

**SBIR/STTR Workshop**  
**October 21-22, 2020**  
**9:00 am – 4:30 pm (EST)**

**Presented by:**



Join our live Virtual Classroom for an interactive, 1.5 day SBIR/STTR workshop. We'll review the basics including program purpose; eligibility; and sources of funding. Then we'll provide proposal prep essentials of the NIH and NSF programs. In addition to up-to-date information on the SBIR/STTR programs, we will cover:

- NIH and NSF grant mechanisms and where to find them
- How to do research using the web tools available (eReporter, SBIR.gov, etc.)
- Common pitfalls and how to avoid them, and much more.

**October 21**

**9:00am – 4:30pm**

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>NIH 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>NIH 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>NSF Proposal Prep</b> , presented by Megan Varnum Review of NSF eligibility requirements, project pitch, and insight on how to navigate the NSF process.
4:15 pm	Q & A

**Oct 22**

**9:00am – 11:00am**

9:00 am	<b>Introduction</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
10:45 am	Q & A

**Register Here:** <https://attendee.gotowebinar.com/register/7394222703864963342>

**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.  
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