

Inaugural AIR FORCE PITCH DAY

6-7 MARCH 2019 | NYC, NY

Helping Tomorrow's Companies Take Flight!

HOW CAN START-UPS BETTER USE SBIR?

The federal government sets aside funding of ~\$2.5B every year for innovative small businesses. This funding comes in the form of non-dilutive contracts of between \$50K and \$3M for U.S. companies with less than 500 employees. Additionally, if you receive one of these awards, you can now receive a sole-source contract from any federal agency. The process has recently been streamlined to attract more small businesses from around the U.S.

HOW TO COMPETE FOR AN AIR FORCE PITCH DAY SBIR

1. Register for SBIR systems online
<https://www.sbir.gov/tutorials/registration-requirements/tutorial-1>
 - 1A – Register for a DUNS number
<https://iupdate.dnb.com/iUpdate/companylookup.htm>
 - 1B – Register in Systems for Award Management (SAM)
<https://www.sam.gov/SAM/>
 - 1C – Register for a Small Business Association Small Business Concern ID number (SBA SBC ID)
<https://www.sbir.gov/registration>
 - 1D – Register at the DoD SBIR Site
<https://sbir.defensebusiness.org/user/register>
2. Find the topic you want to apply for
<https://sbir.defensebusiness.org/topics>
3. Read the instructions carefully for both the DoD and the Air Force
<https://sbir.defensebusiness.org/topics/instructions>
4. Read the Air Force SBIR training, and print and sign the last page
<https://www.afsbirsttr.af.mil/Portals/60/Pages/Phase%20I-II/SBIR%20Program%20Training%20for%20SBs%200318.pdf>
5. Write your five-page “technical volume”
<https://www.acq.osd.mil/osbp/sbir/docs/sample-phase1proposal.pdf>
6. Write your 15 page “pitch deck”
<http://afwerxdc.org/wp-content/uploads/2018/09/18.3-SBIR-Example-Pitch-Deck.pdf>
7. Submit your application
<https://sbir.defensebusiness.org/user/login/>