CONSULTANT FIRMS
Illinois small businesses and entrepreneurs may choose one of the consultant firms listed below to provide the SBIR/STTR grant writing services.

- Acuity Edge
- Biotechnology Business Consultants
- Resource Associates
- Science Applications International Corporation
- Supera Technical Inc

Acuity Edge, Inc.
http://www.acuityedge.com

Acuity Edge (AE) is a management consulting firm providing strategy consulting, innovation management, market research, partnership development, startup coaching, and training to corporate, university, government, startup, and venture capital clients. AE is well positioned to provide custom service for the University of Illinois SBIR/STTR Technical Grant Writing Assistance Initiative:

- **History of Commercialization Success within Illinois:** AE’s CEO, Joseph Holmes, co-led the reconstruction of the University of Illinois Urbana-Champaign (UIUC) technology transfer office in 2001. After the evaluation of 600 inventions, UIUC licensed to 34 startups, secured 255 license and option agreements, and received over 900 invention disclosures. Holmes has continued to work with UIUC since 2001 and was recently selected as one of three contractors to provide commercialization services to UIUC for years to come.

- **Track Record with Notable Organizations:** CEO Joseph Holmes has contributed to commercialization projects within organizations including Arkema, Avery Dennison, BASF, Duke University, Electric Power Research Institute, Ford, Korea Institute of Science & Technology, Kobe Steel, Nomura, Matsushita, Mayfield, Michigan State University, Motorola, NASA, Naval Research Laboratory, Research Triangle Institute, Rohm & Haas, Sherwin Williams, Siemens, Textron, University of Illinois, US Department of Commerce, Xerox, and many small businesses.

- **Served as SBIR/STTR Reviewers for Government Agencies:** AE experts have conducted SBIR reviews for agencies including NASA, National Science Foundations (NSF), and US Department of Agriculture (USDA) – thus understanding directly what is required to impress SBIR reviewers.

- **National Commercialization Expert:** Professor Holmes has taught *Commercializing Technology Innovations* in Duke University’s Master of Engineering Management (MEM) Program since 2005 – a course designed to demystify the journey from idea creation to value extraction. Holmes has presented at the Association of University Technology Managers (AUTM) and the Licensing Executive Society (LES), and has authored commercialization articles in the Industrial Research Institute’s (IRI) *Research-Technology Management* and *BusinessWeek.*
**World-Class Team:** AE is comprised of educated professionals (e.g., 11 PhD, 1 DVM, 7 MBA, 1 JD, 12 MS, and 27 BS degrees) with an average of 20 years of experience per expert with domain expertise across both engineering and life-science disciplines, as well as support staff with expertise in editing, market research, Web design, and IT. Commercialization experts are carefully selected and trained to have technical-business-IP expertise and commercialization/industrial experience.

**Professional Resources:** AE can access resources that enable professional-grade market research including OneSource, Lexis Nexis, Business Source Premier, Engineering Village, DIALOG, ProQuest, Web of Science, Delphion, and others.

**Customer Orientation:** Every innovation client is unique. Whether a Fortune 500 global firm or a garage-based startup, every client deserves top-class customer service. Illinois innovators need grant writing assistance; more importantly, however, they need coaching for commercialization success.

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**Biotechnology Business Consultants (BBC) and BBCetc**

[http://www.bioconsultants.com](http://www.bioconsultants.com)  
[http://www.bbcetc.com](http://www.bbcetc.com)

Biotechnology Business Consultants, LLC (BBC) founded in 1990 provides intensive SBIR/STTR training and proposal development assistance as part of a broader range of services focused on assistance to early stage technology companies. BBC is nationally recognized for its expertise in training and follow-on assistance for the SBIR/STTR program. Under its BBCetc umbrella, BBC provides SBIR/STTR assistance across technology sectors and federal agencies, including:

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BBC’s principals and senior consultants (many of whom have been successful principal investigators on research grants, center grants, etc.) have extensive experience in:

1) Identifying appropriate SBIR/STTR solicitations for companies  
2) Providing in-depth education on SBIR/STTR proposal development through a comprehensive training curriculum  
3) Assessing client appropriateness for SBIR/STTR  
4) Assisting clients with grant strategy, including maximizing use of grant funding and integrating this funding into the company’s overall business strategy
APPENDIX 1 - PROGRAM CONSULTANT FIRMS

5) Providing guidance on the preparation of proposals, including assessments of technical objectives and hypotheses, and assistance in drafting supporting documents (e.g., biographical sketches, resources, budgets)

6) Providing detailed technical reviews of proposals, which critique proposals and provide extensive feedback on mechanisms to improve the competitiveness of the proposals

7) Providing detailed edits on final versions

8) Assisting clients with post-submission issues, from filing assurances and developing in-house grant support systems, to proposal revision and resubmission

Collectively, BBC has been involved in training over 1,000 people and reviewing hundreds of SBIR/STTR proposals. BBC’s current team of six professionals and six consulting partners encompasses a range of technical and business experiences that enable BBC to provide this detailed and comprehensive SBIR/STTR assistance program. Biographical information for BBC’s team may be found at www.bioconsultants.com.

Resource Associates
http://www.grantwriters.net

Resource Associates is a national corporation that offers professional grant writing and capacity building services to 501(c)(3) agencies, businesses, and public entities throughout the world. Our mission is to increase the quantity and quality of social service, human service, education, and economic development-related, grant engineered programs in order to reduce community disorganization factors and bring about positive change for immediate and future generations. The company pursues its mission by striving to provide the most affordable and highest quality grant development services available on the market — backed with exceptional customer service. The full range of Resource Associates’ professional services includes:

- Strategic planning & consulting
- Grant research, profiling, and rfp/rfa tracking.
- Grant proposal writing.
- Grant evaluation.
- Grant writing training.

Founded in 1995, Resource Associates began as an independent contracting firm that targeted its grant development services to central and southern California LEA's and schools. Over the course of the past ten years, the company has expanded its services to focus on multiple entity types (i.e., nonprofits, businesses, educational product vendors) from throughout the United States and the international community.

Resource Associates is comprised of several divisions, which include the Grant Writing Services Division and the RA Evaluation Institute. The Grant Writing Services Division hosts a large staff of professional grant writers, full-time administrators, and support staff who represent an average of 600 RA client agencies at any one time. The division's grant writer pool is diverse and inclusive of community economic development specialists, certified prevention specialists, mental health specialists, medical doctors, criminal justice and fire safety specialists, technologists, scientists, and education specialists. Due to the large volume and demand of client services, Resource Associates has the financial and management
capacity to maintain a sizable staff of experienced grant writers who are able to perform a variety of grant development services in response to each client's immediate need.

Science Applications International Corporation (SAIC)
http://www.saic.com

SAIC is a FORTUNE 500® scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy and the environment, critical infrastructure, and health. The company’s approximately 45,000 employees serve customers in the Department of Defense, the intelligence community, the U.S. Department of Homeland Security, other U.S. Government civil agencies, and selected commercial markets. SAIC had annual revenues of $8.9 billion for its fiscal year ended January 31, 2008. For more information, visit www.saic.com. SAIC: From Science to Solutions®.

Innovative Applications of Technology and Expertise
We solve our customers' mission-critical problems with innovative applications of technology and expertise. In medical labs researching cancer cures, in the desert testing next-generation robotics, in the ocean deploying tsunami warning systems, SAIC people and technologies are there. In crime labs investigating new evidence, in Iraq helping protect and support our men and women in uniform, SAIC is there. We offer a broad range of services and products to address our customers' most complex and critical technology-related needs. We do all this work with the constant and deliberate commitment to ethical performance and integrity that has marked SAIC since its founding.

Small Business Development Program
We believe small businesses, including small disadvantaged, women-owned, veteran-owned, HUBZone companies, and historically black colleges and universities and minority institutions bring good capabilities and know-how to assist SAIC and better serve customers. This small business strategy has yielded a record level of small business utilization for Government Fiscal Year 2008 (GFY 08), which ended in September. During GFY 08, SAIC awarded more than $1.6 billion in subcontracts to small businesses, reflecting a 32 percent increase from the previous year’s $1.2 billion. This number includes approximately $700 million awarded to women- and minority-owned firms and more than $300 million awarded to veteran-owned businesses. The results are the culmination of a series of initiatives implemented by SAIC, aimed at developing strong relationships with small businesses and increasing business opportunities for them. These initiatives include free training that SAIC provides to small businesses in areas such as business and proposal development, pricing, and program management.

SBIR/STTR Technical Grant Writing Assistance Program
Our deep domain knowledge, broad technology reach, and extensive business development experience embraces the critical technology missions of all 11 SBIR/STTR federal agencies. Our SBIR/STTR experience dates back to the inception of this program. SAIC’s flexible Just-In-Time SBIR/STTR Training Program provides small businesses with specific and targeted appropriate assistance at the point in time when it is needed. This experience includes assisting in all phases of SBIR/STTR proposal strategy development and proposal writing and submittal. SAIC’s senior technology fellows, including members of the National Academies of Science, are available for brief consultation. SAIC is more than a grant writer consultant that only writes proposals for others. SAIC considers collaboration with small businesses by teaming in their SBIR/STTR projects and beyond to SAIC’s major program contracts.

Contact:   K. Michael Skreiner Ph.D., P.E.
SBIR/STTR Program Manager
Supera Technical Services, Inc.

http://www.supera-tech.com

Supera Technical Services, Inc. (Supera) is a small business entity with its principal office located in California’s central valley and within an easy drive of the San Francisco Bay Area. Supera’s corporate management has a combined total of 65 years experience working with or within the Department of Energy’s National Laboratories, for licensees of the Nuclear Regulatory Commission, for Universities in the United States, and for the Department of Defense’ Industrial Military Complex. During this time we have worked and collaborated with talented people who are eager and excited to help provide solutions to companies in need. Our strategy is to indentify and win consulting opportunities for present and past employees from these organizations and to create a mutually beneficial partnership between industry and this highly skilled and experienced group of technical and management consultant professionals.

Supera Technical Services, Inc. is comprised of a management team and a base of over 40 independent contractors whose areas of expertise include Project Management, Scientific Consulting, Device Engineering and Environmental Consulting. Our contractors are all highly experienced experts, and they have credentials, certifications and experience in:

Primary Disciplines
- Analytical Chemist
- Biologist
- Biomedical Science
- Chemist
- Environmental Science
- Environmental Toxicology
- Physicist
- Toxicologist

Specialized Disciplines
- Fire Protection
- Ion Beam Analyst
- Institutional Bio-safety
- Industrial Hygienist, Certified
- Hazardous Waste Management, Certified
- Health Physicist, Certified
- Mass Spectrometrist
- Occupational Safety and Health
- Project & Program Management
- Radiological Safety Experts

Among the experts in the areas listed above, several are Ph.D. and M.S. level professionals, who have researched, written and won government and institutional funding for projects in biotechnology, environmental science and device engineering. These same experts have adopted a generalized project
plan to be tailored to each opportunity; this plan will be used for collaborating with small, high-tech, businesses and researchers to seek and win Phase I SBIR/STTR funding which will facilitate their technical development objectives and will allow them to take their proposed technology to the next phase of development.