



Grant Proposal Assistance Preferred Provider Listing

Last Updated 1/11/22

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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[Tier Seven R&D](#)

Artemis Solutions

NAME/CONTACT INFO.	DESCRIPTION
<p>Kathleen Czupich Bucks County Biotechnology Center 3805 Old Easton Road Doylestown, PA 18902 Phone: (215) 489-4944 Fax: (215) 489-4920 Email: Kczupich@artemis-finance.com Web: www.pabiotechbc.org</p>	<ul style="list-style-type: none"> ■ Ms. Czupich has more than 30 years of demonstrated accomplishment as a senior executive in the medical research industry and in business development including vast experience in mergers and acquisitions, technology valuations, and due diligence efforts, including 12+ years working in the application and administration of research grants from the National Institutes of Health, with a particular expertise in the area of small business grants. She has submitted applications in the therapeutic areas of infectious disease, oncology, Alzheimer's disease, stroke, epilepsy, and Parkinson's disease. She has extensive business development experience in the discovery and development of therapeutics, diagnostics for cancer and infectious diseases as well as medical devices. She contributed to 27 companies that have received SBIR funding. Technologies from 8 of those companies have received SBIR Phase II awards, follow-on third party investments or licensing agreements to commercial parties. 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. ■ Specific areas of technology include novel therapies, diagnostics, and medical devices. ■ Ms. Czupich holds a B.S. degree in Accounting from the Pennsylvania State University and an M.B.A. from Lehigh University, Bethlehem, PA. ■ 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.

BBCetc

NAME/CONTACT INFO.	DESCRIPTION
<p>Becky Aistrup Managing Partner BBC Entrepreneurial Training & Consulting 18650 W. Old U.S. 12 Chelsea, MI 48118 Phone: (734) 930-9741 Fax: (734) 930-6629 Email: becky@bbcetc.com Web: http://bbcetc.com/</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"> ■ Grant sourcing and identification of funding opportunities; ■ Strategic planning to integrate grant funding with business strategy; ■ Broad-based training ranging from grant basics to intensive proposal preparation; ■ In-depth scientific, business and administrative proposal review; and, ■ Post-award administration and grant management.

Bachner Vickroy Group

NAME/CONTACT INFO.	DESCRIPTION
<p>Cheryl Vickroy 3225 Conservancy Lane Middleton, WI 53562 Phone: (608) 575-2378 Email: cvickroy@bachnervickroy.com Web: https://www.linkedin.com/in/cheryl-vickroy/</p>	<ul style="list-style-type: none"> ■ Principal, Cheryl Vickroy has extensive expertise (>20 years) in acquiring over \$100M 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. ■ Ms. Vickroy serves as Startup Development Officer for National Council of Entrepreneurial Tech Transfer (NCET2) and has served as an SBIR reviewer. ■ 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. ■ 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.

Brooks Consulting LLC

NAME/CONTACT INFO.	DESCRIPTION
<p>Philip Brooks 113 American Way Sewickley, PA 15143 Phone: (412) 356-5135 Email: philip@brooks-consulting.com Web: http://www.brooks-consulting.com</p>	<ul style="list-style-type: none"> ■ 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. ■ The company's offerings include: assistance with the company registration process, customized templates for your project (e.g., overall plan, budget, budget justification, data mgmt. plan, letters of support), help with online proposal submission process, proposal layout/formatting requirements, intro to potential consultants, partners, & funders to strengthen your submission, market research & competitive analysis, and proposal editing to create a clear & compelling submission. ■ Brooks Consulting has worked as a grant consultant for SBIR/STTR Phase I, Phase II, Fast Track, Broad Agency Announcement, Partnerships for Innovation (PFI) Program, Rapid Innovation Fund, i6 SBIR supplement and Commercialization Accelerator/ Assistance Program proposals. Submitting to six agencies (DoD, DOE, DOT, ED, NIH, NSF), our work has resulted in a 60% success rate with awards totaling almost \$9 million in grants to our clients. ■ See our website for client testimonials and examples of proposal wins.

Cohen International

NAME/CONTACT INFO.	DESCRIPTION
<p>Roger S. Cohen, President SBIR & Government Contracting Consulting 3 Main Street, Suite 602 Nyack, NY 10960 Phone: (845) 358-8936 Fax: (845) 358-8937 Email: roger@rogercohen.com Web: www.rogercohen.com/sbir</p>	<p>Cohen International provides expert SBIR proposal consulting and training services. Typical consulting arrangements include the following:</p> <p>SBIR Proposal Review Service Cohen will review your SBIR proposal and other submission documents and then provide:</p> <ul style="list-style-type: none"> ■ A written critique of the draft proposal. ■ A telephone debriefing. ■ A second review and written critique of your revised proposal draft. <p>Work may be accomplished on an emergency or short-notice basis, subject to scheduling and availability.</p> <p>Full Proposal Writing Service Cohen is available to prepare, write and produce your entire SBIR proposal or other government contract proposal together with you.</p> <p>SBIR Coaching and Training Service 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>

E.B. Howard Consulting, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p>Christine E.B. Howard, President 550 N Brailey Ave., Suite #1696 Amherst, NY 14226 Phone: (716) 939-1601 Email: christine@ebhoward.com Web: www.ebhoward.com</p>	<p>E.B. Howard Consulting is a full-service non-dilutive funding firm that specializes in the following 3 services for our clients:</p> <ul style="list-style-type: none"> ■ Locating non-dilutive funding, ■ Proposal preparation, and ■ project/program evaluation services. <p>E.B. Howard Consulting is a certified Women-owned Small Business in NYS, NYC, and SBA.</p> <p>Christine E.B. Howard, Founder & CEO, has served as an NSF I-corp mentor, SBA SCORE mentor, startup advisor, pitch competition judge, grant reviewer, and project/program evaluator.</p> <p>Our team has extensive experience with federal grant proposal preparation including, but not limited to, NIH, DOD, DoEd, NSF, FDA, BARDA, and more with a specific focus on SBIR/STTR (Phase I, Phase II, and FastTracks). We pride ourselves on providing high-quality proposals that are given deep consideration by reviewers and that are ultimately funded. Our team has secured well over \$65M+ in non-dilutive funding sources such as NIH, DOD, DoEd, NSF, FDA, BARDA, and more. Awards range from \$50,000 to \$5,000,000 per project.</p>

Eighteen Ventures

NAME/CONTACT INFO.	DESCRIPTION
<p>Darrell Williams 1831 NW 186th Street Miami Gardens, FL 33056 Phone: (786) 489-5676 Email: Darrell@eighteenventures.com Web: www.eighteenventures.com</p>	<p>Eighteen Ventures (EV) provides consulting services to startups and small firms nationwide. Our targeted clients are health technology, medical device/MedTech, biomedical, biotechnology health companies.</p> <ul style="list-style-type: none"> ■ Our consulting services include National Science Foundation (NSF) Small Business Innovation Research (SBIR) Phase I & II funding proposal development, business modeling development, and private sector early-stage fundraising strategy development. ■ We host ConnectWithCapital™, a quarterly virtual pitch event designed to bring together SBIR program health technology, biomedical, biotechnology healthcare, and MedTech/medical device project winners and private sector early-stage investors. <p>As an experienced small business development professional, Mr. Williams has been involved with the SBIR program since 1999. He successfully secured three Small Business Administration (SBA) grants to help Washington, D.C. area small businesses and startups acquire SBIR grants & contracts.</p>

Eva Garland Consulting, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p>Eva Garland, Ph.D. Eva Garland Consulting, LLC 4242 Six Forks Rd., Suite 900 Raleigh, NC 27609 Phone: (919) 825-1600 Email: info@evagarland.com Web: http://www.evagarland.com/</p> <p>Penni Robbins-Boone, BD & Sales Manager penni@evagarland.com (919) 825-1600</p>	<p>Eva Garland Consulting (EGC) specializes in identifying and securing resources to support scientific advancement. Our team of 30+ Ph.D. Scientific Consultants provide customized strategies for obtaining SBIR/STTR funding from all 12 participating Federal agencies. Our bestselling books on Winning Phase I and Phase II SBIR/STTR Grants (available on Amazon.com) has helped thousands of companies navigate the complex process of preparing and submitting highly competitive proposals. In addition to our expertise in grant proposal preparation, our team provides expertise in evaluating scientific plans of work, forming collaborations with academic and industry partners, and developing business and commercialization strategies. Once clients receive grant funding, our team of Grant Accounting and Compliance specialists help them properly manage the funding they have been awarded. Our services include:</p> <ul style="list-style-type: none"> ■ Strategic identification of appropriate SBIR/STTR funding mechanisms. ■ Registration with granting agencies, SAM, the SBA, and grants.gov. ■ Preparation of grant proposal documents, including the Research plan, Budget and Justification, Sub-awards, Animal welfare and Human Subjects sections, Facilities, and Biographical Sketches. ■ Development of business strategies and commercialization plans. ■ Submission of grant application packages. ■ Pre-award negotiation and establishment of a grant-compliant infrastructure once the award is issued. ■ Full-service grant-compliant accounting, indirect rate negotiation, and audit support.

GrantLuminous

NAME/CONTACT INFO.	DESCRIPTION
<p>Abha A. Saini GrantLuminous 2 Norsham Way Collegeville, PA 19426 Phone: 610-563-5475 FAX: 484-831-5627 Email: aasaini@grantluminous.com Web: www.grantluminous.com</p>	<p>The Special Grants Division at GrantLuminous provides comprehensive program development & grant consulting services to innovators seeking SBIR/ STTR awards. Ms. Saini is a Certified Grant Writer®, biomedical writer, and biologist with 20+ yrs experience as a Sr. Scientist developing & troubleshooting proof-of-concept studies within biomedical preclinical discovery R&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"> ■ Grant-readiness Assessment & Planning (Phase I & Phase II SBIR / STTR Applications) ■ Grantmaker (Agency) Research & Solicitation Analysis ■ Logic Modeling, Strategic Planning, & Project Framework Development ■ Incorporation of Technical Reviewer Feedback into Proposal ■ Macroediting and Microediting ■ Proposal Writing (all sections), including Letter of Intent (LOI) & Executive Summary ■ Budget Development and Justification ■ Guidance / Development of Plans: Commercialization, R&D, & Grant Management ■ SBC Registrations and Application Submissions ■ Assistance with Agency Communications <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>Jim/Gail Greenwood Greenwood Consulting Group, Inc. 1150 Junonia Sanibel Island, FL 33957 Phone: (239) 395-9446 Fax: (239) 395-9446 Email: Gail-jim@g-greenwood.com Web: https://www.g-greenwood.com/</p>	<ul style="list-style-type: none"> ■ Jim & 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. ■ Consulting & 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.

Tim Hayes Communications

NAME/CONTACT INFO.	DESCRIPTION
<p>Timothy P. Hayes, President 103 Yorkshire Drive Pittsburgh, PA 15238 Cell: (412) 708-3501 Email: tim@timothy-hayes.com Web: www.timothy-hayes.com</p>	<ul style="list-style-type: none"> ■ Mr. Hayes brings more than three 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. ■ 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.

InteliSpark, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p>Kirk J. Macolini, President Phone: (607) 277-1570 Email: Kirk@InteliSpark.com Web: http://www.InteliSpark.com</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"> ■ Creating and identifying SBIR and non-SBIR funding opportunities; ■ Complete proposal development services; and, ■ Proposal coaching, review, and critique.

Jilka Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p>Joe Jilka Jilka Consulting 328d S Hertzler Rd Elizabethtown, PA 17022 Phone: (979) 224-2698 Email: jjilka@verizon.net</p>	<ul style="list-style-type: none"> • 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. • 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. • Services include: <ul style="list-style-type: none"> ▪ Assistance with setting up all Federal accounts for SBIR/STTR submissions. ▪ Assistance and interaction with NIH program managers. ▪ Grant preparation and review. ▪ Budget generation and justification. ▪ Preparation and electronic submission of the proposal package. ▪ Assistance in accessing facilities, equipment and resources. ▪ Post award management.

Leon Wolf Consulting, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p>Leon Wolf 4509 SE Harrison Street Milwaukie, OR, Phone: (541) 231-6199</p> <p>Email: leon.wolf@leonwolfconsulting.com Web: http://leonwolfconsulting.com/</p>	<p>Leon Wolf Consulting, LLC provides SBIR/STTR proposal preparation assistance and grant writing to startups and small businesses for all technologies and agencies. Specific Phase I services:</p> <ul style="list-style-type: none"> • Guidance through all requirements, overall proposal strategy, outline of main content • Proposal review/critique/editing of drafts; writing selected sections • Detailed budget preparation assistance & review • Help with registrations & submission online • Commercialization planning <p>Principal Leon Wolf has helped over 100 companies prepare and submit successful Phase I & Phase II proposals across all agencies; specializing in NSF, DOE and USDA. In addition to owning his own consulting firm, he is the SBIR/STTR Assistance Manager at VertueLab and a contractor for Aventurine Capital. He has a BS/MS Chemical Engineering and wide experience across energy, materials, chemistry, microelectronics and other disciplines. Prior to working on SBIR, he was an engineer and manager in R&D and manufacturing for 25 years at Hewlett Packard.</p> <p>Regardless of your need, Leon is willing to work flexibly with you and your team on all aspects of your proposal to help you be successful.</p>

Mulfinger & Associates LLC

NAME/CONTACT INFO.	DESCRIPTION
<p>Lorraine Mulfinger, PhD PO Box 265 Center Hall, PA 16828 Phone: (814) 360-9284</p> <p>Email: MulfingerAssociates@gmail.com Web: https://www.linkedin.com/in/lorraine-mulfinger-b0267020/</p>	<p>Mulfinger & Associates LLC offers solutions for research organizations needing specialized project development support.</p> <p>Our services include:</p> <ul style="list-style-type: none"> ■ Proposal Development and Technical Writing ■ Team Development and Facilitations ■ Interdisciplinary Research Program Management ■ Sponsored Awards Administration ■ Strategic Planning <p>Our experience includes work with:</p> <ul style="list-style-type: none"> ■ Small businesses seeking and managing SBIR/STTR funding ■ Interdisciplinary academic teams seeking funding for strategic multimillion-dollar projects ■ Proposal development teams seeking review and editing for alignment with funding agency targets ■ Strategic planning units needing facilitation, benchmarking guidance, and document preparation

NC Fisher Research, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p>Nancy C. Fisher, PhD Phone: (919) 932-1389 Cell: (919) 418-2225 Email: ncfisher9407@earthlink.net</p>	<ul style="list-style-type: none"> ■ 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 immuoassays; 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. ■ Dr. Fisher can offer the following services to clients: Grant and Contract Writing; Grant Writing Seminars; Research Planning; BioAssay Development; Research and Innovation Management. ■ Dr. Fisher, while specializing in Biomedical/Biotech research grant writing and research consulting, she also offers Department of Defense (DoD) Contract writing services.

Parmelee Consulting Group, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p>Kristen E. Parmelee, President 7362 Marla Drive Indianapolis, Indiana 46256 Phone: (317) 491-5051 Email: kris@parmeleeconsulting.com Web: http://parmeleeconsulting.com/</p>	<p>Parmelee Consulting Group (PCG) provides full-service support during the preparation of an SBIR/STTR application, including strategy development, agency selection and team design. PCG uses a collaborative process in which the client remains the technical expert and writes the actual proposal. PCG provides ongoing project management support, templates for all required sections and once a draft has been prepared, extensive on-screen feedback, comments and edits to ensure the proposal meets the agency's requirements and best practices.</p> <p>With exposure to 25+ Summary Statements per year, PCG is keenly aware of reviewer trends and emerging themes, especially among two agencies where the company does most of their work—NIH and NSF.</p> <p>PCG supports the company throughout the registration process and completes all required forms, provides compliance reviews for all ancillary documents, and helps develop the company budget. Together, PCG and the client prepare a competitive proposal that allows reviewers to focus on the real star of the show—the technology!</p>

MarkAllen Consulting

NAME/CONTACT INFO.	DESCRIPTION
<p>Mark Kunkel 129 Review Ave. Lawrenceville, NJ 08648 Phone: (609) 356-4763 Email: ma-consulting@comcast.net Web: www.consultmarkallen.com</p>	<p>Mr. Kunkel provides early and established biotechnology, engineering and sciences, and drug and device development companies 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 communications.</p> <p>With over 22 years of 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, NSF, NIST, ATP-TIP, and ORD programs and has developed all forms of NIH, NSF, EPA, CDC, BARDA, and PCORI proposals and contracts. Mr. Kunkel has directly managed over \$20 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>Beyond grant support, MarkAllen Consulting brings broad experience to company management, including technology prototyping and outsourcing, product development planning and implementation, intellectual property creation, biochemistry and process development, marketing and product management, and general accounting and operations management, for newly developed and established products with both academic and commercial partners.</p>

Vincent M. Ross – SBIR Consultant

NAME/CONTACT INFO.	DESCRIPTION
<p>Vincent M. Ross 652 Pelhams Reach Drive Culpeper, VA 22701 Phone: (571) 271-2713 Email: Vincemross@gmail.com</p>	<p>Consulting services include:</p> <ul style="list-style-type: none"> ■ Direct and extensive experience with DoD, DARPA, & NASA Programs; ■ Technical & cost proposal submissions; ■ Identification of funding opportunities; and, ■ Commercialization strategy. <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 & III), project execution and commercialization in optimizing SBIR cost free product development financing.</p> <p>As SBIR Programs Manager for a small R&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 & 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>Natalie S. Rudolph, Ph.D. 144 Mile Hill Road Boylston, MA 01505 Phone: (508) 869-2235 Fax: (508) 869-2728 Email: natalie@rudolphbiomed.com Web: www.rudolphbiomed.com</p>	<ul style="list-style-type: none"> ■ 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&D grants – quite a track record! ■ 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. ■ Dr. Rudolph has experience with both the SBIR & STTR programs, NIH basic research grants, Department of Defense (DOD) white papers, large multi-institutional collaborative grants and contracts, and philanthropic foundation grants. ■ 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.

SBIR Resource Center

NAME/CONTACT INFO.	DESCRIPTION
<p>John Davis 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: SBIR@win-sbir.com Web: http://sbir.us</p>	<ul style="list-style-type: none"> ■ 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&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). ■ 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 & 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. ■ 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 & 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.

Science Answers, LLC

NAME/CONTACT INFO.	DESCRIPTION
<p>Sandra Saouaf, PhD 48 Bancroft Lane Hainesport, NJ 08036 Phone: (609) 304-1476 Email: Saouaf@ScienceAnswersLLC.com Web: http://www.scienceanswersllc.com</p>	<p>Science Answers, LLC provides expert grant consulting services to the life sciences industry to strategically advance therapeutics, diagnostics, and devices. We understand your science and the drug discovery, development, and regulatory processes.</p> <p>Services Include: Grant Consulting</p> <ul style="list-style-type: none"> • Scientific & Medical Writing & Editing: Experienced SBIR/STTR grant proposal writing and editing for NIH, NSF, and DOD submissions • Grant Strategy: Strategic alignment of client company goals and funding opportunity objectives • Funding Searches: Identification and evaluation of relevant funding opportunities targeted for your company's biotechnology <p>Success rates for grant proposals over 2-3 times the national rate.</p> <p>Scientific Consulting: Development of effective strategies to advance therapeutics, diagnostics, & devices; deep understanding of drug discovery, development, and regulatory processes critical to biotech</p> <p>Medical Writing & Scientific Writing: Providing expert writing and editing for clear, precise communication in most therapeutic areas</p> <p>Experience:</p> <ul style="list-style-type: none"> • 20+ years of professional scientific experience including biotech founder & entrepreneur, academic & industry research experience • Member American Association for Cancer Research, Association for Women in Science • PhD, Immunology, University of Pennsylvania School of Medicine • BA, Biochemistry with highest honors, Rutgers Univ.

SciGro, Inc.

NAME/CONTACT INFO.	DESCRIPTION
<p>SciGrow, Inc.</p> <p>Betsy M. Ohlsson-Wilhelm, Ph.D., CEO NorthCentral Office Foster Plaza 5, Suite 300/PMB20 651 Holiday Drive Pittsburgh, PA 15220-2740 Direct Tel: (617) 791-4224 Email: bmow@scigro.com</p> <p>Katharine A. Muirhead, Ph.D., COO MidWest Office 8383 Greenway Blvd., Suite 600/PMB624 Middleton, WI 53562-4659 Direct Tel: (608) 824-9130 Email: kmuirhead@scigro.com</p>	<ul style="list-style-type: none"> ■ SciGro, 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. ■ 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 or STTRs 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.

TekMark Growth Partners Ltd.

NAME/CONTACT INFO.	DESCRIPTION		
<p>TekMark Growth Partners Ltd. David A Klein 105 Chadbourne Drive Hudson, OH 44236 Phone: (330) 285-3446 Email: davidk@tekmarkgp.com Web: https://www.tekmarkgp.com/services/sbir-technology-commercialization/</p>	<p>TekMark Growth Partners is a leading SBIR/STTR support, TABA (Technical and Business Assistance), technology commercialization and strategic market development firm. Established in 2002, we have extensive experience supporting SBIR firms across most government agencies including NASA, NSF, DOD, DARPA, DOE, & NIH among others.</p> <p>Some of our SBIR successful programs are documented on our Testimonials page on our website, including the successful development and commercialization of specialized electronic/optical components that were used on the FORCAST instrument for NASA's SOFIA program and featured in NASA's Spinoff publication that highlights successful technology commercialization funded by SBIR grants. We focus on technologies, products, applications and funding/growth opportunities in the following industries:</p> <table style="width: 100%; border: none;"> <tr> <td style="vertical-align: top;"> <ul style="list-style-type: none"> ■ Optics & Photonics ■ Aerospace & Defense ■ Electronics & Semiconductors ■ Sensors, T&M and IIoT ■ Industrial Mfg & Processes </td> <td style="vertical-align: top;"> <ul style="list-style-type: none"> ■ Medical Devices & Instruments ■ Advanced Materials ■ Scientific Instruments ■ Automation & Robotics ■ Many Others </td> </tr> </table>	<ul style="list-style-type: none"> ■ Optics & Photonics ■ Aerospace & Defense ■ Electronics & Semiconductors ■ Sensors, T&M and IIoT ■ Industrial Mfg & Processes 	<ul style="list-style-type: none"> ■ Medical Devices & Instruments ■ Advanced Materials ■ Scientific Instruments ■ Automation & Robotics ■ Many Others
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Tier Seven R&D

NAME/CONTACT INFO.	DESCRIPTION
<p>Tier Seven R&D Eric Hanson 15490 NW Norwich Street Beaverton, OR 97006 Phone: (503) 747-7326 Cell: (617) 791-4224 (answered during off hours only) Email: eric@teir7.us Web: www.tier7.us</p>	<ul style="list-style-type: none">■ 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 & Technology for the Air Force Medical Service.■ 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.