



Small
Business
Vouchers Pilot

ENERGIZING THE CLEAN ECONOMY

NASEO Annual Meeting

September 16, 2015



U.S. DEPARTMENT OF
ENERGY

National Laboratory
Impact Initiative



Pilot Impact



Mission

- To significantly increase the industrial impact of DOE national labs on the U.S. clean energy sector



Goals

- Increase small business accessibility to lab capabilities
- Broaden lab awareness of small business needs and technologies
- Encourage labs to develop new outreach strategies to showcase capabilities
- Align lab business practices with private sector timelines





DOE is making \$20M in vouchers available for use by small businesses at DOE laboratories.

- Funds for the SBV pilot will be provided directly to the laboratories to work with small businesses in areas that are consistent with EERE's mission.
- No funds will be transferred to the small businesses participating in the pilot.
- 20% cost-share required by small business

Anticipated volume: ~100 small businesses at ~\$175K/voucher

Small businesses can receive up to \$300K in assistance



Eligibility

- Must be a for-profit business with no more than 500 full-time equivalent employees worldwide
- Must be U.S.-based and U.S.-owned





Technical Areas

- Vouchers are limited to specific EERE R&D areas:
 - Advanced Manufacturing
 - Bio-energy
 - Buildings
 - Fuel Cells
 - Geothermal
 - Solar
 - Water
 - Wind
 - Vehicles



SMALL BUSINESS FACTS

Driving the spirit of innovation, entrepreneurship and individual initiative.



Source: Council on Small Businesses



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ENERGIZING THE CLEAN ECONOMY

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Water



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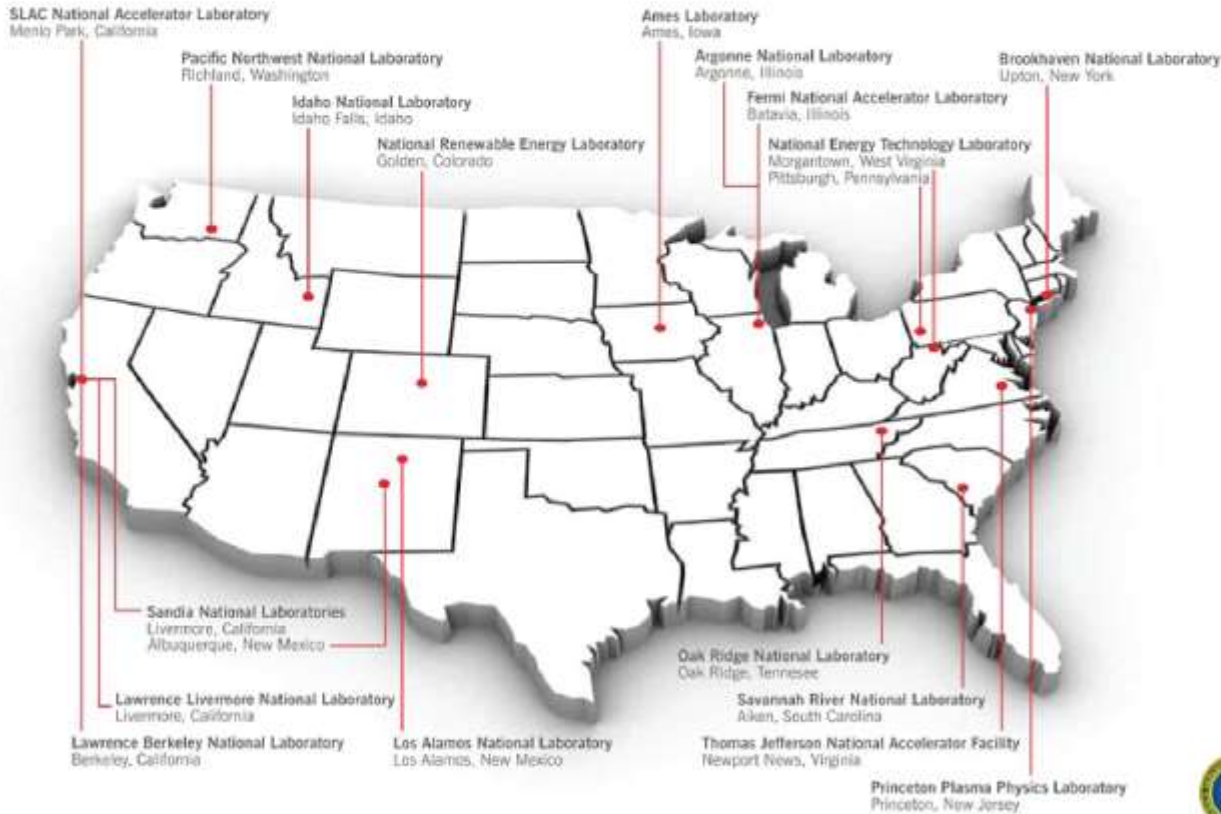
Vehicles

STEPS FOR SUCCESS



NATIONAL LABORATORIES

SBV connects private sector needs with corresponding laboratory science and technology capabilities.



\$20 million
in technical vouchers
from the national labs

Ranging from
\$50-300K
per small business
Each must provide
20% matching funds
or in-kind services



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- ✓ **Three rounds**
- ✓ **Three-month cycles
(target)**
- ✓ **Standard agreements**



Timeline - Round 1

15 weeks (excluding holidays in Round 1) cycle time from closing to signed agreement

- Sept 23, 2015** EERE announcement, Round 1 opens
- Oct 23, 2015** Round 1 closes
- Oct 28, 2015** Central Assistance Portal (NREL) matches requests to lead labs
- Nov 19, 2015** Lead labs complete merit reviews
- Dec 1, 2015** Labs brief EERE on preliminary recommendations/EERE approves
- Jan 7, 2016** Small businesses and Labs finalize SOWs, agreements
- Jan 22, 2016** EERE and DOE Site Office approve budget, scope

Individual vouchers have up to a 12-month period of performance

Evaluation metrics will be tracked for 5 years!

Merit Review Criteria

- Technical Merit (40%)
- Business & Market Impact (30%)
- Implementation & Deployment Approach (20%)
- Qualifications & Experience (10%)





How SBV Works



Sign up!

Visit
www.sbv.org
to sign up for updates.

**Open for Business on
September 23, 2015!**



Key Success Roles

We need YOUR help to help make this a success!

- Promote the Pilot www.sbv.org
- Tee up interest and awareness among your accelerators, incubators and clean tech/clean energy small businesses
 - Focus specifically on the technology areas of interest to DOE and with available funding
- Help small businesses from your state come up with the 20% cost share
- Give us feedback on what is working or not working for small businesses in your state



Questions & Contact Information

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