



**Entrepreneurial
Training & Consulting**

BBCetc specializes in helping emerging companies win federal funding through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer Research (STTR) programs.

The cost of most BBCetc services for eligible Michigan companies is covered in whole or in part through the Michigan SBIR/STTR Assistance Program, which is made possible by a grant from the Michigan Strategic Fund.

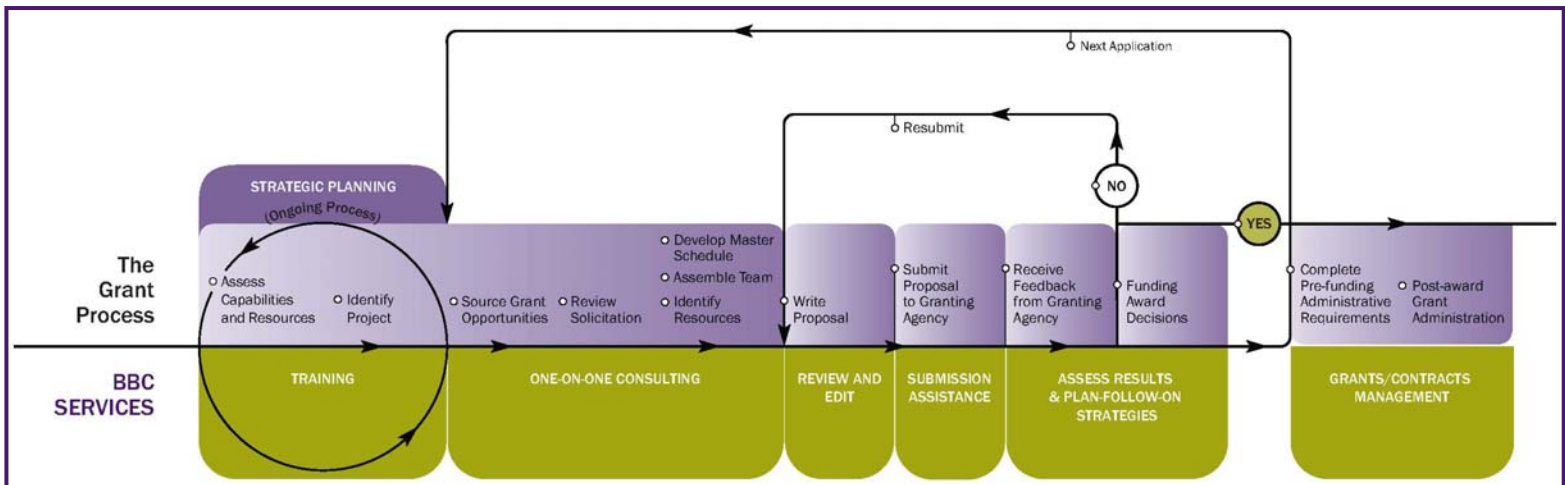
Companies assisted through the program, have a proposal success rate of 2-3 times the national average. More Michigan Assistance Program details are on the back of this sheet.

Onsite **2013 Michigan Training Schedule** **Webinars**

Topic	Date	Location
SBIR/STTR 101: Overview	Wed, Jan 9	Kalamazoo
SBIR/STTR 101: Overview	Wed, Jan 30	Oakland Co.
Proposal Prep - NIH Focus	Tue-Wed, Feb 5-6	Plymouth
SBIR 101/ DoD Focus	Wed, Feb 13	Lansing
Proposal Prep - NSF Focus	Wed, Mar 20	Ann Arbor
SBIR/STTR 101: Overview	Tue Apr 9	Sterling Heights
Proposal Prep - NIH Focus	Tue-Wed, May 7-8	Kalamazoo
Proposal Prep - DoD Focus	Thu, May 9	Troy
Proposal Prep - NIH Focus	Tue-Wed, Jun 4-5	Ann Arbor
SBIR 101+Proposal Prep/USDA	Wed, June 12	Ottawa Co.
SBIR/STTR 101: Overview	Tue, July 16	Grand Rapids
Proposal Prep - DoD Focus	Thu, Aug 8	Sterling Heights
SBIR 101 + USDA Workshop	Wed., Aug 12	Ottawa Co.
Proposal Prep - DoE Focus	Tue, Aug 27	Detroit
Proposal Prep - NIH Focus	Tue-Wed, Sep 10-11	Grand Rapids
SBIR/STTR 101: Overview	Wed, Oct 9	Ann Arbor
Proposal Prep - NSF Focus	Wed, Oct 16	Oakland Co.
Proposal Prep - DoD Focus	Wed, Nov 13	Ann Arbor
Proposal Prep - DoE Focus	Tue, Dec 3	Detroit
SBIR/STTR 101: Overview	Wed, Dec 10	Detroit

Topic	Date
Tips on Electronic Submission - DOE	Wed, Jan 16
ABCs of SBIR/STTR Funding	Thu, Jan 17
Essentials of Commercialization Planning	Wed, Feb 27
ABCs of SBIR/STTR Funding	Thu, Mar 7
Tips on Electronic Submission - NIH	Thu, Mar 14
Overview of DoD Topics & Components	Tue, Apr 30
Submitting to DoD? Learn How to Talk Their Talk	Thu, May 2
Grants Mgmt. Series: Preparing a Budget	Thu, May 16
ABCs of SBIR/STTR Funding	Wed, May 22
Grants Mgmt. Series: Preparing for a Gov. Audit	Thu, May 23
Grants Mgmt. Series: Indirect Rate Development	Thu, May 30
Creating a Budget for DoD	Tue, Jun 4
Grants Mgmt. Series: QuickBooks & Compliance	Thu, Jun 6
ABCs of SBIR/STTR Funding	Thu, Jul 11
Tips on Electronic Submission - NIH	Wed, Jul 17
DoE Overview and Topic Review	Thu, Jul 18
USDA Checklist	Thu, Jul 25
Essentials of Commercialization Planning	Tue, Jul 30
Overview of DoD Topics & Components	Wed, Jul 31
More webinars at www.bbcetc.com/training	

Course descriptions and registration: www.bbcetc.com/training
734.930.9741 • www.bbcetc.com



The Michigan Assistance Program: SBIR/STTR Consulting Services for Michigan-based Technology Companies

Funded by a grant from the Michigan Strategic Fund (MSF) and administered through the Michigan Economic Development Corporation, BBC Entrepreneurial Training & Consulting, LLC (BBCetc) provides SBIR/STTR training proposal development services to qualified technology-based entrepreneurs and early-stage companies throughout the state. The costs of these services are covered in whole or in part by the MSF grant. 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).

Training includes:

- **SBIR/STTR 101** - an introduction to the program in a half-day seminar designed to assist attendees in determining their eligibility and suitability for this source of funding.
- **SBIR/STTR Agency-Specific Proposal Preparation** - 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 Webinars** - detailed instruction for completing company registrations and grant application forms using grants.gov.
- **Commercialization Planning Webinars** - focused on the elements of commercialization critical to SBIR/STTR stage companies.
- **Grants Management Webinar Series** - the financial and administrative aspects of managing federal grants and contracts for small businesses, including budget and audit preparation, indirect rate development, QuickBooks and compliance.

A complete list of 2013 course descriptions, fees, and registration information is available online at www.bbcetc.com/training.

SBIR/STTR Proposal Development Assistance

NOTE: To be eligible for proposal development assistance, prospective clients must complete an online Assessment Form and have attended an SBIR/STTR agency-specific seminar.

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, BBCetc consultants will complete comprehensive proposal reviews for clients selected for proposal development assistance. Clients are required to share with BBCetc information on the results of the agency review and the grant award decision.

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. Fees go directly back into funding the Michigan Assistance Program.

For more information on the Michigan Assistance Program, please visit: www.bbcetc.com/michigan-program.



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, request assistance or discuss collaborative opportunities, please contact:

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