

The logo for HTDC (High Technology Development Corporation) is displayed in a white rounded rectangle with a slight gradient and shadow. The letters 'HTDC' are in a bold, red, sans-serif font.

**HTDC**

High Technology Development Corporation

Hawaii Small Business Innovation Research  
(SBIR) Matching Grant and Assistance Program  
&  
HTDC-Manufacturing Extension Partnership  
Program

Hawaii Energy Policy Forum  
August 20, 2007

**Cultivating Hawaii's Tech Sector**

# What is SBIR?

- 11 largest federal agencies award \$2.5B each year to small businesses on wide variety of R&D topics
- Provides hard-to-find seed capital for ideas that can be commercialized
- 3 SBIR Phases: Phase I - feasibility (\$100k), Phase II - prototype development (\$750k), Phase III – commercialization  
DoE odds of winning: Ph I approximately 5-to-1;  
Ph II 2-to-1 to 3-to-1  
[www.sbirworld.com](http://www.sbirworld.com)



# Solicitation Topics Relate to DOE's Strategic Goals

- **Energy:** Promoting a diverse supply and delivery of reliable, affordable, and environmentally sound energy.
- **Science:** Providing world-class scientific research capacity and advancing scientific knowledge.
- **Environment:** Protecting the environment.
- **Defense:** Protecting our national security using advanced science and nuclear technology.

# Dept of Energy SBIR Topics (FY06)

## OFFICE OF ENERGY EFFICIENCY AND RENEWABLE ENERGY

1. Use of Cellulosic Biomass to Produce Biofuels
2. Solar Energy
3. Hydrogen Delivery and Production
4. Wind Energy Reliability and Cost Reduction
5. Technologies Related to Hybrid Electric Vehicles with Special Emphasis On Plug-In Hybrids

## OFFICE OF BASIC ENERGY SCIENCES

### OFFICE OF FOSSIL ENERGY

### OFFICE OF NUCLEAR ENERGY, SCIENCE AND TECHNOLOGY

### OFFICE OF NUCLEAR PHYSICS

### OFFICE OF HIGH ENERGY PHYSICS

### OFFICE OF SCIENCE

### OFFICE OF ADVANCED SCIENTIFIC COMPUTING RESEARCH

### OFFICE OF SCIENTIFIC AND TECHNICAL INFORMATION

### OFFICE OF DEFENSE NUCLEAR NONPROLIFERATION

### OFFICE OF ELECTRICITY DELIVERY AND ENERGY RELIABILITY

### OFFICE OF BIOLOGICAL AND ENVIRONMENTAL RESEARCH

### OFFICE OF FUSION ENERGY SCIENCES

<http://sbir.er.doe.gov/sbir/>

# SBIR/STTR – DOE Annual Schedule



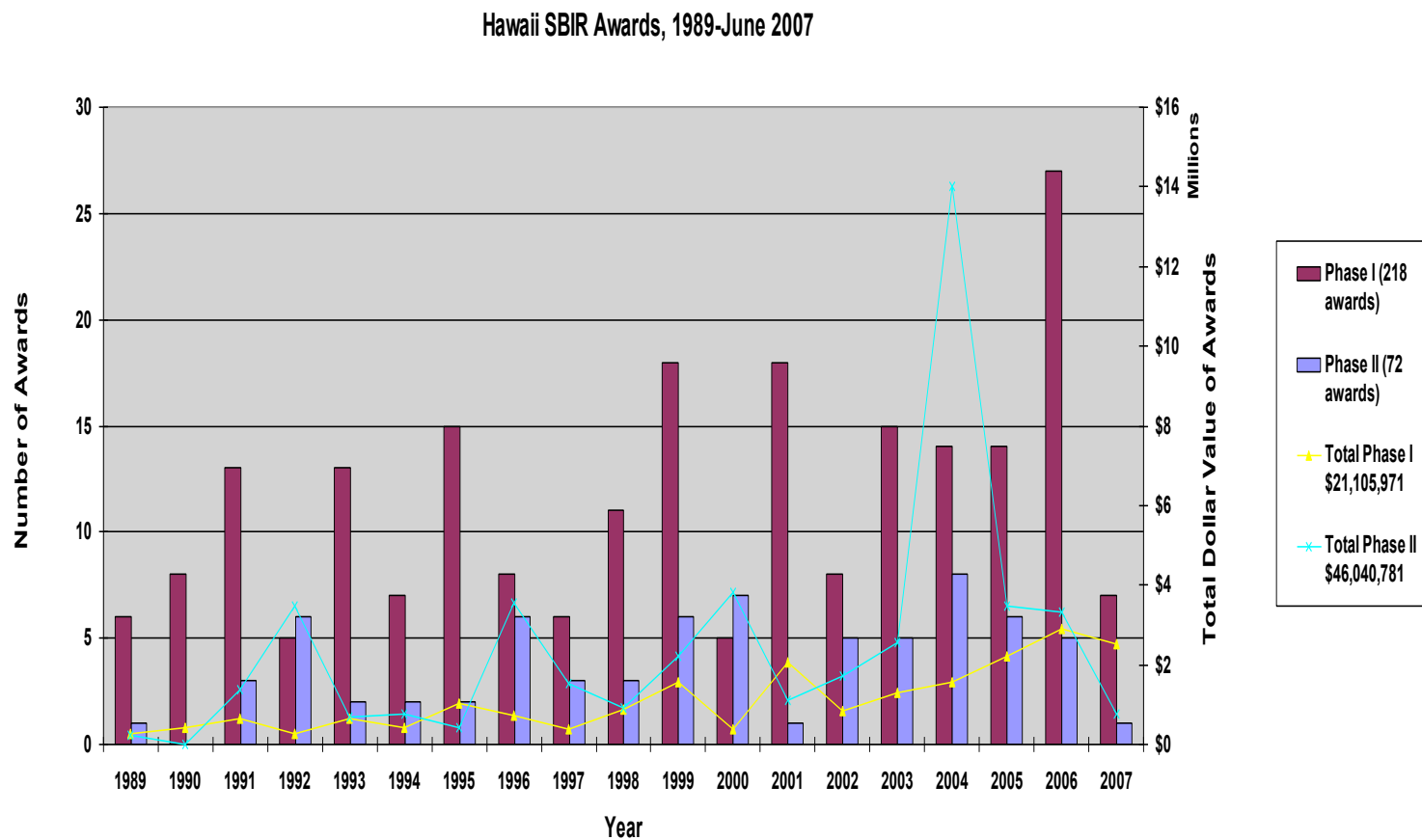
<b>Release of Solicitation</b>	<b>September / October</b>
<b>Submission deadline</b>	<b>December / January</b>
<b>Selection</b> (Phase I)	<b>April / May</b>
<b>Grant start date</b>	<b>June / July</b>

# Hawaii SBIR Assistance Program at HTDC

- SBIR Orientation – is SBIR a good fit for your company?
- SBIR/STTR Proposal Writing assistance
- Matching grant from the State up to \$25k for Ph I SBIR and STTR

# HTDC HSBIR Progress

## Hawaii SBIR Awards, 1989-June 2007



# HTDC – Manufacturing Extension Partnership (MEP)

## Reduces cost & lead-time while improving quality, productivity, capacity and PROFITS

### MEP Service Offerings

- Training & Implementation of Lean Manufacturing & Value Stream Management
- Rapid Plant Assessment
- Balanced Scorecard/Lean Metrics Development
- Business Planning
- Supply Chain Management
- Business Plan Development
- Financial Analysis
- Managing Organizational Change
- Quality System Development and Enhancement
- Process Design and Improvements
- Product Development
- Marketing Research and Planning



# Expected Benefits of Implementing Lean Manufacturing

- Increased Sales
- Costs Savings
- Increased Market Share
- Reduced Inventory
- Higher Quality
- Faster Delivery Times
- Logistics Management
- Customer Service

Results are Monitored by NIST to Ensure Excellence to Clients in Quality and Service

*Source: Industry Week Magazine: changes businesses have experienced with Value Chain Management*