

# FUTURO PERFECTO

Beyond Innovation

**USA SBA: SBIR/STTR FEDERAL PROGRAMS**

# AGENDA

- 01 Introduction
- 02 SBA & SBIR/ STTR
- 03 Federal Agencies
- 04 Total Funding by Federal Agency
- 05 Awards by Federal Agency
- 06 Technology Readiness Level
- 07 Three Phases Broken Down
- 08 Deadlines & Timeline

01

# WHO ARE WE?

FUTURO PERFECTO is a group of **PHDs, engineers, investment managers, and deep-tech professionals** seeking collaboration with the best enterprises involved in **Future and Emerging Technologies in the United States.**

We specialize in **American funding programs and innovative projects** close to the market that require funding to overcome the so-called 'valley of death.'

We specialize in programs such as **SBIR and STTR** where top startups and scale-ups can **enhance their projects and ideas.** We aim to contribute to a more efficient future and be as close as possible to brilliant people and ideas.

**US FUNDING EXPERTS**

**FUNDRAISING EXPERTS**

**SMEs ADVISORY**

**TECHNOLOGY  
FACILITATORS**

## 04

# OUR PROCESS

## Commitment

We have numerous experts with Ph.D. qualifications who will write the proposal through continuous communication with the client.

## Proposal

We offer ad-hoc assistance in crafting your proposal, including editing technical sections, and provide expertise in optimizing project costs and refining market analysis projections.



## Evaluation

We developed a questionnaire with targeted questions to understand the viability of the idea and identify the Federal Agency that best suits it.

## Delve

Our experts will analyze all the collected data and identify the best program for that specific idea, considering various factors such as size, turnover, etc.

05

# OUR SERVICES



## COACHING

Support in application process and managerial coaching to get funded.



## PROPOSAL WRITING

Understanding what the Federal Agencies and evaluators are looking for.



## FIT ANALYSIS

Careful selection of the project, product, team and US funding schemes.

## FEDERAL FUNDING



Negotiation with the Federal Agencies for all the contract details and communication with their representatives.

## PRIVATE FUNDRAISING

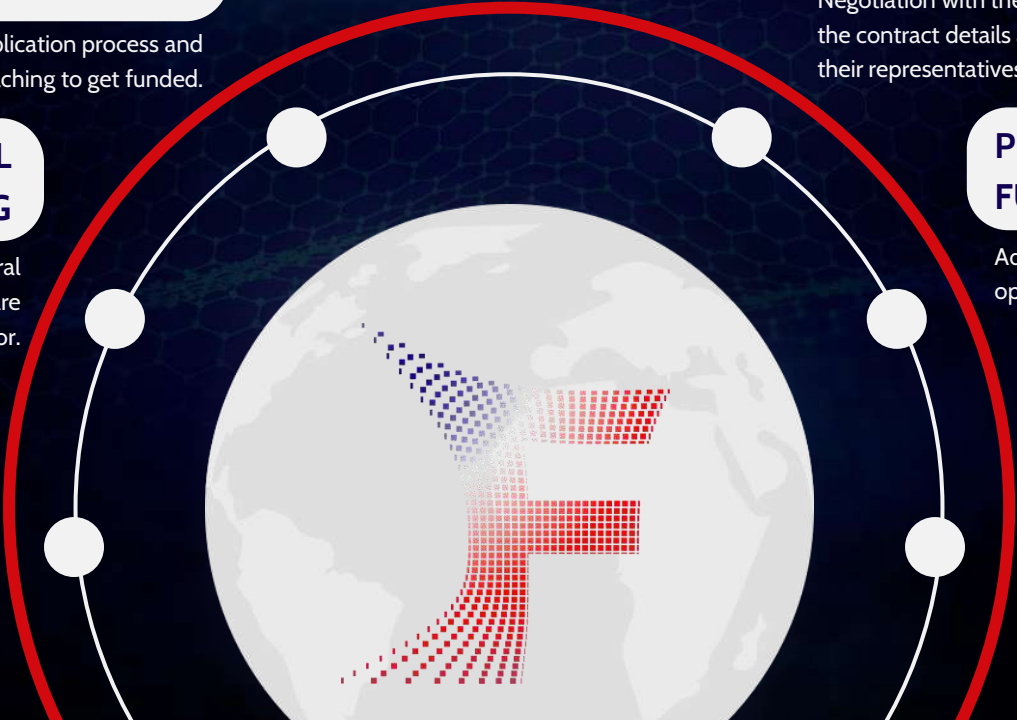


Advanced network in private funding opportunities in the EU.

## SOFT LANDING



EIC (European Innovation Council)  
Approved Soft Landing Services  
bilateral for US and EU





# WHY FUTURO PERFECTO?

## DIVERSE TEAM

Multicultural & Multidisciplinary  
International team with diverse  
perspectives and experiences  
worldwide

**20+ NATIONALITIES**

## EXCEPTIONAL CREDENTIALS

PhDs and engineers with top-notch  
expertise across domains,  
contributing to over 300 projects

**300+ PROJECTS**

## GLOBAL PRESENCE

Presence in major hubs in Europe, the  
US, and Asia, providing a global  
perspective and flexibility to engage  
with clients

**40+ COUNTRIES**

## US FUNDING EXPERTISE

We specialize in US funding programs,  
including SBIR and STTR, providing  
comprehensive support for your  
projects.

**€100M+ SECURED**

## US ROOTS

Dual US nationality leadership

**20+ US MEMBERS**

## EU COMMISSION APPROVAL

Proudly listed in the [EIC Service Catalogue](#), a testament to the quality  
of our work, verified by the EIC

**EU RECOGNITION**

01

# EXECUTIVE SUMMARY

The **Small Business Innovation Research (SBIR)** and the **Small Business Technology Transfer (STTR)** programs are the United States' largest source of early stage/ high risk funding for start-ups and small businesses. They are highly competitive programs that encourage domestic small businesses to engage in Federal R&D with the potential for commercialization.

## SCOPE: WHO CAN APPLY?

- American-owned
- For-profit entity
- Less than 500 employees
- Topic Wise
- 11 Federal Agencies participate in SBIR
- 5 Federal Agencies participate in STTR
- Total Budget 2024: \$3.9 Billion

## GOALS OF SBIR PROGRAM

1. Technological innovation
2. Use SMEs to meet Federal needs
3. Foster social impact and economic growth
4. Increase private sector commercialization of innovations from Federal R/R&D funding

PROJECT DURATION: 3-5 YEARS

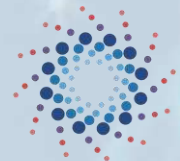
02

# SBA & SBIR/STTR

Headed by the U.S. Small Business Administration (SBA), SBIR & STTR funding is granted through many different agencies across the federal government. Each agency differs in the Agency Budget Amount, Phase I Funding Amount, Phase II Funding Amount, and whether they give Grants or Contracts.

## 11 SBIR AGENCIES

- Department of Agriculture (USDA)
- Department of Commerce (DOC)
- Department of Defense (DOD)
- Department of Energy (DOE)
- Department of Education (ED)
- Health and Human Services (HHS)
- Department of Homeland Security (DHS)
- Department of Transportation (DOT)
- Environmental Protection Agency (EPA)
- National Aeronautics and Space Administration (NASA)
- National Science Foundation (NSF)



AMERICA'S  
SEED FUND  
SBIR • STTR

POWERED BY



U.S. Small Business  
Administration

## 5 STTR AGENCIES

- Department of Defense (DOD)
- Department of Energy (DOE)
- Health and Human Services (HHS)
- National Aeronautics and Space Administration (NASA)
- National Science Foundation (NSF)



02

# SBIR/STTR AT A GLANCE



FOR **EARLY STAGE**  
STARTUPS & SMES WITH  
**HIGH-RISK**

EMPHASIS ON  
**INNOVATION AND NOVEL**  
**SOLUTIONS**

GOOD RESEARCH TO  
CREATE A **COMMERCIAL**  
**PRODUCT** THAT WILL  
**BENEFIT THE NATION**

## OPPORTUNITY

PHASE I: \$100,000 - 275,000

PHASE II: \$400,000 - 2M

## 02

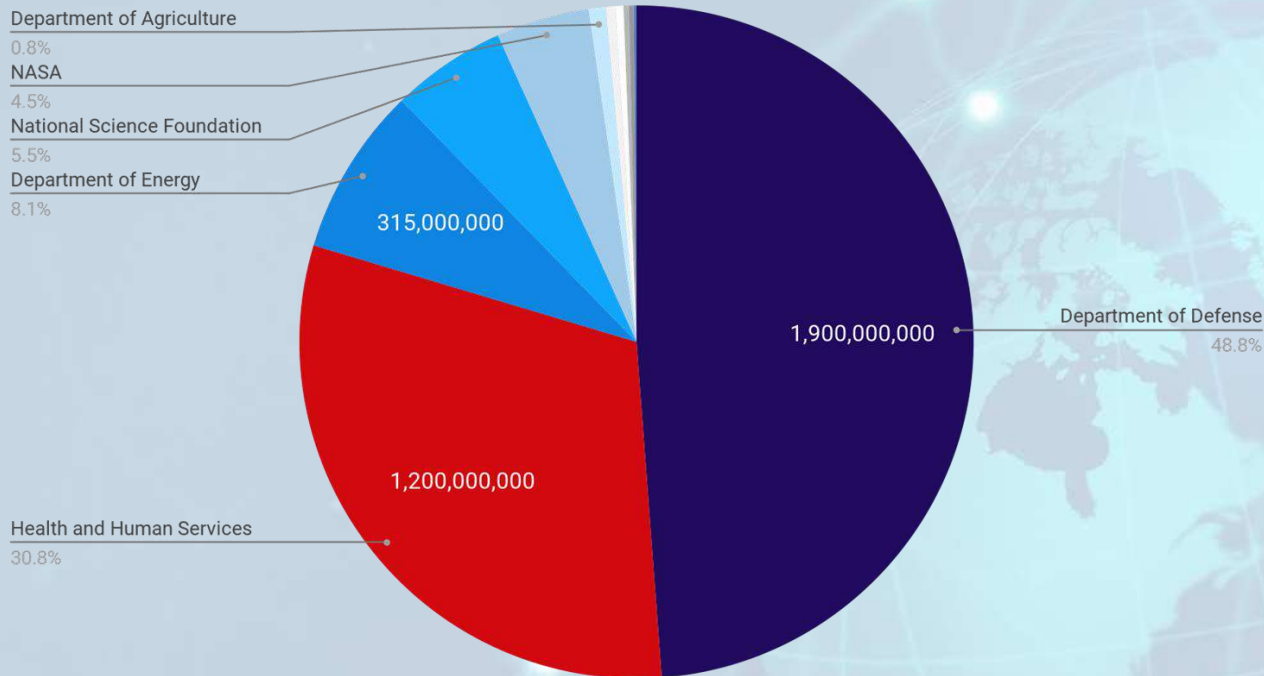
# DIFFERENCES BETWEEN SBIR & STTR

	SBIR	STTR
<b>Partnering Requirement</b>	Permits Partnering	Requires a non-profit research institution partner
<b>Principal Investigator</b>	Primary employment (>50%) must be with the small business	PI may be employed by either the research institution partner or small business (check solicitation)
<b>Work Requirement</b>	May subcontract up to: 33% (Phase I) 50% (Phase II)	Minimum: 40% Small Business 30% Research Institution Partner
<b>Program Size</b>	3.2% of total R&D budget	0.45% of total R&D budget
<b>Majority VC Ownership</b>	Allowed by some agencies	Not allowed
<b>Participating Agencies</b>	11 agencies (Extramural R&D budget > \$100M)	5 agencies (Extramural R&D budget > \$18M)

04

# TOTAL FUNDING BY FEDERAL AGENCY

11 Federal Agencies offer a total of \$3.9 billion for SBIR/ STTR grants. Below, the top agencies are shown.



## 03

# FEDERAL AGENCIES

## DEPARTMENT OF DEFENSE (DOD)

SBIR/STTR

### Agency Budget

\$1.9 Billion

### Phase I Funding

\$50,000 - \$250,000

### Phase II Funding

\$800,000 - \$1.83 Million

### Opportunity

Contracts

Priority areas include: 5G, AI/Autonomy, Biotechnology, Control and Communications, Cybersecurity, Directed Energy, Hypersonic, Microelectronics, Network Command, Nuclear, Quantum Sciences, Space, and more.



## HEALTH AND HUMAN SERVICES (HHS)

SBIR/STTR

### Agency Budget

\$1.2 Billion

### Phase I Funding

\$275,000

### Phase II Funding

\$1.83 Million

### Opportunity

Grants

Funds health, life science, and biomedical discoveries that could impact the lives of patients and their families.



## DEPARTMENT OF ENERGY (DOE)

SBIR/STTR

### Agency Budget

\$315 Million

### Phase I Funding

\$200,000

### Phase II Funding

\$1.6 Million

### Opportunity

Grants

Research areas include: Advanced Scientific Computing, Environmental Management, Fossil Energy, Biological and Environmental Research, Fusion Energy, Cybersecurity, Energy Security, and Renewable Energy.

[More Info about Federal Agencies](#)

## 03

# FEDERAL AGENCIES

## NATIONAL SCIENCE FOUNDATION (NSF)

SBIR/STTR

**Agency Budget**  
\$215 Million

**Phase I Funding**  
\$275,000

**Phase II Funding**  
\$1 Million

**Opportunity**  
Grants

Funds almost all areas of technology and market sectors (with the exception of clinical trials).



## NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (NASA)

SBIR/STTR

**Agency Budget**  
\$174 Million

**Phase I Funding**  
\$150,000

**Phase II Funding**  
\$1 Million

**Opportunity**  
Contracts

Technology areas include: Propulsion Systems, Flight Computing and Avionics, Aerospace Power and Energy Storage, Robotic Systems, Communications, Navigation, and Orbital Debris Tracking/Characterization Systems.



## DEPARTMENT OF COMMERCE (DOC)

SBIR

**Agency Budget**  
\$100 Million

**Phase I Funding**  
\$100,000

**Phase II Funding**  
\$400,000

**Opportunity**  
Grants

Funds: Technologies in support of the missions of the National Oceanic and Atmospheric Administration (NOAA) and the National Institutes of Standards and Technology (NIST).





## 03

# FEDERAL AGENCIES

## NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (NASA)

SBIR/STTR

**Agency Budget**

\$174 Million

**Phase I Funding**

\$150,000

**Phase II Funding**

\$1 Million

**Opportunity**

Contracts

Technology areas include: Propulsion Systems, Flight Computing and Avionics, Aerospace Power and Energy Storage, Robotic Systems, Communications, Navigation, and Orbital Debris Tracking/Characterization Systems.



## DEPARTMENT OF DEFENSE (DOD)

SBIR/STTR

**Agency Budget**

\$1.9 Billion

**Phase I Funding**

\$50,000 - \$250,000

**Phase II Funding**

\$800,000 - \$1.83 Million

**Opportunity**

Contracts

Priority areas include: 5G, AI/Autonomy, Biotechnology, Control and Communications, Cybersecurity, Directed Energy, Hypersonic, Microelectronics, Network Command, Nuclear, Quantum Sciences, Space, and more.



## DEPARTMENT OF AGRICULTURE (USDA)

SBIR

**Agency Budget**

\$32 Million

**Phase I Funding**

\$100,000

**Phase II Funding**

\$600,000

**Opportunity**

Grants

Supports: Forests Resources, Plant and Animal Production and Protection, Conservation of Natural Resources, Food Science and Nutrition, Rural Development, Aquaculture, Biofuels and Biobased Products, Small and Mid-Size Farms.

[More Info about Federal Agencies](#)

03

# FEDERAL AGENCIES

## DEPARTMENT OF HOMELAND SECURITY (DHS)

SBIR

### Agency Budget

\$18 Million

### Phase I Funding

\$150,000

### Phase II Funding

\$1 Million

### Opportunity

Contracts

Funds innovation supporting: Borders and Maritime Security, Chemical and Biological Defense, Critical Infrastructure and Resilience, Cybersecurity, Explosives Detection...

## DEPARTMENT OF EDUCATION (ED)

SBIR

### Agency Budget

\$10 Million

### Phase I Funding

\$250,000

### Phase II Funding

\$1 Million

### Opportunity

Contracts

Funds New Education Technology Products for Use by Students, or Educators, or those used by Infants, Toddlers, or Students With or At Risk for Disabilities....



## DEPARTMENT OF TRANSPORTATION (DOT)

SBIR

### Agency Budget

\$9 Million

### Phase I Funding

\$200,000

### Phase II Funding

\$1 Million

### Opportunity

Contracts

Funds technologies in support of DOT Operating Administration: Federal Highway Administration, Federal Railroad Administration, Federal Transit



## ENVIRONMENTAL PROTECTION AGENCY (EPA)

SBIR

### Agency Budget

\$5 Million

### Phase I Funding

\$100,000

### Phase II Funding

\$400,000

### Opportunity

Contracts

Broadly funds technologies addressing Air Quality, Homeland Security, Sustainable Materials, Safe Chemicals. Water, etc..

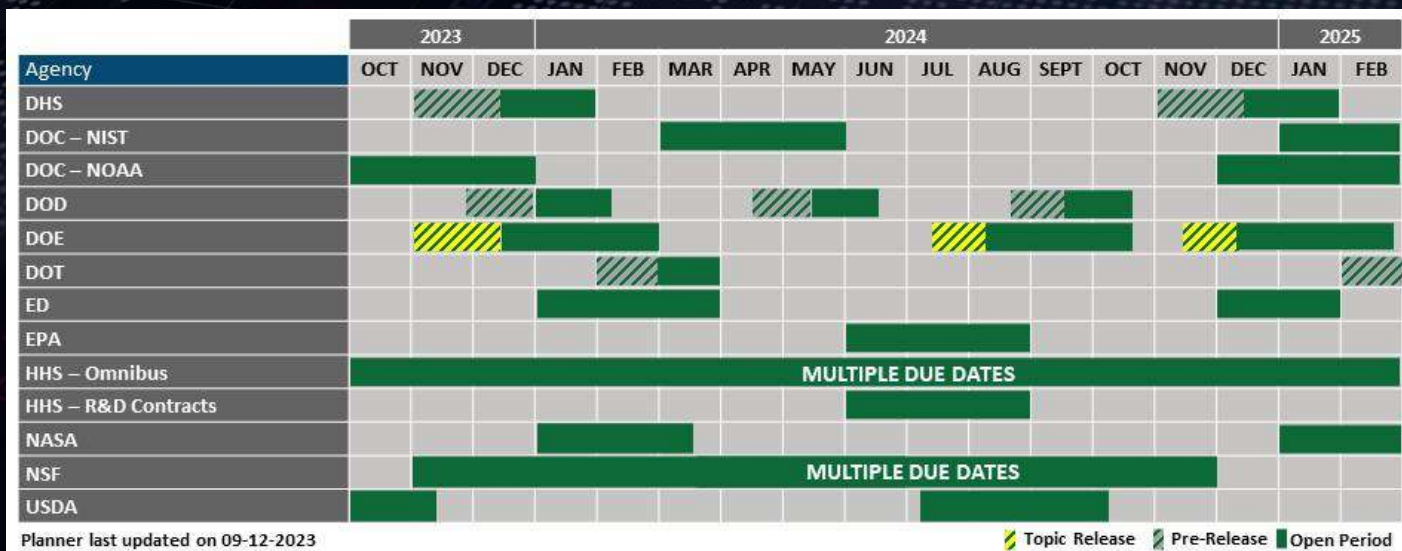


## 04

# FEDERAL AGENCIES DATES

## Planner

Participating Agencies post SBIR/STTR funding opportunities on a regular periodic basis throughout the year. Some agencies have multiple solicitations throughout the year, while others may only have one solicitation release each year. Once you identify a relevant agency to target, learn more about that specific agency's process.



## 04

# FEDERAL AGENCIES DATES

AGENCY	SOLICITATION	PRE-RELEASE (IF APPLICABLE)	OPENS	CLOSES
Department of Defense (DOD)	24.2 and 24.B BAA	Apr-17-2024	May-15-2024	Jun-12-2024
	24.3 and 24.C BAA	Aug-21-2024	Sep-18-2024	Oct-16-2024
	24.4 and 24.D BAA		Multiple Dates	Multiple Dates
Department of Health and Human Services (HHS)	NIH Standard Due Dates		Multiple Dates	Multiple Dates
National Science Foundation (NSF)	Submission Windows		Jul-2024	Nov-2024
Department of Agriculture (USDA)	Phase I		Jul-2024	Sep-2024
Department of Commerce (DOC)	NOAA SBIR		Oct-2024	Dec-2024
	NIST-SBIR		Mar-2024	May-2024
Department of Homeland Security (DHS)	24.1	Nov-2023	Dec-2023	Jan-2024
Department of Education (ED)	SBIR Phase I RFP		Jan-2023	Mar-2024
Department of Energy (DOE)	Phase I Release 1	Jul-2024	Aug-2024	Oct-2024
	Phase I Release 2	Nov-2023	Dec-2023	Feb-2024
	ARPA-E		Multiple Dates	Multiple Dates
National Aeronautics and Space Administration (NASA)			Jan-2024	Mar-2024
Department of Transportation (DOT)	24SBIR1		Feb-2024	Mar-2024
Environmental Protection Agency (EPA)	Phase I Solicitation		Jun-2024	Aug-2024



# NATIONAL SCIENCE FOUNDATION



## America's SEED FUND SBIR.STTR

NSF-funded startups and small businesses saw around 300 exits and more than \$20 billion in private investments during fiscal years 2016 to 2022. \*

Between fiscal years 2016 and 2020, America's Seed Fund powered by NSF made 2,200+ awards to startups and small businesses. Each year, we fund roughly 400 companies across nearly all technology areas and market sectors (with the exception of clinical trials and schedule I controlled substances). Select a topic area below to read more about the topic, see featured Phase I and Phase II success stories, and find program director information.

<https://seedfund.nsf.gov/>

## PROCESS

### 1. BASICS

### 2. SUBMIT A PROJECT PITCH (Required)

Submit your Project Pitch anytime. Hear back in about 1 month.







### 3. SUBMIT A FULL PROPOSAL (Required)

- Review solicitations, register your company, submit your proposal
- We offer multiple submission windows, but proposals can be submitted anytime.

### 4. PROPOSAL REVIEW & DECISION

About 6 months after you submit, you'll be notified about funding.



TRL 0		Idea
TRL 1		Basic Research
TRL 2		Technology Formulation
TRL 3		Applied Research - POC
TRL 4		Small Scale Prototype
TRL 5		Large Scale Prototype in Intended Environment
TRL 6		Prototype Tested in Relevant Environment
TRL 7		Demonstrated System in Operational Environment
TRL 8		First of a Kind Commercial System
TRL 9		Full Commercial Application, Technology Available for Consumers

## 06 TECHNOLOGY READINESS LEVEL (TRL)

Businesses should plan for the appropriate phases according to TRL levels:

- Phase I projects focus on TRL 0-3
- Phase II projects focus on TRL 4-6
- Phase III projects focus on TRL 7-9

### THREE PHASE PROCESS



07

# THREE PHASES BROKEN DOWN

Both SBIR and STTR programs have **three phases**. Following submission of proposals, Agencies make awards based on small business qualification, degree of innovation, technical merit and future market potential. **Small businesses that receive awards begin a three-phase program:**

## Optional Phase 0

- Some states have matching programs to cover the cost of creating a proposal

## Phase I: Concept Development

- Proof-of-concepts for their innovations
- Lasts 6-12 months
- Exploration of technical feasibility
- Smaller investments
- Award amounts: **\$50,000-\$275,000**

## Phase II: Prototype Development

- Continue Phase I research and R&D efforts
- Only Phase I awardees
- Up to 2 years
- Award amounts: **\$400,000-\$1.8M**

## Phase III: Commercialization

- Commercialization in the private sector and/or federal contracting marketplace
- No SBIR/STTR funding

02

# DIFFERENCES BETWEEN SBIR/STTR & EIC

## SBIR/STTR

- Foster US Based
- Encourages Research Institutions and Federal Funded R&D
- US Based and/or US Research partner
- TRL Level and Funding Structure
- Contracts and Non dilutive Grants
- Topic Wise by Federal agencies
- Specific Calls via Federal Agencies
- Domestic Innovation
- R%D Commercialization through Private Investment
- Success Metrics → #Business and Revenue



AMERICA'S  
SEED FUND  
SBIR • STTR

POWERED BY



U.S. Small Business  
Administration

EIC Accelerator

## EIC ACCELERATOR

- High Risk High Potential
- Ground Breaking Technologies
- EU Based + Associated countries and businesses willing to operate in EU
- Non Dilutive + Blended Finance
- Challenge Based on EU Priorities
- Common application process in 3 stages (Short + Full + Interview)
- Global Scaling
- Business Coaching and Mentoring
- Success Metrics → EU Goals and creation of Deep Tech Scaleups

# HOW TO SUCCEED IN YOUR PROPOSAL

DISRUPTIVE IDEA

PRODUCT/SERVICE ALREADY TESTED

NEW MARKET ADDRESS

PROPPER SELECTION OF YOUR USP

BANKABILITY CONCEPT

IMPACT ASSESSMENT

COMMERCIALIZATION STRATEGY & BUSINESS MODEL

IS SOMEONE WILLING TO PAY FOR YOUR TECHNOLOGY?

COMPETITORS ANALYSIS AND INNOVATION PROPOSED (QUANTIFY BENEFITS)

BALANCE YOUR TEAM BETWEEN TECHICAL KNOWLEDGE & COMMERCIAL ABILITIES



# EIC Acces +



## Scale faster

by accessing tailored business acceleration services



## Secure investment

through investor readiness and fundraising support



## Enter new markets

with go-to-market strategies and internationalisation services



## Protect innovation

with intellectual property (IP) and legal assistance



## Research package

up to €60.000

- Access to Infrastructure and R&D support
- Prototyping and Proof of Concept (PoC)



## Business acceleration

up to €30.000

- Acceleration, Incubation and Venture building
- Business Planning
- Matchmaking and Internationalisation



## Skills improvement

up to €10.000

- Coaching and Mentoring
- HR & Talent



## Access funds


up to €30.000

- IP & Legal
- Due Dilligence
- Support fundraising






# EIC Acces +

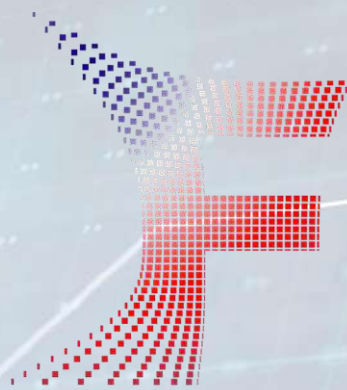
The screenshot displays the EIC Service Catalogue interface. At the top left, it features the European Innovation Council logo and the text 'EIC Service Catalogue'. A yellow button labeled 'EIC beneficiaries' Brief' is positioned in the top right. A dark blue navigation bar contains links for 'Service catalogue', 'Partners', 'EIC Business Acceleration Services', 'FAQ', and 'Contact us', along with a search bar. The main content area highlights 'Internationalisation services (USA)' for 'FUTURO PERFECTO'. It includes the company logo, a location pin icon for 'Spain', a yellow 'ID' icon, and the 'Service ID: EP131S1'.

European Innovation Council  EIC Service Catalogue EIC beneficiaries' Brief

Service catalogue Partners EIC Business Acceleration Services FAQ Contact us Search

 **Internationalisation services (USA)**  
**FUTURO PERFECTO**

 Spain  ID Service ID: EP131S1



# FUTURO PERFECTO

Beyond Innovation



**Jaime Trainor | CEO & Founder**

<https://www.futuro-perfecto.us/>  
[Jaime.trainor@futuro-perfecto.com](mailto:Jaime.trainor@futuro-perfecto.com)

310458 310458 310458 310458 310458 310458 310458 310458 310458 310458