

SBIR TRAINING

SBIR/STTR TRAIN THE TRAINER

THURSDAY, OCT. 13
WSU METROPLEX, ROOM 138
8:00 AM-5:00 PM
\$25 FEE (STAFF AND PARTNERS ONLY)
LUNCH & MATERIALS INCLUDED



**Entrepreneurial
Training & Consulting**

[HTTP://BIT.DO/SBIRWORKSHOPS](http://bit.do/sbirworkshops)

START THE DAY WITH A REVIEW OF SBIR/STTR ESSENTIALS TO INCLUDE A BRIEF REVIEW OF SOME BASICS AND RECENT CHANGES IN THE PROGRAMS.

WHAT YOU NEED TO KNOW

- Clients eligibility for federal R&D funding
- Tips on what questions to ask prospective SBIR/STTR candidates
- Obstacles and issues companies may need to address
- Tips on how companies can make their proposals more competitive

THEY'VE WON THE AWARD

Now WHAT? Learn how and when the money is actually received and common errors to avoid.

COMMERCIALIZATION

PLANNING FOR SBIR-STAGE COMPANIES Learn how to approach commercialization and inform your clients on how to determine financial projections and product impact.

UNIVERSITY PARTICIPATION

Universities are often directly or indirectly involved in the development and execution of SBIR/STTR-funded projects. Explore budgets, participation by researchers, conflict of interest and post-award reporting requirements.

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