

# Solix Partners with State Agency to Administer Award-winning Biomedical Research Grant Program

## Client Overview

Innovation Partnership (IPart) is a consortium of thirteen technology-based economic development partners in Pennsylvania. It's organized to help early-stage high tech companies in the Commonwealth win more federal Small Business Innovation Research (SBIR) grants.

## Program Objectives

- ✂ Assess strengths and weaknesses in SBIR proposal concepts before federal proposals are submitted.
- ✂ Identify high-potential proposals to provide IPart additional support with proposal development.

## Challenges

- ✂ Provide a web-based solution accessible to small business clients anywhere within the state.
- ✂ Arrange quick turn-around on evaluations in a wide range of technical disciplines.
- ✂ Align clients by consortium member to preserve business relationships.

## Solix Solution

- ✂ Solix developed the complete concept for providing this type of review, as well as an organizational structure and business process for making IPart investment decisions.
- ✂ Based on our research into the programmatic requirements and peer review practices of the federal SBIR program and IPart interests, we developed the templates used to gather information about proposal concepts and obtain peer review feedback.
- ✂ Using GrantEase®, our proprietary web-based system, we quickly developed a secure, IPart-branded website that provided IPart consortium members with centralized program administration and also enabled IPart clients to submit their concepts for review and retrieve evaluation reports.

## Results

- ✂ Solix delivered expert evaluations in record time for more than 600 proposals. Investigators had ample time to consider strengths and weaknesses and incorporate reviewer feedback into much stronger final federal proposals.
- ✂ Based on data reported by the IPart Program Manager, small businesses participating in this program have experienced a federal funding success rate 32% higher than the reported national average for all SBIR applicants.
- ✂ Originally a single year contract funded by a one-year Federal SBA grant, IPart member organizations and the Commonwealth of Pennsylvania have renewed.