

# Eighteen Ventures

## **National Science Foundation Small Business Innovation Research (SBIR) Phase I Proposal Development Service**

This service helps startups and small firms produce winning National Science Foundation (NSF) Small Business Innovation Research (SBIR) Phase I funding proposal documents: (1) 3-Page Project Pitch and (2) Phase I funding proposal.

Under this Service, Eighteen Ventures performs the following:

- Work with the Client to collect information & data needed to prepare a 3-page Project Pitch and a Phase I funding proposal. The information collection process includes (1) having the Client complete and submit a Eighteen Ventures Client Questionnaire, (2) receiving copies of the Client's business strategy documents, i.e., business plan, business model or marketing & promotional strategy and (3) conducting limited market research to learn about the Client's industry and potential competitors.
- Work with the Client to use collected information/data and Google Docs, to draft and complete the 3-Page Project Pitch and Phase I funding proposal.

**NOTE:** The Client is responsible for submitting the final 3-Page Project Pitch draft to the NSF SBIR program under the Client's business name.

- Work with the Client to draft each section of the Phase I funding proposal once the 3-Page Project Pitch is approved. The Phase I proposal draft will be prepared using the approved Pitch, collected information/data and Google Docs.

**NOTE:** The Client is responsible for submitting the completed Phase I proposal document to the NSF SBIR program based the agency's required registration and submission process under the Client's business name.

### **Service Development Timeline**

Normally, it takes 7 to 14 days to prepare a solid, effective 3-Page Project Pitch. In terms of the Phase I proposal, it takes approximately 4 to 5 months to prepare a solid, effective Phase I funding proposal. Both timelines depend on collecting the necessary information/data to complete the documents.

**Please Note:** The NSF SBIR program gives applicants one year to complete and submit a Phase I funding proposal after the 3-Page Project Pitch has been approved.

### **Proposal Phase I Development Process**

Eighteen Ventures provides direct, close assistance preparing all NSF SBIR Phase I funding documents: (1) 3-Page Project Pitch and (2) Phase I funding proposal.

Eighteen Ventures uses Google Docs as the primary collaboration tool to prepare the documents. Google Docs allows our clients to provide comments/additions/edits/corrections during the drafting process.

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- **3-Page Project Pitch Preparation Process**

- The Client provides Eighteen Ventures with requested information/data to complete three of the four sections of the 3-Page Project Pitch:
  - The Technology Innovation,
  - Technical Objectives and Challenges (Research & Development Plan),
  - The Market Opportunity
  - The Company and Team.
- Eighteen Ventures works closely with the client to edit all four sections for a final 3-Page Project Pitch draft and submission.
- The client is responsible for submitting the completed 3-Project Pitch to the NSF SBIR program website: <https://seedfund.nsf.gov/project-pitch/>

- **Phase I Proposal Development Process.**

- Eighteen Ventures and the Client will start immediately preparing the Phase I funding proposal document after the 3-Page Project Pitch is approved.
- Eighteen Ventures and the Client will work on drafting and completing the Phase I sections:
  - Elevator Pitch
  - Commercial Opportunity
  - Technical Solution
  - Company & Research Team
  - Intellectual Merits: Research & Development Plan
  - Broader Impact
  - Project Budget
- The Client is responsible for submitting the completed Phase I proposal to the NSF SBIR program website: <https://seedfund.nsf.gov/apply/full-proposal/>

**Information Request.** Eighteen Ventures' requested information/data needed to complete the 3-Page Project Pitch and Phase I funding proposal: (1) Resumes of all the team members who are expected to work on the Phase I project, (2) studies/reports describing problem/issue that needs solving, (3) copies of the company's business growth strategy documents, i.e., business plan, business model, and marketing/promotion plan, and (4) copy of any approved/submitted patent applications. Also, a copy of the company's Investor Pitch Deck, if available.

**Client Questionnaire.** Eighteen Ventures will email its Client Questionnaire to the Client for review and completion. The Client Questionnaire will be to prepare all NSF SBIR Phase I funding documents: 3-Page Project Pitch and Phase I Funding Proposal.

Contact Mr. Darrell Williams today, [Darrell@Eighteenventures.com](mailto:Darrell@Eighteenventures.com) and receiving **\$600** off the Service price. Also request a sample Service Contract.