



## Grant Proposal Assistance Preferred Provider Listing

*Last Updated 9/27/19*

Preferred Providers are specialized federal grant writing, proposal editing and assistance professionals who have agreed to provide their services to the Innovation Partnership clients who have been awarded a [MicroGrant](#), [MicroVoucher](#) (Phase I assistance), or Federal Marketing Assistance (FMA Program - Phase II assistance) funding.

**These professionals should be contacted by IPart clients as early as possible, prior to a federal solicitation deadline in order to secure services.** All terms and conditions for securing proposal assistance from the providers are negotiated directly between the client and the Preferred Provider. See the [MicroVoucher Program Guidelines](#) for specifics about working with a Preferred Provider.

Please click on the Provider name to go directly to their annotated listing. More detailed information on each Provider is available either directly from their website or by direct contact.

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## Artemis Solutions

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Kathleen Czupich</b>                      Bucks County Biotechnology Center                      3805 Old Easton Road                      Doylestown, PA 18902                      Phone: (215) 489-4944                      Fax: (215) 489-4920                      Email: <a href="mailto:Kczupich@artemis-finance.com">Kczupich@artemis-finance.com</a>                      Web: <a href="http://www.pabiotechbc.org">www.pabiotechbc.org</a></p>	<ul style="list-style-type: none"> <li>■ Ms. Czupich has over 20 years' experience in business development, budgeting and all aspects of finance and grant administration. Prior to forming Artemis Solutions, Ms. Czupich was the CFO of the PA Biotechnology Center, Institute for Hepatitis and Virus Research and the Hepatitis B Foundation and was the point of contact for all NIH grants and other government funding totaling more than \$3m. Ms. Czupich was the founding administrator for the Institute for Hepatitis and Virus Research and the Pennsylvania Biotech Center and was integral in all aspects of the establishment, funding and growth of those organizations. Currently, Ms. Czupich is located at the PA Biotech Center and works with entrepreneurs in all aspects of business development and ongoing administrative support specializing in the submission and administration of SBIR grants.</li> <li>■ Ms. Czupich has extensive experience in the submission of SBIR grants to the Department of Defense (DOD) and the National Institutes of Health (NIH). Other submissions include competitive contracts and other grants with the DOD, NIH, Department of Education and Homeland Security. Specific areas of technology include all aspects of biotechnology including novel therapies, biomarkers and medical devices.</li> <li>■ Ms. Czupich holds a B.S. degree in Accounting from the Pennsylvania State University and an M.B.A. from Lehigh University, Bethlehem, PA.</li> <li>■ Services include grant preparation and review, budget compilation and justification, preparation of the electronic submission package, assistance in building research teams and accessing needed facilities, equipment and resources.</li> </ul>

## BBCetc

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Becky Aistrup</b>                      Managing Partner                      BBC Entrepreneurial Training &amp; Consulting                      12671 E. Old U.S. 12                      Chelsea, MI 48118                      Phone: (734) 930-9741                      Fax: (734) 930-6629                      Email: <a href="mailto:becky@bbcetc.com">becky@bbcetc.com</a>                      Web: <a href="http://bbcetc.com/">http://bbcetc.com/</a></p>	<p>BBCetc is nationally recognized for its expertise in the SBIR/STTR Grant Program. Clients requesting assistance with SBIR/STTR grants range from individual entrepreneurs and start-up companies submitting their first proposal, to companies seeking to increase the number of proposals awarded, to economic development organizations and universities, seeking broad-based grant assistance.</p> <p>BBC's comprehensive SBIR/STTR grant assistance program includes:</p> <ul style="list-style-type: none"> <li>■ Grant sourcing and identification of funding opportunities;</li> <li>■ Strategic planning to integrate grant funding with business strategy;</li> <li>■ Broad-based training ranging from grant basics to intensive proposal preparation;</li> <li>■ In-depth scientific, business and administrative proposal review; and,</li> <li>■ Post-award administration and grant management.</li> </ul>

## Bachner Vickroy Group

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Cheryl Vickroy</b>            3225 Conservancy Lane            Middleton, WI 53562            Phone: (608) 575-2378            Email: <a href="mailto:cvickroy@bachnervickroy.com">cvickroy@bachnervickroy.com</a>            Web: <a href="https://www.linkedin.com/in/cheryl-vickroy/">https://www.linkedin.com/in/cheryl-vickroy/</a></p>	<ul style="list-style-type: none"> <li>■ Principal, Cheryl Vickroy has extensive expertise (&gt;18 years) in acquiring over \$50M in Phase I and II SBIR/STTR funding for small businesses - from NIH, NSF (including Phase IIIB), USDA, Dept of Energy and Dept of Education, as a Consultant and a CEO/Director of 4 startups. She has experience leading and investing in high growth, early stage technology-based organizations and industry, with specialized expertise in Lean Startup and Performance Improvement/Performance Excellence.</li> <li>■ Ms. Vickroy serves as Startup Development Officer for National Council of Entrepreneurial Tech Transfer (NCET2) and has served as an SBIR reviewer.</li> <li>■ She is an Instructor in renowned, cross-disciplinary biotechnology education program at the University of Wisconsin-Madison, teaching a course she designed known as Commercialization Pathways.</li> <li>■ Cheryl previously led the Center for Technology Commercialization (CTC) the SBIR/STTR state support provider for Wisconsin. Services include: 1) seed funding procurement, 2) Lean Startup customer discovery, and business due diligence, and 3) operations management.</li> </ul>

## Brooks Consulting, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Philip Brooks</b>            113 American Way            Sewickley, PA 15143            Phone: (412) 356-5135            Email: <a href="mailto:philip@brooks-consulting.com">philip@brooks-consulting.com</a>            Web: <a href="http://www.brooks-consulting.com">http://www.brooks-consulting.com</a></p>	<ul style="list-style-type: none"> <li>■ Building on decades of experience in diverse industries and critical roles, Brooks Consulting LLC's staff brings both qualitative analysis and creative thinking to solving problems. Phil and Jan Brooks co-founded this management consulting firm in 1997, which offers complex interim management and strategy consulting services for <b>life sciences and IT companies</b>.</li> <li>■ The company's offerings include: business plan writing; technical writing support for grant applications and reports; grant budget development; strategic partner and investor introductions; presentation development and coaching; market research; and competitive analysis.</li> <li>■ Brooks Consulting, LLC provides strategic, financial and technical writing support for all phases of SBIR/STTR applications with the US Department of Health &amp; Human Services (NIH) and the DoD. The company has experience in submitting proposals through the competitive Rapid Innovation Fund Program and regional economic development grant programs, as well.</li> <li>■ Topic areas the company has assisted with grant proposal development and submission include: oculomotor tracking technology for battlefield testing of combat brain injuries, diabetic retinopathy, stem cells, cardiovascular monitoring, molecular medical imaging, nano-optic devices, oxygen concentrators, quantum dots, diabetic footwear, neural feedback devices, and software for translational medicine.</li> </ul>

## Cohen International

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Roger S. Cohen, President</b>            SBIR &amp; Government Contracting Consulting            3 Main Street, Suite 602            Nyack, NY 10960            Phone: (845) 358-8936            Fax: (845) 358-8937            Email: <a href="mailto:roger@rogercohen.com">roger@rogercohen.com</a>            Web: <a href="http://www.rogercohen.com/sbir">www.rogercohen.com/sbir</a></p>	<p>Cohen International provides expert SBIR proposal consulting and training services. Typical consulting arrangements include the following:</p> <p><b>SBIR Proposal Review Service</b>            Cohen will review your SBIR proposal and other submission documents and then provide:</p> <ul style="list-style-type: none"> <li>■ A written critique of the draft proposal.</li> <li>■ A telephone debriefing.</li> <li>■ A second review and written critique of your revised proposal draft.</li> </ul> <p>Work may be accomplished on an emergency or short-notice basis, subject to scheduling and availability.</p> <p><b>Full Proposal Writing Service</b>            Cohen is available to prepare, write and produce your entire SBIR proposal or other government contract proposal together with you.</p> <p><b>SBIR Coaching and Training Service</b>            Cohen will work with you on-site or by telephone, and review with you the SBIR solicitation and related materials. Cohen can provide services including a review of the SBIR program, initial proposal strategizing, and critiquing your draft proposal. We also provide training regarding any aspect of the SBIR process. Cohen will answer your questions and review any draft written materials you may have already prepared. Cohen can also review your business plan.</p>

## Eighteen Ventures

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Darrell Williams</b>            1831 NW 186<sup>th</sup> Street            Miami Gardens, FL 33056            Phone: (207) 347-1214            Email: <a href="mailto:Darrell@eighteenventures.com">Darrell@eighteenventures.com</a>            Web: <a href="http://www.eighteenventures.com">www.eighteenventures.com</a></p>	<p>Eighteen Ventures assists health technology entrepreneurs (e.g., engineers, physicians, nurses, researchers, inventors, technologists, scientists and non-medical, experienced healthcare industry professionals) turn their health technology concepts into successful small businesses using SBIR funding. By combining our expertise in market research &amp; analysis, business plan development &amp; business modeling, we help our clients secure new technology development funding through the National Institutes of Health (NIH) and the National Science Foundation (NSF) SBIR programs to produce innovative, market-driven, medical technologies or healthcare solutions.</p> <p>Mr. Williams, as experienced small business development professional, has been involved with assisting clients submit successful SBIR proposals since 1999. He successfully secured 3 SBA grants to assist Washington, D.C. area, small businesses and entrepreneurs learn how to acquire SBIR grants &amp; contracts.</p>

## Eva Garland Consulting, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Eva Garland</b>                      Eva Garland Consulting, LLC                      4242 Six Forks Rd.                      Raleigh, NC 27609                      Phone: (919) 961-8919                      Email: <a href="mailto:eva@evagarland.com">eva@evagarland.com</a>                      Web: <a href="http://www.evagarland.com/">http://www.evagarland.com/</a></p> <p><b>Molly Staton</b>, Client Relations Manager  <a href="mailto:molly@evagarland.com">molly@evagarland.com</a>                      (919) 825-1600</p>	<p>Eva Garland Consulting (EGC) assists small businesses in securing resources and building infrastructures to accelerate development of their innovative technologies. EGC was founded by Eva Garland, Ph.D., who was awarded over \$8M in grant funding, including 12 SBIR/STTR awards, as Vice President of Research &amp; Development for an early stage biotechnology company. Dr. Garland is also the author of "Winning SBIR/STTR Grants: A Ten Week Plan for Preparing your NIH Phase I Application" (available on Amazon.com). EGC's SBIR/STTR services include:</p> <ul style="list-style-type: none"> <li>■ Strategic identification of appropriate SBIR/STTR funding mechanisms.</li> <li>■ Registration with granting agencies, the SBA, and grants.gov.</li> <li>■ Preparation of grant proposal documents, including the Research plan, Commercialization plan, Budget and Justification, Sub-awards, Animal welfare and Human subjects sections, Facilities, and Biographical Sketches.</li> <li>■ Submission of grant application packages.</li> <li>■ Establishing a grant-compliant infrastructure once the award is issued.</li> <li>■ Ongoing grant-compliant bookkeeping and oversight.</li> </ul>

## GrantLuminous

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Abha A. Saini</b>                      GrantLuminous                      2 Norsham Way                      Collegeville, PA 19426                      Phone: 610-563-5475                      FAX: 484-831-5627                      Email: <a href="mailto:aasaini@grantluminous.com">aasaini@grantluminous.com</a>                      Web: <a href="http://www.grantluminous.com">www.grantluminous.com</a></p>	<p>The Special Grants Division at GrantLuminous provides comprehensive program development and grant consulting services to innovators seeking SBIR/ STTR awards. Ms. Saini is a Certified Grant Writer®, biomedical writer, and biologist with over 20 years of experience as a Senior Scientist developing and troubleshooting proof-of-concept studies within biomedical preclinical discovery R&amp;D across various sectors: small biotech, large pharmaceutical corporations, Federal government (DOD and VA), and academia. The company has experience assisting clients with SBIR/STTRs to all participating agencies.</p> <p>GrantLuminous offers specific combinations of services tailored to clients' needs, including:</p> <ul style="list-style-type: none"> <li>■ Grant-readiness Assessment &amp; Planning (Phase I &amp; Phase II SBIR / STTR Applications)</li> <li>■ Grantmaker (Agency) Research &amp; Solicitation Analysis</li> <li>■ Logic Modeling, Strategic Planning, &amp; Project Framework Development</li> <li>■ Incorporation of Technical Reviewer Feedback into Proposal</li> <li>■ Macroediting and Microediting</li> <li>■ Proposal Writing (all sections), including Letter of Intent (LOI) &amp; Executive Summary</li> <li>■ Budget Development and Justification</li> <li>■ Guidance / Development of Plans: Commercialization, R&amp;D, &amp; Grant Management</li> <li>■ SBC Registrations and Application Submissions</li> <li>■ Assistance with Agency Communications</li> </ul> <p>GrantLuminous' services align with the best practices, Professional Ethical Standards, and Code of Ethics of both the American Grant Writers' Association (AGWA) and the American Medical Writers Association (AMWA).</p>

## Greenwood Consulting Group, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Jim/Gail Greenwood</b>  Greenwood Consulting Group, Inc.  1150 Junonia  Sanibel Island, FL 33957  Phone: (239) 395-9446  Fax: (239) 395-9446  Email: <a href="mailto:g-jgreenwood@att.net">g-jgreenwood@att.net</a>  Web: <a href="http://g-jgreenwood.home.att.net">g-jgreenwood.home.att.net</a></p>	<ul style="list-style-type: none"> <li>■ Jim &amp; Gail Greenwood have been advocates of SBIR/ STTR since their origination because they saw the value and opportunity for small and start-up companies to get much needed capital for technology-based product development without the need to repay or give up equity for it.</li> <li>■ Consulting &amp; Proposal Reviews. The Greenwoods will not write a client's SBIR/STTR proposal for them, but can provide services ranging from initial proposal strategizing and brainstorming to critiquing a client's draft proposal. Jim and Gail conduct a variety of SBIR/STTR training sessions. Please consult their website to find out where and when their sessions will be held.</li> </ul>

## Tim Hayes Communications

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Timothy P. Hayes, President</b>  103 Yorkshire Drive  Pittsburgh, PA 15238  Phone: (412) 963-0794  Fax: (412) 963-0795  Cell: (412) 708-3501  Email: <a href="mailto:tjm@timothy-hayes.com">tjm@timothy-hayes.com</a>  Web: <a href="http://www.timothy-hayes.com">www.timothy-hayes.com</a></p>	<ul style="list-style-type: none"> <li>■ Mr. Hayes brings more than two decades of outstanding writing experience to SBIR/STTR clients. As president of Tim Hayes Communications, he works to effectively position organizations in the marketplace and to sources of grant funding through intelligent, well-reasoned and well-crafted proposal writing. Tim has worked directly with CEOs and other senior executives of major corporations, including Daimler-Chrysler, United States Steel Corp., Highmark Blue Cross Blue Shield, H.J. Heinz Company, PNC Financial Services Group Inc., Mellon Financial Corp., and the Pittsburgh Steelers to name a few.</li> <li>■ Mr. Hayes is a valued communications consultant to tech. numerous companies and organizations, including Applied Computational Technologies, Automated Systems in Aircraft Performance, Nexidiom, Advos IT, the Pittsburgh Life Sciences Greenhouse, Idea Foundry, Pittsburgh Technology Council, the Carnegie Mellon University Center for Technology Transfer and Enterprise Creation, and Innovation Works. Tim has written successful federal grant proposals on light crystals and visual data analysis for Crystalplex, Inc. and Ambint Inc.; two successful Pennsylvania companies.</li> </ul>

# InteliSpark, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Kirk Macolini, President</b></p> <p>Phone: (607) 277-1570            Fax: (845) 622-3599            Email: <a href="mailto:Kirk@InteliSpark.com">Kirk@InteliSpark.com</a>            Web: <a href="http://www.InteliSpark.com">www.InteliSpark.com</a></p>	<p>InteliSpark is a hands-on business development consulting firm specializing in securing non-dilutive funding for start-ups through the SBIR/STTR, and other government research funding programs. In 2002, InteliSpark founder Kirk Macolini started our predecessor company, Centurion Technology, to help the innovative companies compete for SBIR/STTR awards. InteliSpark was formed in 2016 to broaden the mission of providing assistance to include universities, venture capital firms, and economic development programs.</p> <p>We spend significant effort following trends in government research, analyzing government technology needs, and monitoring relevant legislative initiatives. We provide proposal coaching, proposal writing, and proposal critiquing services. Unlike many firms, we use a share shared-risk, shared-reward business model that tightly aligns our interests. We have a proven track record of securing non-dilutive research funding. InteliSpark President Kirk Macolini has been involved in over 300 successfully funded research proposals (primarily SBIR/STTR).</p> <p>InteliSparks services include:</p> <ul style="list-style-type: none"> <li>▪ Creating and identifying SBIR and non-SBIR funding opportunities;</li> <li>▪ Complete proposal development services; and,</li> <li>▪ Proposal coaching, review, and critique.</li> </ul>

# Jilka Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Joe Jilka</b></p> <p>Jilka Consulting            328d S Hertzler Rd            Elizabethtown, PA 17022            Phone: (979) 224-2698            Email: <a href="mailto:jjilka@verizon.net">jjilka@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Dr. Jilka has extensive experience in the submission of SBIR/ STTR grants to the National Institutes of Health (NIH). He has coordinated and submitted both Phase I and Phase II SBIR/STTR applications resulting in a successful Phase I grant. He also successfully managed the post award activities of this grant.</li> <li>• Dr. Jilka holds a Ph.D. in Biochemistry from the University of Illinois at Urbana-Champaign and has extensive experience in startup companies and the commercialization of university technologies.</li> <li>• Services include:           <ul style="list-style-type: none"> <li>▪ Assistance with setting up all Federal accounts for SBIR/STTR submissions.</li> <li>▪ Assistance and interaction with NIH program managers.</li> <li>▪ Grant preparation and review.</li> <li>▪ Budget generation and justification.</li> <li>▪ Preparation and electronic submission of the proposal package.</li> <li>▪ Assistance in accessing facilities, equipment and resources.</li> <li>▪ Post award management.</li> </ul> </li> </ul>

## Life Science Associates, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Lorraine Keller, Ph.D.</b> Principal 74 Stagecoach Rd. Pipersville, PA 18947 Phone: (215) 205-6084 Fax: (610) 294-9500 Email: <a href="mailto:lkeller11@epix.net">lkeller11@epix.net</a></p>	<ul style="list-style-type: none"> <li>■ Dr. Keller is cofounder and Exec. VP of Immunotope, Inc. a biotechnology company developing effective and targeted immunotherapies for treatment and prevention of cancer and infectious diseases. She has an extensive background in technology assessment, business strategy, business development, competitive intelligence and communications. She is a registered Patent Agent with the U.S. Patent Office.</li> <li>■ Dr. Keller is currently the Portfolio Manager for BioStrategy Partners, a non-profit Virtual Incubator providing strategic technical and business assistance to emerging life sciences companies in Pennsylvania, New Jersey and Delaware, including due diligence, corporate business and technical development assistance, investment preparation and workforce development.</li> <li>■ Dr. Keller has assisted with more than 10 Phase I &amp; Phase II SBIR &amp; STTR grant proposals <b>and resubmissions</b>, BAA contract proposals and pre-proposals to the NIH and DOD Agencies.</li> </ul>

## NC Fisher Research, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Nancy C. Fisher, PhD</b> Phone: (919) 932-1389 Cell: (919) 418-2225 Email: <a href="mailto:Contact@ncfisherresearch.com">Contact@ncfisherresearch.com</a> Web: <a href="http://www.ncfisherresearch.com">www.ncfisherresearch.com</a></p>	<ul style="list-style-type: none"> <li>■ Dr. Fisher holds a PhD (Genetics) from the University of North Carolina at Chapel Hill, has served as Principle Investigator on multiple NIH and Foundation grants; as reviewer on multiple NIH study sections; developed cell-based immune function assays, bioassays and immunoassays; developed PCR-based molecular biology technologies; held research leadership roles in start-up and large medical device companies; authored 21 peer reviewed articles in internationally recognized journals. Ms. Fisher is also a Project Management Professional (PMI) certified Member, American Association of Immunologists.</li> <li>■ Dr. Fisher can offer the following services to clients: Grant and Contract Writing; Grant Writing Seminars; Research Planning; BioAssay Development; Research and Innovation Management.</li> <li>■ Dr. Fisher, while specializing in Biomedical/Biotech research grant writing and research consulting, she also offers Department of Defense (DoD) Contract writing services.</li> </ul>



## Parmelee Consulting Group, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Kristen E. Parmelee, President</b>                      7362 Marla Drive                      Indianapolis, Indiana 46256                      Phone: (317) 491.5051                      Email: <a href="mailto:kris@parmeleeconsulting.com">kris@parmeleeconsulting.com</a>                      Web: <a href="http://parmeleeconsulting.com/">http://parmeleeconsulting.com/</a></p>	<p>Ms. Parmelee provides a range of SBIR/STTR proposal assistance:</p> <ul style="list-style-type: none"> <li>■ Final proposal review/critique, no editing</li> <li>■ Proposal assistance which includes review and 1 time on-screen editing and some verbal consultation</li> <li>■ Full proposal preparation assistance which may include actual electronic submittal.</li> <li>■ Experience with SBIR/STTR proposal applications for all federal agencies, specializes in NIH (Phase I and Phase II).</li> </ul> <p>Ms. Parmelee is commissioned by the State of Indiana's SBIR/STTR assistance program, to provide her services to clients referred to her by the state.</p>

## MarkAllen Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Mark Kunkel</b>                      1 Little Circle                      Lawrenceville, NJ 08648                      Phone: (609) 356-4763                      Fax: (609) 450-7828                      Email: <a href="mailto:ma-consulting@comcast.net">ma-consulting@comcast.net</a>                      Web: <a href="http://www.consultmarkallen.com">www.consultmarkallen.com</a></p>	<p>Mr. Kunkel provides early and established, small to mid-sized businesses, with all levels of technical writing, grant preparation, submission and management including account registrations, budgeting, research and business plan development, resourcing, forms preparation and submission. Mr. Kunkel also provides post-funding management, including budget optimization, facilities and laboratory management, strategic planning, risk mitigation, resource management and government liaison.</p> <p>With over 18 years' experience in biotechnology management and commercialization, from 3 person startups to greater than 500 employee public companies, Mr. Kunkel has supported and developed grant funded operations and product development projects through NIH, NIST/ATP/TIP, ORD programs and has developed NIH, NSF, BAA and PCORI proposals and contracts. Over the past 7 years Mr. Kunkel has managed over \$11 million dollars in grant funded projects including a multi-million dollar, 5 year NIST-ATP joint venture. Mr. Kunkel supports grant funded projects both regionally and nationally.</p> <p>Mr. Kunkel brings broad experience to grant-based projects, including technology and product development experience, intellectual property creation, biochemistry/process development and marketing/product management for newly developed and established products with both academic and commercial partners.</p>

## Red House Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Jocelyn Sheppard</b>                      524 E. Chestnut Street                      Washington, PA 15301                      Phone: (724) 413-1167                      Fax: (724) 223-8687                      Email: <a href="mailto:jocelyn@redhouseconsulting.com">jocelyn@redhouseconsulting.com</a>                      Web: <a href="http://www.redhouseconsulting.com">www.redhouseconsulting.com</a></p>	<p>Consulting services include:</p> <ul style="list-style-type: none"> <li>■ Proposal writing &amp; development strategy;</li> <li>■ Technology commercialization studies;</li> <li>■ Identification of funding opportunities; and,</li> <li>■ Commercialization strategy</li> </ul> <p>Ms. Sheppard has more than 20 years' experience as a researcher &amp; analyst, and over 10 years' experience in the field of technology transfer and commercialization. She holds an M.L.S. &amp; a Ph.D. in English from the SUNY Buffalo.</p> <p>While at the National Technology Transfer Center (NTTC), Dr. Sheppard designed and managed commercialization feasibility studies for new technologies belonging to commercial, federal and academic clients. Dr. Sheppard designed and presented workshops on technology transfer and commercialization for NASA Field Center and NTTC audiences. She has worked closely with scientists &amp; engineers to produce SBIR proposals, reports, and white papers. Her writing and editorial experience includes the preparation of documentation for NASA, DoD and other government business, and academic organizations.</p>

## Vincent M. Ross – SBIR Consultant

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Vincent M. Ross</b>                      9713 Rossetti Court                      Burke, VA 22015                      Phone: (571) 271-2713                      Email: <a href="mailto:Vinnier777@aol.com">Vinnier777@aol.com</a></p>	<p>Consulting services include:</p> <ul style="list-style-type: none"> <li>■ Direct and extensive experience with DoD, DARPA, &amp; NASA Programs;</li> <li>■ Technical &amp; cost proposal submissions;</li> <li>■ Identification of funding opportunities; and,</li> <li>■ Commercialization strategy.</li> </ul> <p>Mr. Ross has over 11 years SBIR experience with primary concentration in the DoD, DARPA and NASA programs. He offers expert/win oriented consulting services in all aspects of SBIR program orientation/training, implementation, concept development, strategic marketing/customer relations, technical and cost proposal submission, contract negotiations (Phase II &amp; III), project execution and commercialization in optimizing SBIR cost free product development financing.</p> <p>As SBIR Programs Manager for a small R&amp;D company awarded Phase I, II, and III SBIR contracts valued in excess of \$24M in successfully transferring three DoD/NASA technologies. Mr. Ross achieved a 90% Phase I win rate and 100% Phase II conversion rate.</p> <p>Under a Heinz Foundation grant to the Pittsburgh Technology Council (PTC), he developed and implemented a regional SBIR outreach program/symposium in working with over 22 high small businesses in SBIR program integration.</p> <p>Located in the Northern Virginia/DC Metro area, Mr. Ross has access to and maintains extensive relationships with the primary SBIR program and science &amp; technology managers within DoD/OSD, DARPA, and NASA.</p> <p>A June 2013 retiree of the Raytheon Corporation, Mr. Ross has over 30 years Federal contracts marketplace experience. As such he also provides expert end-to consulting to small business in all aspects of Federal contracting.</p>

## Rudolph Biomedical Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Natalie S. Rudolph, Ph.D.</b>                      144 Mile Hill Road                      Boylston, MA 01505                      Phone: (508) 869-2235                      Fax: (508) 869-2728                      Email: <a href="mailto:natalie@rudolphbiomed.com">natalie@rudolphbiomed.com</a>                      Web: <a href="http://www.rudolphbiomed.com">www.rudolphbiomed.com</a></p>	<ul style="list-style-type: none"> <li>■ Rudolph Biomedical Consulting works with client organizations to: identify potential non-dilutive funding sources; design research projects and write grant proposals to fund them. Over the last 14 years, these applications have turned more than \$23m in federal and foundation R&amp;D grants – quite a track record!</li> <li>■ Dr. Rudolph has over 20 years' experience in the biomedical industry, providing her with a broad perspective on bridging "cultural" differences between the worlds of academic and corporate science.</li> <li>■ Dr. Rudolph has experience with both the SBIR &amp; STTR programs, NIH basic research grants, Department of Defense (DOD) white papers, large multi-institutional collaborative grants and contracts, and philanthropic foundation grants.</li> <li>■ Dr. Rudolph's client services include planning, writing, and editing the technical plans and supporting documentation, including budgets and assisting to organize and manage the SBIR/STTR application process.</li> </ul>

## SBIR Resource Center

NAME/CONTACT INFO.	DESCRIPTION
<p><b>John Davis</b>                      SBIR Resource Center                      A division of JADE Research Corporation                      5 Linda Lane                      Severna Park, MD 21146-3234                      Phone: (410) 315-8101                      Fax: (410) 315-9560                      Email: <a href="mailto:SBIR@win-sbir.com">SBIR@win-sbir.com</a>                      Web: <a href="http://sbir.us">http://sbir.us</a></p>	<ul style="list-style-type: none"> <li>■ SBIR Resource Center receives, studies, and builds proposals for, every SBIR/STTR procurement package from every agency each year since 1993. Center associates have combined over 300 man-years of successful R&amp;D, technical project management and federal proposal experience; and they stay up-to-date through active membership in the Association of Proposal Management Professionals (the only organization for proposal professionals in the world).</li> <li>■ The states of MD, VA and others have contracted with them directly to provide SBIR/STTR products, training and direct consulting services to qualified firms (paid for or underwritten by the state). A number of states &amp; economic development organizations have purchased, and are successfully employing, libraries of these products to provide locally-sustainable, professional-grade outreach support for their small business clients. They have been approved as preferred "SBIR/STTR Service Providers" (products and services may be state funded) by the states of Kansas, Louisiana, Maryland, Virginia and Pennsylvania.</li> <li>■ The Center creates special, low-cost software proposal tools [SBIR-ToolKit(TM)], electronic forms [SBIR-Forms(TM)] and detailed guidance [SBIR-Advisor(TM)] products customized to match each and every one of the SBIR &amp; STTR solicitations every year – this makes them the ONLY providers in the entire nation working at this detailed level of expertise for ALL SBIR agencies. Other service offerings may be viewed on the Center's website.</li> </ul>

## SBIRTraining

NAME/CONTACT INFO.	DESCRIPTION
<p><b>John P. Ujvari</b>                      5106 Gable Ridge Drive                      Durham, NC 27713                      Phone: (919) 491-5465                      Email: <a href="mailto:john@sbirtraining.com">john@sbirtraining.com</a>                      Web: <a href="http://www.sbirtraining.com">www.sbirtraining.com</a></p>	<p>SBIRTraining is a consortium offering three main core competencies:</p> <ol style="list-style-type: none"> <li>1) SBIR/STTR programmatic <b>training online</b> via SBIRTraining.com,</li> <li>2) SBIR/STTR Phase 1 and Phase 2 SBIR/STTR <b>proposal consultancy</b>, and</li> <li>3) Business and <b>commercialization plan strategy</b> development.</li> </ol> <p>Lead by John Ujvari, an SBIR/STTR and Technology Commercialization specialist with 13 years of SBIR/STTR client expertise, our consortium is compiled of SBIR/STTR and commercialization experts:</p> <ul style="list-style-type: none"> <li>• Health care,</li> <li>• Biotechnology,</li> <li>• Pharmaceutical,</li> <li>• Medical devices,</li> <li>• FDA,</li> <li>• Software, and</li> <li>• Social sciences.</li> </ul> <p>Consortium members have participated on agency review panels and are known nationally for their expertise. All hold Ph.D and/or MBA degrees. Combined, consortium members have reviewed and/or participated in the development of over <b>150 SBIR/STTR proposals and commercialization</b> plans with strong success rates.</p>

## Science Answers, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Sandra Saouaf, PhD</b>                      41 Brooks Road                      Moorestown, NJ 08057                      Phone: (609) 304-1476                      FAX: (856) 273-6395                      Email: <a href="mailto:saouaf@scienceanswersllc.com">saouaf@scienceanswersllc.com</a>                      Web: <a href="http://www.scienceanswersllc.com">http://www.scienceanswersllc.com</a></p>	<p>Science Answers is a scientific consulting company providing services in scientific and medical writing and editing, project design, targeted grant funding searches, and scientific training for biotechnology clients.</p> <p><b>Services Include:</b></p> <ul style="list-style-type: none"> <li>• <u>Scientific &amp; Medical Writing &amp; Editing</u>: experienced in SBIR/STTR grant proposal writing and editing for NIH and DOD submissions, scientific writing of intellectual property. Preclinical and clinical research manuscripts. Targeted grant funding searches performed.</li> <li>• <u>Project Design</u>: strategic preclinical research project planning in cancer, immunology, and cell signaling discovery research and assay development.</li> <li>• <u>Training</u>: extensive laboratory research experience enables training of scientists in biochemistry, cell biology and animal research techniques</li> </ul> <p><b>Experience:</b></p> <ul style="list-style-type: none"> <li>• 19 years of professional scientific experience;</li> <li>• Authored and edited oncology, immunology and hematology manuscripts and NIH &amp; DOD grant proposals and US &amp; international patent applications;</li> <li>• Expert reviewer for NJ Commission on Cancer Research, Leukemia Research, Journal of American Society of Nephrology;</li> <li>• Member American Association for Cancer Research, Association for Women in Science;</li> <li>• Academic and industry research experience;</li> <li>• PhD, University of Pennsylvania School of Medicine, immunology; and,</li> <li>• BA with honors, Rutgers University, biochemistry.</li> </ul>

## Scheirer Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p><b>James Scheirer, Ph.D.</b>            Princeton, NJ 08540            Phone: (609) 951-8686            Email: <a href="mailto:jim@scheirerconsulting.com">jim@scheirerconsulting.com</a>            Web: <a href="http://www.scheirerconsulting.com">www.scheirerconsulting.com</a></p>	<p><b>Experience:</b></p> <ul style="list-style-type: none"> <li>■ More than 20 years as a senior administrator at NIH;               <ul style="list-style-type: none"> <li>• As Chief of the Review Branch for NHLBI, Dr. Scheirer was responsible for scientific review of applications and proposals.</li> <li>• As Deputy Director of the Division of Extramural Affairs, NHLBI, Dr. Scheirer was responsible for oversight of the Peer Review, Contracts Management, and Grants Management areas of NHLBI.</li> </ul> </li> <li>■ More than 5 years as Associate Dean for Clinical Research at Robert Wood Johnson Medical School, New Brunswick, NJ.</li> <li>■ Formal training in epidemiology and biostatistics</li> <li>■ Extensive publication and funding record.</li> </ul> <p><b>Expertise</b></p> <ul style="list-style-type: none"> <li>■ Experienced presenter of seminars and workshops on grantsmanship for NIH applications.</li> <li>■ Guidance on NIH policies and procedures.</li> <li>■ Proposal critiques of all NIH applications</li> <li>■ Proposal assistance in the areas of:               <ul style="list-style-type: none"> <li>• Clinical Research</li> <li>• Translational Research</li> <li>• Biostatistics</li> <li>• Epidemiology</li> </ul> </li> </ul>

## SciGro, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p><b>SciGrow, Inc.</b>  <b>Betsy M. Ohlsson-Wilhelm, Ph.D., CEO</b>            NorthEast Office            One Mifflin Place            119 Mt. Auburn St., Suite 200 N            Cambridge, MA 02138-5700            Phone: (617) 536-8455            Cell: (617) 791-4224 (answered during off hours only)            Email: <a href="mailto:bmow@scigro.com">bmow@scigro.com</a>            Web: <a href="http://www.scigro.com">www.scigro.com</a></p> <p><b>Katharine A. Muirhead, Ph.D.</b>            Chief Operating Officer            MidWest Office            510 Charmany Drive, Suite 175B            Madison, WI 53719-1235            Corp. Tel: (608) 441-2725            Direct Tel: (608) 824-9130            Fax: (608) 824-9381            Email: <a href="mailto:kmuirhead@scigro.com">kmuirhead@scigro.com</a>            Web: <a href="http://www.scigro.com">www.scigro.com</a></p>	<ul style="list-style-type: none"> <li>■ SciGro, is a biomedical consulting firm founded by Drs. Betsy Ohlsson-Wilhelm and Kathy Muirhead in 1996, helps small businesses translate scientific discoveries and early stage technologies into successful drugs, diagnostics, and medical devices. Together they have over 70 years of expertise in managing scientific projects and products in academia, pharmaceutical companies and start-ups. Services include: 1) assistance with product development planning and grants-based seed funding; 2) operations management for virtual companies; and 3) scientific due diligence.</li> <li>■ Since its inception SciGro has assisted a wide variety of companies in applying for SBIRs at the Department of Agriculture, the Department of Defense, the National Science Foundation, and the National Institutes of Health. SciGro is especially well positioned to help with preparation and/or pre-review of any and all portions of SBIRs directed to the NIH because over the past 20 years Betsy has served on or chaired a variety of NIH committees reviewing BRPs, P01s, P41s, R01s, R21s, R41s and R42s (STTRs), R43s and R44s (SBIRs), and S10s.</li> </ul>

# Tier Seven R&D

NAME/CONTACT INFO.	DESCRIPTION
<p><b>Tier Seven R&amp;D</b> <b>Eric Hanson</b> 15490 NW Norwich Street Beaverton, OR 97006 Phone: (503) 747-7326 Cell: (617) 791-4224 (answered during off hours only) Email: <a href="mailto:eric@teir7.us">eric@teir7.us</a> Web: <a href="http://www.tier7.us">www.tier7.us</a></p>	<ul style="list-style-type: none"><li>■ Tier Seven assists small businesses in securing non-dilutive funding to accelerate and innovate biomedical technologies. We focus on DoD funding opportunities. Dr. Hanson is a former Air Force physician and Division Chief of Science &amp; Technology for the Air Force Medical Service.</li><li>■ Proposal review services include biomedical grant review, grant editing, development of military-specific terminology/narrative, identifying DoD collaborators, and assistance in building research teams. Deliverables will include a review and critique of the initial draft proposal, a telephone debriefing, and a second review and written critique of the revised proposal draft.</li></ul>