

AZFAST Grants

A State-Funded Opportunity to Commercialize your Innovations

What is an AZFAST Grant?

AZFAST Grants are offered by the Arizona Department of Commerce and are specifically designed for entrepreneurs to develop and commercialize global technology by accessing Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) federal funding. The AZFAST grant program offers a reimbursable grant of up to \$5,000 of eligible SBIR/STTR expenses. For more details, visit: www.azcommerce.com/BusAsst/Technology/AZFAST.htm.

AZFAST Grant Eligibility

Small Arizona technology companies with less than 100 employees or less than \$4 million in revenue. The company's primary business has to be in one of the following technology areas: Advanced Manufacturing, Advanced Materials, Aerospace, Biosciences, Electronics, Environmental Sciences, Information Technology, Nanotechnology, Optics, Telecommunications, and Sustainable Systems.

SBIR/STTR Programs

The Small Business Innovative Research (SBIR) and Small Business Technology Transfer

(STTR) Programs provide grants to small businesses for research and development of technology with commercialization potential. All federal agencies with research and development budgets greater than \$100 million must participate in SBIR, and those with budgets above \$1 billion must also participate in STTR, by setting aside a percentage of their budget for small businesses. Eleven federal departments participate in the SBIR program; five departments participate in the STTR program awarding \$2 billion to small high-tech businesses annually. (<http://www.sba.gov/aboutsba/sbaprograms/sbir/>)

About Summit

Summit Contract Management provides step-by-step guidance in government procurement from the management of new intellectual property to contract close-out. Summit Contract Management is pleased to announce that as of April, 2008 we are an approved provider for the Arizona Department of Commerce AZFAST Grant program.

AZFAST Grant Services

Summit Contract Management is authorized to assist AZFAST grant awardees by providing the following services: grant coaching & consultation sessions, data gathering & analysis, development of narratives, budgeting/accounting, gathering letters of support, obtaining resumes, technology roadmap planning, business planning, marketing plans, commercialization strategies & plans and assistance with contract & grant performance requirements.



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AZFAST Grant Summit Team Services

The Commercialization Team

The Summit Commercialization Team helps businesses and technical entrepreneurs take their innovations to market by helping them leverage state and federal government-funded programs. The team has extensive experience in areas critical to winning and benefiting from government contracts.

[Sandy DiCosola](#) has helped large and small businesses succeed at each stage of the procurement lifecycle for over 25 years. Since 1997 Ms. DiCosola has assisted small businesses on over 80 SBIR projects from a variety of agencies. She has assisted in every aspect from proposal writing through negotiation and grant/contract close-out. Ms. DiCosola collaborates with the Summit Commercialization Team as a project leader, contracts manager, and specialist in budget and accounting system development.

[John Berryman](#) has an extensive background in grant proposal writing, editing and coordination, program management, and marketing and business development. Prior to working with Summit Contract Management, he worked on nearly

one hundred SBIR Phase I and II proposals with awards totaling over \$13 million. He has submitted proposals to numerous federal research agencies in areas such as laser sensing systems, medical devices, GPS systems, and semiconductors and photonics. Mr. Berryman is Summit's primary technology grant writer and grant writing coach.

[Theo Kipnis](#) is the principal of Theo Kipnis | Strategic Marketing and has led the marketing, sales, and business development efforts for companies in technology, service, and retail industries for the last fourteen years. While working as a business analyst with the SBA's Small Business Development Center, he advised over a hundred businesses from a wide range of industries and company growth stages on areas such as business planning, marketing, and government procurement. Mr. Kipnis is Summit's commercialization strategist and project manager.

[Jan Knight](#) is an independent research specialist and President of Bancroft Information Services. Ms. Knight provides customized business intelligence and market research with much of her work

helping to shape business plans, marketing strategies and new business development. Her client list includes high tech start-ups, technology and service firms, and more. She holds an M.A. in Information Resources & Library Science from the University of Arizona, and a B.A. from the University of California, Berkeley. Ms. Knight is Summit's primary business and market research analyst.

[Leon Radziemski Ph.D.](#) is President of Piezo Energy Technologies, LLC and Summit's senior technical proposal reviewer. He spent 16 years as Staff Physicist and Project Manager at Los Alamos National Laboratory and twelve years at Washington State University where he interfaced with the hi-technology materials, computer science, and biotechnology communities. Radziemski has had considerable experience writing successful R&D proposals to the DOE, the NSF and NIH. He reviewed proposals for four years at the Research Corporation, a foundation for the advancement of science.

[Please contact us for a free consultation to determine how the SBIR/STTR and AZFAST Grant programs fit into your business model.](#)



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