



## **SBIR/STTR Consulting Services for Michigan-based Technology Companies**

Funded by a grant from the Michigan Strategic Fund (MSF), administered through the Michigan Economic Development Corporation (MEDC) BBCetc provides SBIR/STTR proposal development services to technology based entrepreneurs and early-stage companies throughout Michigan.

*The program provides training and proposal preparation assistance to qualified companies, with the costs of these services covered in whole or in part by the MSF grant as described below. The program is in effect from September 2011 through September 2014 or until such time as MSF funds are no longer available.*

### **SBIR/STTR Training**

All aspects of writing competitive proposals for R&D funding through the federal SBIR/STTR program are covered in a series of seminars and workshops. The training covers all agencies, including the Department of Energy (DoE), National Science Foundation (NSF), Department of Defense (DoD), NASA, and the National Institutes of Health (NIH).

- *SBIR/STTR 101* provides an introduction to the program in a ½ day seminar designed to assist attendees in determining their eligibility and suitability for this source of funding.
- *SBIR/STTR Proposal Preparation Workshops* provide in-depth training in a 1 to 2 day workshop format. Courses are offered with specific agency focus and provide all details necessary to develop a competitive proposal.
- *Electronic Submission Workshop* provides detailed instructions for completing company registrations and grant application forms using grants.gov.
- *Technology commercialization* training focuses on the elements of commercialization critical to SBIR/STTR stage companies.
- *Grants administration* covers the financial and administrative aspects of managing federal grants and contracts for small businesses

Detailed course descriptions, fees, and registration information are available on-line at [www.bioconsultants.com](http://www.bioconsultants.com).

### **SBIR/STTR Proposal Development Assistance**

***NOTE: Participation in an agency specific proposal workshop is a prerequisite for clients seeking additional SBIR/STTR proposal assistance, as described below.***

BBCetc can assist clients in all aspects of SBIR/STTR proposal development, including:

- developing an overall grant strategy
- identifying appropriate solicitations
- project planning
- scientific and editorial review
- assistance with proposal submission
- assistance with details of post-submission administration

***Assuming sufficient time is available prior to the submission deadline*** BBC consultants will complete comprehensive proposal reviews for clients selected for proposal development assistance. Clients are required to share with BBC information on the results of the agency review and the grant award decision.

To be eligible for proposal development assistance prospective clients must complete an [application](#) and have attended a SBIR/STTR agency-specific seminar.

Client fees apply only when a proposal is funded. Fees are \$1,500 for a funded Phase I proposal and \$5,000 for a funded Phase II proposal.

### **For More Information**

BBCetc collaborates with organizations across the State, including MEDC, MI-SBTDC and Michigan's Smart Zones, to make this program readily available to entrepreneurs and technology companies. To learn more about this program, to request assistance or discuss collaborative opportunities:

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