


Funded Company Panel



Gregory Milman
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Rick Powell – Research Director
Nanoprobes, Incorporated

- <http://www.nanoprobes.com/>
- Gold nanoparticles and related technology
- Tools and reagents for microscopy, medical imaging, sensing and detection of biological analytes, diagnostics and cancer therapy, and nanotechnology.
- NIH SBIR/STTR grants and contracts over the past 2 years:
 - Chromogenic Her-2/neu Gene Amplification Assay (STTR Phase II, \$879K)
 - Enzymatic Metallography for Ultrasensitive Biodetection (SBIR Phase II, \$750K)
 - Correlative Enzymatic and Gold Probes (SBIR Phase I, \$169K)
 - Gold Enhanced Angiography (SBIR Phase II, \$1,000K)
 - Nanoparticle Contrast Agents: MicroCT of Colon Cancer (SBIR Phase I, \$162K)
 - Nanoparticle Contrast Agents: MicroCT of Colon Cancer (SBIR Phase II, \$888K)
 - Molecular mammography of Her-2 cancers using gold Nanoparticles (SBIR Phase I, \$180K)
 - Polymeric Enzyme-Gold Probes for Ultrasensitive Protein Blotting (SBIR Phase I, \$180K, pending)
- Outcomes and follow-up:
 - Enzyme metallography (developed with SBIR/STTR support) licensed to Ventana Medical Systems for use in automated slide staining and diagnostics.
 - Nanoprobes completed the NIH Commercialization Assistance Program (CAP) in 2005-2006 and participated in the LARTA Venture Forum in June 2006.

Alan Kriegstein –
ALA Scientific Instruments

- <http://www.alascience.com/>
- Instruments for electrophysiology and neuroscience research including drug discovery.
- Developers, manufacturers, importers/exporters distributors.
- Instrumentation is strictly for basic research, no clinical applications.
 - SBIR/STTR grants from NIH:
 - Hydronic, High-Speed Focal Thermal Stimulator (STTR) with UTMB and SUNY Buffalo.
 - Phase 1: 1R41NS046182-01 (\$84K)
 - Phase 2: 1R41NS046180-02 (\$912K)
 - A Scalable Cell Culture Perfusion System (SBIR)
 - Phase 1: 1R43GM080905-01 (\$182K)

Tony Favale – President & CEO
Advanced Energy Systems

- <http://www.aesys.net/>
- 2008 DOD SBIR Phase I Terahertz Source and Spectrometer
- 2007 DOE SBIR Phase II Superconducting RF Photocathode Gun
- 2007 DOE SBIR Phase I Advanced High Brightness Electron Source
- 2006 DOE SBIR Phase I Polarized Gun for ILC
- 2006 DOD SBIR Phase I High Power THz Source
- 2006 DOD SBIR Phase II RF Gun Photocathode
- 2004 NSF SBIR Phase I High Power THz Source
- 2004 DOD SBIR Phase I RF Gun Photocathodes
- 2003 NSF SBIR Phase I High Power THz Source
- 2002 DOE SBIR Phase II All SRF Gun
- 2002 DOE SBIR Phase II High Power Windows
- 2002 DOE SBIR Phase II Axisymmetric RF Gun
- 2002 DOD SBIR Phase II Improved High current injector
- 2002 DOD SBIR Phase II Improved DC GUN & SRF Injector
- 2001 DOE SBIR Phase I All SRF Gun
- 2001 DOE SBIR Phase I High Power Windows
- 2001 DOE SBIR Phase I Axisymmetric RF Gun
- 2001 DOD SBIR Phase I Improved High Current Injector
- 2001 DOD SBIR Phase I Improved DC GUN & SRF Injector

Jon Longtin – Technical Advisor
MesoScribe Technologies, Inc.

- <http://www.mesoscribe.com/>
- Technology for writing metal, insulator, and semiconductor materials
- Applications: sensors for harsh environments, antennas, conformable electronics, smart components
- DoD/DoE SBIR/STTR grants and contracts over the past 2 years:

– DOE	SBIR Phase I & II	\$800k	Thermocouples and Strain on Turbine Components
– DOE	SBIR Phase I	\$100k	Solid Oxide Fuel Cells
– DARPA	SBIR Phase I & II	\$900k	Distributed Electronics
– USAF	SBIR Phase I	\$100k	Passive strain and crack sensors on composites
– DARPA	SBIR Phase I & II	\$850k	Large Area Rectennas
– USAF	STTR Phase I	\$100k	Novel approaches to wireless strain sensing
– ARMY	STTR Phase I & II	\$850k	Integrated Damage Sensing and Modeling in Composites
– DOE	SBIR Phase I	\$100k	Autonomous sensors to monitor power lines
– NASA	SBIR Phase I & II	\$670k	Fabrication of large area flexible antennas
– NAVY	SBIR Phase I & II	\$830k	High Temperature Wireless Telemetry
– USAF	SBIR Phase I & II	\$850k	Precious Metal Sensors
– USAF	SBIR Phase I & II	\$850k	Structural Energy Storage in Air Vehicle Structure.
– USAF	SBIR Phase I & II	\$850k	Hypersonic Instrumentation
– AFOSR	STTR Phase I	\$100k	Ceramic TC's
– AFRL	SBIR Phase I	\$100k	Combined GPS & Comm Antennas for UAV's

Total of 15 Phase I awards and 9 Phase II awards (60%)

Questions 1-7

1. How did your company begin and how did it get start-up funds?
2. What were your funding options before obtaining SBIR/STTR funds?
3. What was the status (snapshot) of your company when you applied for SBIR/STTR funds? Which agency and why?
4. Did you prepare a business plan before or after the SBIR/STTR application, or not at all?
5. Do you have a personal/company "exit strategy", and if so, how and when did you develop it?
6. How and when did you protect your intellectual property?
7. Talk about your experience in the SBIR/STTR application Phase I process (e.g. time to write application, time to receive notification of application results, time to receive money after notification of award, financial control requirements, etc.)?

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Questions 8-15

8. Why did you select an SBIR or STTR mechanism?
9. How important was the inclusion of collaborators or consultants in your application?
10. How did you go about learning/mastering the SBIR/STTR application process? Did you use outside help?
11. Once you were approved for Phase I, how soon did you begin to prepare your application for Phase II?
12. Talk about your experiences in the SBIR/STTR application Phase II process?
13. What is the process you used to develop the required cost proposal?
14. How did you handle indirect costs (F&A) and Profit?
15. Have you been able to leverage your SBIR award and increase the effort on your project? In other words, did your receipt of SBIR funding influence other grant, equity, or debt financing you later received?

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Questions 16-21

16. What systems did you put in place after winning an award to insure you are compliant with government requirements for the use of funds? How were you paid by the government?
17. Now that you have used SBIR help in getting your research funded, would you do it again?
18. If you are selling your product, what problems have you encountered and solved in marketing and sales?
19. If you are licensing your product, what problems have you encountered and solved in establishing a licensing agreement?
20. If you intend to be acquired, how will/are you managing the acquisition.
21. If you could give two pieces of advice to others in managing an SBIR/STTR project, what would they be?

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Thank You



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