

August 22, 2024

AZ FAST Program Application Workshop

ARIZONA
COMMERCE AUTHORITY



FAST Program

The Arizona Commerce Authority (ACA) was chosen by the Small Business Administration (SBA) to administer Arizona's Federal and State Technology (FAST) Partnership Program.



OUTREACH

Increase the number of SBIR/STTR applicants and partner organizations to help support existing and new SBIR/STTR awardees.



TECHNICAL ASSISTANCE

Support startups to have more competitive bids for federally-funded innovation, research and development programs leading to the commercialization of technology.



FINANCIAL SUPPORT

Funds, resources, training, and network opportunities to help entrepreneurs succeed in their SBIR proposal.



OUTREACH

- In-Person Events
- Webinars
- Workshops
- ACA SBIR/STTR
Content Library



TECHNICAL ASSISTANCE

- Connection to
Ecosystem Resources
 - Consultants
 - Grant Writers
 - Lab Facilities
 - Universities



FINANCIAL SUPPORT

- AZ FAST Grant
- TechConnect Grant
- Advanced
Manufacturing
Facilities Grant

AZ FAST Grant

- **WHO:** Arizona small businesses with a strong understanding of Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)
- **WHAT:** \$3,000 towards SBIR/STTR application
- **WHEN:** Deadline Sept 16 at 5pm
- **WHERE:** Apply online at azcommerce.com/fast-program/

The screenshot shows the Arizona Commerce Authority website. The header includes the logo and navigation links: ABOUT, DATA & TOOLS, NEWS & EVENTS, a search bar, BUSINESS FIRST, BIG IDEAS, LOCATE, EXPAND, START UP, INDUSTRIES, PROGRAMS, and a CONTACT US button. The main content area features a large orange banner with a circular graphic and a navigation bar. The left sidebar lists various programs, with 'FAST PROGRAM' highlighted in red. The main content area is titled 'FEDERAL & STATE TECHNOLOGY PARTNERSHIP PROGRAM' and contains the following text:

The Small Business Administration's Federal and State Technology (FAST) Partnership Program is designed to support programs that advance innovative, technology-driven small businesses. The Arizona Commerce Authority has partnered with the Small Business Administration (SBA) to facilitate the FAST program in Arizona.

Arizona's FAST program provides funds, resources, training, and network opportunities to help entrepreneurs succeed in their Small Business Innovation Research (SBIR) proposal. The program gives startups more competitive bids for federally-funded innovation and research and development programs.

APPLICATION

Round six of the FAST Program applications are now closed. The next round of applications will be open from August 14, 2023 through October 2, 2023.

Each round will award six applicants up to \$3,000 each. Please note: FAST Grant funding is only available to Arizona businesses.

ELIGIBILITY REQUIREMENTS

Small Business Innovation Research (SBIR) Eligibility requirements are defined as:

1. An organized for-profit with a place of business located in the United States.
2. More than 50 percent is owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States or by other small business concerns that are each more than 50 percent owned and controlled by one or more individuals who are citizens or permanent resident aliens of the United States.
3. No more than 500 employees, including affiliates.

How to Learn About SBIR/STTR

SBIR.GOV Tutorials: Informative courses about the SBIR/STTR programs that provide explanations of the application and awardee processes

SBIR/STTR Award Reports: Access past SBIR/STTR awards to identify which agency fits your technology best and understand the current innovation needs

Agency Contacts: Find SBIR/STTR representatives on the sbir.gov website and agency SBIR/STTR specific websites.

ACA Content Library: Watch recorded webinars on SBIR/STTR topics

Local Small Business Development Center (SBDC): Connect with free resources to expand your knowledge of small business practices and programs

Other resources: University experts, APEX Accelerators, ACA Events, AZTC Events and MORE

SBIR/STTR RESOURCES

COMPANIES SEEKING SBIR/STTR FUNDING

- Helpful resources
- SBIR consultants
- Program & grant overviews
- Grant applications
- Eligibility requirements
- AZ FAST grant application
- Webinars and workshops
- Access to our expert advisors
- Facilities

SCAN ME!



Application Content

Designed to answer the following:

- Who is the company?
- Is the company prepared for an SBIR/STTR application?



Application Content: What to Include

Question: Please list key partners, academic associates and/or contractors. Multiple support organizations and specific points of contact are encouraged. *

List all reputable support organizations involved in your innovation and those who have supported you through SBIR/STTR. Provide point of reference (contact, department name, etc.)

Question: Please describe your innovation/project.

Make sure your innovation is clear and relevant to SBIR/FAST funding.

Question: Does the project address an important problem or a critical barrier to progress in the field?

Clearly address the industry problem and critical barrier related to your technology.

Question: What strategies, methodologies, and analyses are in place to accomplish the specific aims of the project? (100 words or less)

Explain the steps in place to achieve your project goals.

Application Content: What to Include

Question: Does the innovation challenge and seek to shift current research or clinical practice?

Clearly address how the project shifts current research or clinical practice. Provide a well detailed response.

Question: Are the concepts, approaches or methodologies, instrumentation, or interventions novel to one field of research or novel in a broad sense? Please note any potential competitors.

Clearly addresses the novelty of the innovation and explain in detail. Identify potential or existing competition and differentiates your innovation from existing solutions.

Question: Does the proposed project have commercial potential? If so, how?

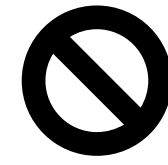
Clearly address the commercial potential of the innovation and provide the market potential (in dollars). Detail how the innovation might succeed in the market.

DO



- Visit the ACA's resource center
- List all partners/academic associates/and or contractors
- Approach the application from an SBIR/STTR mindset
- Demonstrate your innovation's novelty
- Plan to apply for more than one cycle of AZ FAST

DON'T



- Submit an AZ FAST application without researching the SBIR/STTR programs
- Assume the judges already know your company's innovation
- Forget to include potential discriminators in the application
- Be vague about the commercial potential of your product



No Cost Technical Assistance



Albert Escobedo,
Program Manager

Email:

AZSSBCITA@azcommerce.com

“FAST TECHNICAL ASSISTANCE” in
the Subject line.

More Info:

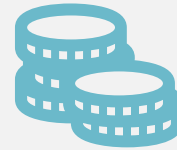
azcommerce.com/fast-program



Some Final Reminders



\$3,000 will not cover all costs associated with an application



AZ FAST Grant \neq Free Money



The result of the application does not determine the success of your company

Questions?



ARIZONA
COMMERCE AUTHORITY

WileyL@AZCommerce.com

