SBIR/STTR Programming At-A-Glance

BBCetc offers a complete suite of services including training, proposal preparation and review, and post-award assistance for the Federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Contact us to discuss your needs and learn how we can collaborate to build SBIR/STTR awareness in your ecosystem and improve the competitiveness of SBIR/STTR proposals for your entrepreneurs.

Onsite Training

Years of experience have shown that face-to-face training can be a critical factor in successful proposal development. BBCetc offers a wide range of SBIR/STTR-related training programs for entrepreneurs and SBIR support organizations. Programming is customized to meet your needs and can include not only traditional workshops, but also lunch-and-learn programs for time-crunched audiences and one-on-ones with companies.

Cohort Programs

Cohort programs are typically structured for a group of companies targeting a specific agency's deadline with companies selected through a competitive process. Programming includes intensive onsite training, eligibility assessments, an optional series of interactive webinars and one-on-one SBIR/STTR proposal development assistance. Applicants complete an online assessment form followed by a call with a BBCetc consultant, who provides a report on and recommendations for each applicant. The client then selects cohort participants, and BBC provides regular progress updates on participating companies.
BBCetc suggests various ways of approaching pricing for cohort programs. We are happy to recommend alternatives based on your budget and objectives.

Post-Award Management Services

BBCetc provides post-award grant and contract management assistance to companies. This service includes comprehensive one-on-one consulting plus BBCetc's agency-specific tools, including documents and templates typically required by federal agencies.

One-on-One Consulting Programs

BBCetc consults with many companies that are sponsored by client organizations. Services available for these programs include:

- One-on-one telephone assessment of company eligibility and readiness for SBIR/STTR
- Assistance in identifying appropriate solicitations
- Guidance on proposal preparation, including review of technical objectives, hypotheses, and drafting supporting documents, and proposal edits with extensive interactive feedback
- Hands-on help with agency registrations and electronic submission
- Post-submission support, including proposal revision and resubmission

SBIR/STTR Assessments: Eligibility, Suitability, Readiness
BBCetc provides SBIR/STTR assessment services for economic development and institutional clients to screen current or prospective program participants. Based on information gleaned from an assessment form, followed by diligence on and a call with the applicant, BBCetc provides written feedback on eligibility, project suitability, readiness and recommendations for next steps. This expert input helps clients make decisions on the best use of resources, what training to offer and which clients to support for further SBIR/STTR consulting assistance.

Train the Screener
BBCetc's "Train the Screener" programs teach those who work directly with entrepreneurs how to assess clients for SBIR/STTR appropriateness. A half-day or short session covers SBIR/STTR basics along with what questions to ask in determining company eligibility for the programs and preparedness for developing a competitive proposal. That session can be pared down to a webinar or expanded to a full day including such topics as "University Participation in SBIR/STTR (issues addressed from the university perspective); "You've Won the Award. Now What?" (how to accept government money and stay in compliance); and "Commercialization Planning for SBIR-Stage Companies" (how to get the market information needed to determine financial projections and product impact).

On-Demand Webinar License
BBCetc on-demand library cover a wide spectrum of focused SBIR/STTR-related topics. Single webinars or webinar series can be scheduled for clients needing to reach companies in numerous locations or for small groups in a single location where discussion can be interactive. Clients can purchase licenses for their companies or staff to access our on-demand webinar library.

SBIR/STTR Proposal Toolkit
BBCetc offers licensed access to our proprietary SBIR and STTR proposal development materials to organizations that regularly assist companies in preparing these proposals.
A license to our NIH, DOE, NSF or USDA agency-specific tool kit will include access for one person, for one year. All templates, tools and materials are updated with each solicitation cycle for that agency. Each organization license receives an annual in-service presentation about accessing and using the licensed materials.

<u>Contact us</u> for more information and pricing

MORE ABOUT BBCETC:
BBCetc has been involved in SBIR/STTR since 1990 and assists clients ranging from individual companies and entrepreneurs to universities, SBDCs and tech-based economic development organizations across the U.S. Our consulting team brings together a depth and breadth of experience in all aspects of developing technology companies – from R&D and technology transfer, to marketing and senior management, in life sciences, IT and engineering, with both start-ups and established companies. BBCetc team offers expertise across all 11 participating agencies and is a 2020 Tibbetts Award Winner.