

# SBIR Self-Assessment

*Answer the questions below to gauge whether your company is ready to pursue SBIR/STTR funding. Submit your self-assessment with your request for services.*

## Small Business

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- Does your business meet the SBIR/STTR requirements for size, annual revenue, and ownership limitations and restrictions?
- Will the proposed work be conducted in the United States?
- Is your company based in Montana?

## The Need

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- How does the proposed technology address an existing need in the field of interest?
- Has the need for the technology or application of technology been identified and quantified? (Measuring the need for the technology requires research of current scientific resources.)
- Have you identified the end users of your technology?

## Technological Innovation

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- Is the technology state-of-the-art?
- How does it compare to existing or alternate technologies?

## Investigator(s)

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- Is the ability of the principal investigator (PI) clearly established through his or her education and research/work background?
- Do you need staff with expertise in the technological field of interest to perform the proposed work effort beyond the PI?
- What particular skill set or level of expertise can each staff member contribute to the project?
- Does your PI meet the statutory employment requirements of the SBIR and STTR programs?

## Approach

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- What specific objectives of the project can be completed in six months for \$100,000?
- Have you outlined an action plan with task-specific due dates and personnel in charge of each task?
- Have alternative technologies or methods for using the proposed technology been identified?

## Research

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- Have you conducted a review of scientific literature related to the proposed project?
- Have you studied sample SBIR/STTR proposals?
- Have you reviewed the specific SBIR/STTR program criteria for each federal agency of interest?
- Do the aims of your proposal match with agency missions?
- Have you investigated previous SBIR/STTR awards given to companies that have conducted similar research in the past? (Searching through previous award winners can reveal specific areas of interest for each federal agency.)

## Commercialization

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- Where do you intend to market your product?
- What is the potential size of the customer market? Approximately how many people will benefit from this product?
- What kind of relationships have you developed with potential customers?
- Who are the potential competitors in the market? Who are potential partners?
- What steps have you taken towards intellectual property (IP) protection?

## Funding Potential

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- Does the project have the potential to receive additional funding by angel groups, venture capitalists, or other sources?

## Review

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- Has the technological innovation been reviewed by outside sources to evaluate its potential?

## Proposed Benefits

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- What are the anticipated commercial and societal benefits of the proposed activity?
- If the objectives of the project are achieved, how will scientific knowledge be enhanced?

*Submit to  
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