

Phased Funding Propels Innovation



Through a partnership between [Pinellas County's Business Development Center \(PCBDC\)](#), the [University of South Florida Small Business Development Center](#), and [Florida's High Tech Corridor Council](#), Fourier Designs, LLC became the first PCBDC client to apply for and receive a "Phase 0" Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR) grant. Dr. Sam Phillips, President of Fourier Designs, consulted PCBDC staff regarding his desire to apply for a National Institute of Health Phase I SBIR grant, which would be used to conduct feasibility studies to evaluate the scientific and technical merits of his idea. Introduced to the idea through the PCBDC, Phillips chose to begin the process by applying for a "Phase 0" grant through [Enterprise Florida's SBIR/STTR "Phase 0" Pilot Program](#). These grants are intended to help companies increase their chances of submitting successful SBIR/STTR proposals. The \$3,000 "Phase 0" grant awarded to Fourier Designs was used to help Phillips secure the resources he needed to prepare a high-quality, competitive Phase I proposal. Phillips attests, "The 'Phase 0' program provides so much opportunity for Florida businesses to compete well at the Phase I level. That extra financial boost allows enterprises like ours to conduct more research before composing a Phase I proposal, which can make all the difference between a good grant proposal and a *winning* grant proposal."

Fourier Designs develops innovative, inexpensive solutions for medical and assistive technology, ranging

from simple to electromechanical systems, to enhance the mobility and functioning of humans. The developed technology complements existing product lines and provides new products to clinicians, hospitals, and treatment centers.

By utilizing the resources found with Pinellas County's Business Development Center, Phillips was introduced to the "Phase 0" Pilot Program and assisted through the application process. The hard work paid off – Fourier Designs subsequently applied for and received an SBIR Phase I grant with the National Institute of Health in the amount of \$100,000. "We're obviously thrilled to have reached this milestone," says Phillips. "With the Phase I funding in place, Fourier Designs can now advance the ideas and innovations upon which our company is founded and that will continue to move us forward in the field of medical technology."

Dr. Phillips, along with his partner Dr. Kathryn De Laurentis, continues to utilize the myriad resources available through Pinellas' Business Development Center and both are currently participants in PCBDC's [TechVenture](#) entrepreneurial training program.

Learn how the Business Development Center can help you bring your business concept to fruition. Contact the BDC at (727) 453-7200 or visit them on the web at www.PCED.org/entrepreneurs.