

SBIR/STTR Proposal Preparation Workshop

January 18 & 19, 2023

(All times listed are Central Time Zone)

This workshop is a must if you are considering an NIH submission. This day and a half training will begin by reviewing the SBIR/STTR program basics including what they fund, which federal agencies participate, how the money can be used and the differences between the SBIR and STTR programs. The first session will conclude with an overview of NSF and NIH specifics, to help guide your project planning. Then will take a deep dive into NIH proposal preparation, with a detailed explanation of each section of your proposal. Day two begins with developing the key components of a commercialization plan with emphasis on NIH requirements. The final session of the day will be a review of the other critical elements of your proposal; required registrations, policies & procedures and how to construct a strong budget.

Wednesday, Jan.18

9:00am - 9:30am
9:30am - 11:00am

BioGenerator Program Overview

SBIR/STTR Overview and NIH & NSF Program Essentials

An overview of the SBIR/STTR program and review of NSF & NIH Program Essentials

11:00am - 11:15am
11:15am - 12:45pm

10-15-minute break

NIH Proposal Prep - Part 1

Detailed explanation of each component for a proposal with strategies and review criteria

12:45pm - 1:15pm
1:15pm - 2:45pm

30-minute lunch break

NIH Proposal Prep - Part 2

Continuation of NIH proposal prep, final Q&A

Thursday, Jan.19

9:00am - 10:30am
10:30am - 10:45am
10:45am - 12:15pm

NIH SBIR/STTR Commercialization Plan

10-15-minute break

Other Components for Success

Registrations, Budgets, Introduction to ASSIST, Policies & Procedures your company should have before JIT



About BBC Entrepreneurial Training & Consulting

2020 Tibbetts award-winner 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 \$406 million in funding since 2002. www.bbcetc.com / 734.930.9741 / info@bbcetc.com / @BBC_etc



About the Presenter: Shannon Bass

Shannon is a Senior BBCetc Principal Consultant. She joined BBCetc in 2018 bringing with her 28 years of management experience in the biotechnology industry and as an independent SBIR/STTR consultant. Shannon's career began with an animal health start-up out of the University of Kentucky, which was later purchased by Neogen Corporation. She continued with Neogen for 17 years in the areas of quality control/ assurance, regulatory, pharmaceutical manufacturing and technical services. Later she became CEO of a biotech start-up which brought to market a veterinary research device and president of another medical device firm developing a product for treatment of late-stage lung cancer. A PI on multiple research grants, Shannon has assisted numerous start-ups in developing competitive NIH grant submissions, post-award management, commercialization, project management and building an effective team. She holds B.S degree in Agriculture from Murray State University in Kentucky.



About the Presenter: Becky Aistrup

Becky joined BBCetc as a Principal Consultant in 2012 and became a Managing Partner and co-owner in 2016. She is a well-known SBIR/STTR program expert, regularly speaking at national conferences and frequently serving on proposal review panels for NSF, DOE and USDA. Becky conducts SBIR/STTR-related training for BBCetc clients throughout the U.S. and consults one-on-one with companies on proposal development, offering special expertise in the DoD, NIH, NASA and DHS programs. As a previous VP and Corporate Officer for a successful SBIR firm, Becky is uniquely able to relate to the issues faced by SBIR/STTR applicants. Her professional background includes over 30 years of experience working within the medical, biotech, advanced materials and electronics industries helping companies successfully win SBIR/STTR funding. Becky also served as SBIR/STTR Program Director for the state of Minnesota. She holds a BA in Chemistry, an MBA in Marketing Management and a Master's Certification in Interactive Marketing.