



**TRACK:**

**PRODUCT/MARKET  
DIVERSIFICATION**

**SERVICE:**

**SBIR/STTR FEDERAL  
GRANT WRITING**



**OPPORTUNITY**

*Unlocking federal funding for new technology R&D*

**KEY PROJECT ACTIVITIES**

- **Registration Assistance:** Provide support and assistance to set up and register in the required portals
- **Customer Product/Market Fit:** Perform customer validation interviews with potential defense customers. Identify and define product market fit of the product via weekly workshops
- **Proposal Development:** Develop proposal plan via weekly workshops and deliverables being completed in-between workshops
- **Partner Coordination:** Collaborate to identify partners and facilitate Letters of Support

**KEY DELIVERABLES**

- ✓ Project Pitch: Initial pitch deck outlining concept and research plan
  - ✓ Phase I SBIR/STTR (if selected to submit): Full grant application
- \* No upfront fee for this engagement. Upon award, enFocus will charge 2% of the awarded amount with a max fee of \$40,000/award

**TIMELINE:**

**4**

*Months*

**KEY PARTNERS:**



**SUCCESS STORIES:**

*Adapting the Dry-Ice Blasting Cleaning Process to Government Needs*

*Predicting and Mitigating Fall Risks through Motion Detection in Senior Living Communities*



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