

# Eighteen Ventures

## **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.

Eighteen Ventures works with clients to use business model elements, market research, and scientific information/data to prepare all Phase I required proposal documents.

Under this Service, Eighteen Ventures performs the following:

- Work with the client's representative 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 client complete and submit a Eighteen Ventures Client Questionnaire, (2) requesting and studying 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's representative, using collected information/data and Google Docs, to draft the 3-page Project Pitch.

**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's representative utilizing the approved Project Pitch, the collected information & data and the NSF SBIR program's Phase I proposal development requirements to draft each section of the Phase I funding proposal. The proposal draft will be prepared using Google Docs.

**NOTE:** The client is responsible for submitting the 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 10 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. All this depend on collecting the necessary information/data to complete the proposal documents.

### **Service Charge**

Eighteen Ventures charges a onetime fixed-fee: **\$2,400**

- **\$1,200** is advanced to Eighteen Ventures once both parties sign the Service Contract.
- The remaining **\$1,200** is paid to Eighteen Ventures' after the Client wins the NSF SBIR Phase I seed funding award.

Contact Mr. Darrell Williams, [Darrell@Eighteenventures.com](mailto:Darrell@Eighteenventures.com), and learn more.

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## Illustrating NSF SBIR Proposal Documents Development Process

By using a well-defined, actionable business model to prepare funding proposal documents indicating how your company will successfully produce, commercialize, monetize, distribute, and scale a novel problem-solving health or medical technology, it can obtain National Science Foundation Small Business Innovation Research non-dilutive seed funding.

### Your Company's Actionable Business Model

- Healthcare/Medical Problem
- Existing Solutions
- Proposed Original Solution
- Research & Development Process
- Targeted Buyers & Users
- Market Opportunity
- Commercialization
- Go-To-Market
- Revenue Model
- Leadership/Research Teams



Your company's well-defined, actionable business model contains the necessary information/data needed to prepare all NSF SBIR proposal funding documents.

### Your Company's Actionable Business Model

Describes how the firm intends to produce, commercialize, monetize, distribute, and scale an original problem-solving health or medical technology



### NSF SBIR 3-Page Project Pitch

Three-page summary proposing the development and commercialization of a novel problem-solving health or medical technology.

### Your Company's Actionable Business Model

Describes how the firm intends to produce, commercialize, monetize, distribute, and scale an original problem-solving health or medical technology



### NSF SBIR Phase I Funding Proposal

Describes how your company will demonstrate proof-of-concept, i.e., research & development plan, and commercialize the proposed novel problem-solving health or medical technology. Your company is paid **\$275K** to execute its research and development plan.

### Your Company's Actionable Business Model

Describes how the firm intends to produce, commercialize, monetize, distribute, and scale an original problem-solving health or medical technology



### NSF SBIR Phase II Funding Proposal

Describes how your company will build a technology prototype and commercialize the proposed novel problem-solving health or medical technology. Your company is paid **\$1M** to build and test a technology prototype.

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