



**Entrepreneurial  
Training & Consulting**

**SBIR/STTR Proposal Preparation Workshop**  
The Showroom, CIC@CET, 20 S. Sarah Street, St. Louis MO 63108  
January 22 – 23, 2020

**Agenda**

**January 22**  
8 AM

**SBIR/STTR Introduction and Overview**

- Why SBIR/STTR?
- What does SBIR/STTR Fund?
- Where is the money?
- Eligibility Requirements
- Agency Differences

**NIH SBIR/STTR Program**

- Understanding NIH's Structure
- Small Business vs. Exploratory Research
- FOA / Omnibus vs. Special Opp. Announcements
- Picking an Institute
- Using RePORTER. Searching Past Awards
- Developing a Preliminary Project Plan
- Identifying the Problem, Feasibility and Viability

**January 22**  
1 PM

**NIH SBIR/STTR Proposal Development**

- Phases of NIH SBIR/STTR Funding
- FOA Cycles, Standard Dates
- The NIH Peer Review Process
- NIH Review Criteria
- Components of an NIH SBIR/STTR
- Writing the Proposal

**January 23**  
8 AM

Constructing the Budget  
Commercialization Plans – Phase 2

1 PM

1-2:30: How to Prepare a Budget for Your Proposal  
1-4 Concurrent one-on-one meetings with companies