



## Entrepreneurial Support Organizations Programming Options

BBCetc offers a complete suite of services to assist entrepreneurial support organizations, 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.

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### SBIR/STTR TRAINING

BBCetc provides training covering an array of SBIR/STTR topics, from the program basics to intensive proposal development sessions and through post-award management. Sessions can be specific to support staff or the entrepreneurial ecosystem. We provide training on any of the 11 federal participating agencies and all training is tailored to meet the needs of your initiatives.

#### 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, pick sessions from our course catalog to create a full-day intensive or work with us for custom content.

#### Virtual Training

BBCetc has a catalog of SBIR/STTR training topics offered in 60-minute or 90-minute sessions, making them ideal choices for Lunch & Learn events, break-out sessions, breakfast/lunch meetings, etc. These can stand alone, be made into a weekly series, or combined to create a full-day virtual intensive.

#### 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 On-demand Library

Purchase coupons for the entrepreneurs in your ecosystem to access videos for free from our on-demand library.

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## Entrepreneurial Support Assistance

### 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.

### One-on-One Consulting

BBCetc consults with 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

### Grants and Contracts Management Services

This service includes comprehensive one-on-one consulting plus BBCetc's agency-specific tools, including documents and templates typically required by federal agencies. Services can include such things as:

- Understanding what is required for a compliant accounting system
- How to get started - how to get the money
- Development of policies and procedures
- Monitoring of award funds for budget compliance

### Agency-specific Tool Kit

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 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.