

SBIR DIRECT-TO-PHASE II SUPPORT

Move directly to full technology development.

MNSBIR, Inc. provides no-cost strategic, hands-on support to help Minnesota startups and small businesses compete for federal R&D funding. We work with companies to define their innovation, align with agency priorities, strengthen proposals, and develop credible commercialization strategies that meet SBIR/STTR review criteria. Our guidance improves proposal quality, reduces common weaknesses, and helps firms navigate the federal funding landscape more effectively—including opportunities such as SBIR Direct-to-Phase II for companies with strong preliminary data. We routinely engage specialized experts to further strengthen technical, commercialization and financial components to further enhance the application. Our goal is to help companies secure non-dilutive funding, accelerate development, and bring innovations to market.

Cost: Free

Phase Eligibility: Startups and small businesses should be able to demonstrate prior research results supporting feasibility using non-federal funding, along with strong technical data that establishes Phase I equivalency. Applicants should also present a well-defined research plan and scope of work, as well as a credible commercialization pathway that outlines how technology will transition to the market. The firm will need to seek strong encouragement from the federal agency to start at this phase.

Participant Requirement: Accepted as a MNSBIR Catalyst Program participant.

Preparing a SBIR Direct-to-Phase II Proposal

SBIR Direct-to-Phase II proposals must demonstrate technical feasibility without a prior Phase I award.

This requires:

- Strong data demonstrating Phase I equivalency
- Clear proof-of-concept results
- A well-defined development strategy

1. Electronic Registrations

Ensure all federal registrations are complete and active for the agency you are applying to:

- UEI
- SAM.gov
- Grants.gov
- Research.gov
- eRA Commons
- DSIP
- PAMS
- ProSAMS

2. Demonstration of Feasibility

Applicants must demonstrate feasibility through:

- Academic collaborations
- Internal R&D
- Published research results
- Prototype development

The proposal should clearly show why Phase I feasibility has already been achieved.

3. Technical Objectives/Specific Aims

SBIR Direct-to-Phase II proposals typically focus on:

- Prototype development

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Technical Objectives/Specific Aims, continued from page 1

- Technology validation
- System integration
- Performance testing
- Preparation for commercialization

Objectives should be clear, measurable, and achievable.

4. Research Strategy / Scope of Work

Include:

- Experimental methods
- Data analysis approaches
- Milestones and success metrics
- Team responsibilities

A structured development plan is essential.

5. Commercialization Plan

SBIR Direct-to-Phase II proposals require a strong commercialization strategy, including:

- Market opportunity
- Competitive landscape
- Intellectual property protection
- Manufacturing strategy
- Potential partnerships

6. Budget and Justification

Budgets must align with expanded R&D and development activities.

Typical costs include:

- Personnel and researchers
- Consultants and subcontractors
- Equipment and prototyping
- Materials and supplies
- Testing and validation
- Indirect costs
- Technical and business assistance commercialization support

Contact MNSBIR: info@minnesotasbir.org | minnesotasbir.org

About Us

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