

**SBIR/STTR Workshop**  
**May 12 & 13, 2020**  
**9:00 am – 4:30 pm (EST)**

Presented by:



Join our live Virtual Classroom for an interactive, two-day SBIR/STTR workshop. In addition to up-to-date information on the SBIR/STTR programs, we'll take a deep dive into the differences between SBIR and STTR, review how to prepare an SBIR proposal for NIH, DoE, NSF and DoD, and how to avoid common pitfalls. Our Virtual SBIR Classroom features activities and regular interaction with participants. Get your questions ready!

**Day 1**

9:00 am	<b>Introduction by the Center for Biotechnology at Stony Brook University</b>
9:15 am	<b>SBIR/STTR Overview and Introduction</b> , presented by Becky Aistrup An overview of the SBIR/STTR programs, including eligibility, sources of funding and tools for proposal development.
10:30 am	Break
10:45 am	<b>Part 1 - NIH Intro and Proposal Prep</b> , presented by Becky Aistrup Essential information for selecting an institute appropriate for your technology, how to contact and communicate with program officials and the importance of the team and environment.
12:00 pm	Q & A
12:15 pm	Lunch Break
12:45 pm	<b>Part 2 - Proposal Prep continued</b> , presented by Becky Aistrup What should be included in the Research Strategy, preparing proposal components for maximum impact and what reviewers expect.
2:00 pm	Q & A
2:15 pm	Break
3:00 pm	<b>Part 3 - Registration, Budgets, Submission</b> , presented by Shannon Bass Reviews the 6 required registrations needed to submit a proposal and covers important considerations in budget development.
4:15 pm	Q & A

**Day 2**

9:00 am	<b>Introduction by Stony Brook University Economic Development</b>
9:15 am	<b>Commercialization Planning</b> , presented by Becky Aistrup Review of agency expectations for commercialization plans in your Phase I and II projects
10:30 am	Q & A
10:45 am	<b>Basics of NSF Proposal Prep</b> , presented by Jerry Hollister Review of NSF eligibility requirements, project pitch, and insight on how to navigate the NSF process.
12:00 pm	Q & A
12:15 pm	Lunch Break
12:45 pm	<b>Basics of DOE Proposal Prep</b> , presented by Jerry Hollister A brief overview of the DOE SBIR/STTR program and how to navigate the DOE process.
2:00 pm	Q & A
2:15 pm	Break
3:00 pm	<b>Basics of DoD Proposal Prep</b> , presented by Becky Aistrup An overview of the DoD program and its requirements.
4:15 pm	Q & A

Register Here: <https://attendee.gotowebinar.com/register/8794934543415389452>

**Meet your presenters:**

Becky Aistrup, BBCetc Managing Partner and Co-owner  
Jerry Hollister, Principal Consultant  
Shannon Bass, Principal Consultant



**About BBCetc**

BBCetc is nationally recognized for its success in helping emerging companies win SBIR/STTR funding and use it strategically to propel growth. BBCetc's Michigan clients have been awarded over \$213 million in funding since 2002. [www.bbcetc.com](http://www.bbcetc.com) / 734.930.9741 / [info@bbcetc.com](mailto:info@bbcetc.com) / @BBC\_etc