

A School of Engineering Seminar San Francisco State University

Commercializing Academic Research: The US SBIR/STTR program for technology development



SF STATE

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Synopsis:

The Small Business Innovation Research (SBIR) Program was started in 1982 as a way for the US government to foster technological innovations in the marketplace. The program was originally intended to generate business activity out of academic research but is now open to any applicant. Each year, more than \$2.5B is allocated from multiple government agencies (NIH, NSF, NASA, DoD, etc.) in support of this mission. Uniquely, unlike traditional venture capital used to bolster start-ups, SBIR monies come with no payback requirement and no need to relinquish any part of company ownership. Businesses compete for this money in a competitive grant application process with success rates that range from 15% - 40%. Grants are reviewed by expert panels dominated by academics. In this presentation, I will present an overview of the SBIR program, the SBIR grant review process and provide tips on preparing effective proposals. I will also discuss the sister program, STTR.

Speaker Bio:

Patrick J. Rousche, Ph.D. Dr. Rousche was tenured in bioengineering at the University of Illinois at Chicago in 2008. His research in neural engineering was funded by NIH and NSF. He has served extensively as a proposal reviewer for the US SBIR/STTR program. Since 2010 he has been the managing founder of Ensis Scientific Consulting. Ensis is a consulting agency that assists academic-based engineering and life sciences start-up companies in preparing competitive SBIR/STTR applications for technology development.

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