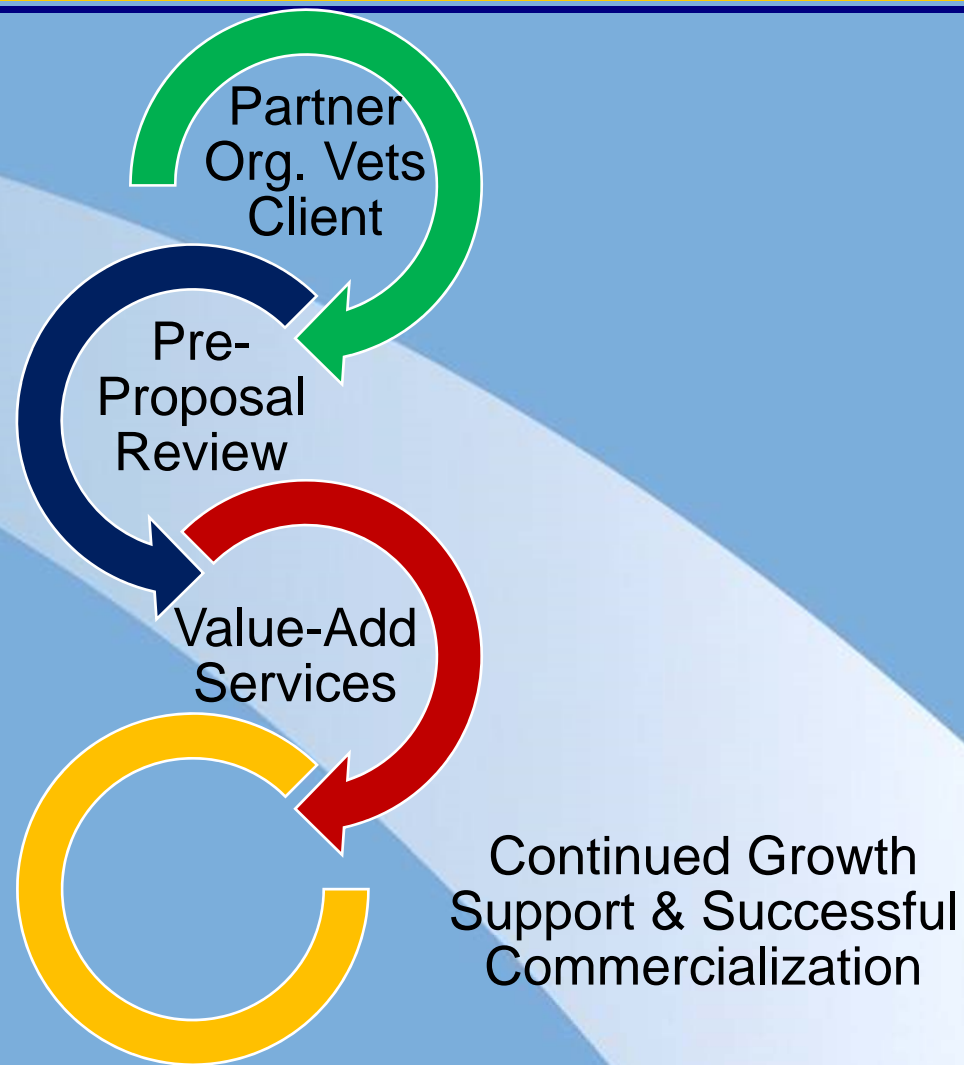


PA DCED - BFTDA . Investing in economic, community, & university-based innovation – Serving as a catalyst for growth & competitiveness for PA cos. and univ. through TBED initiatives including funding, partnerships, & support services.



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



IPart Program Specifics

- **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

IPart Accomplishments

As of 9/30/14

IPart Results (Spring 2003 – Present)

Technical Reviews Provided:	534
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:	402
SBIR Awards Received:	97
SBIR Award Value To Date: (82 Phase I = \$12 M & 15 Phase II = ~\$14.3 M)	\$26 M+
IPart SBIR/STTR Submission Win Rate (Compared to national average of between 14% - 17%)	24%



Thank You

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