NASEO Annual Meeting
September 16, 2015
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 Vouchers Pilot


www.sbv.org

Small Business Facts

Driving the spirit of innovation, entrepreneurship and individual initiative.

- 23 million small businesses representing 99% of all employers
- account for more than 1/2 of all private sector jobs

Source: Council on Small Businesses

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.

Energizing the Clean Economy

Vouchers are limited to specific R&D areas:

- Advanced Manufacturing
- Bio-Energy
- Buildings
- Fuel Cells
- Geothermal
- Solar
- Water
- Wind
- Vehicles

Steps for Success

1. Confirm Your Small Business Meets Eligibility Requirements
2. Develop an Innovative Research Idea
3. Register Your Small Business by visiting the SBV website
4. Submit Your Request for Assistance Electronically
5. Labs Receive Requests
6. SBV Merit Review
7. DOE Evaluates Request and Approves/Rejects
8. Finalize Agreement
9. Begin Voucher Work
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
✓ 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%)
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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<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Organization</th>
<th>Email</th>
<th>Phone</th>
</tr>
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<tbody>
<tr>
<td><strong>Alecia Ward</strong></td>
<td>Leader, Program &amp; Business</td>
<td>Berkeley</td>
<td><a href="mailto:award@lbl.gov">award@lbl.gov</a></td>
<td>510-486-4540</td>
</tr>
<tr>
<td></td>
<td>Development</td>
<td>Laboratory</td>
<td></td>
<td>312-550-8460</td>
</tr>
<tr>
<td><strong>Jodi Bellacicco</strong></td>
<td>SBV Concierge</td>
<td>Berkeley</td>
<td><a href="mailto:jgbellacicco@lbl.gov">jgbellacicco@lbl.gov</a></td>
<td>510-486-5445</td>
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