BBCetc offers an array of pre-recorded webinars covering the SBIR/STTR programs and participating agencies’ proposal requirements. Webinars run approximately 45-minutes or less. Once you access a webinar, it will be available to view for 90-days.

National Institutes of Health

NIH Part 1: Planning to write your Proposal

**NIH Program Overview**
Learn NIH SBIR/STTR Basics for Phase I, Phase II, FastTrack and Direct to Phase II with NIH specific registrations.

**Identifying an Institute and Contacting NIH**
Identifying the right NIH Institute and getting in touch with the right people at NIH.

**Review Process**
Find out what you need to know about the review process.

**Contract Solicitation**
Creating the successful NIH Contract Solicitation.

NIH Part 2: Proposal Preparations

**Specific Aims**
Preparing the NIH Specific Aims

**Research Strategy**
Preparing the Research Strategy

**Biosketches**
Preparing your Biosketches

**Partnering and University Involvement**
Partnering and University Involvement (subawards, fee for service, Consortium, LOC, Sub-Budgets, Sub-Budget Justification, Facilities, Equipment.)

**Proposal Preparation Basics**
Human subjects & animal studies
Completing the human subject and animal studies sections.

Developing the Budget
Basics Elements of NIH Budget /Max NIH budget/Budget Justification.

NIH Part 3: Proposal Submission

Submitting (ASSIST)
How to navigate ASSIST and the NIH submission process (AOR).

NIH Part 4: Post Submission

Resubmission
How to understand your review (Summary Statement) and how to resubmit

Elements Required to Execute Award
Elements required to execute your award, including what JIT (Just In Time) means for you

Managing your award
Winning the award is just the start. How do you properly manage it?

National Science Foundation

NSF Part 1: Planning to write your Proposal

Overview
NSF SBIR/STTR Program Overview.

Project Pitch
Planning your proposal and writing the right project pitch.

NSF Part 2: Proposal Preparation

Project Description
Developing your project description.

Submission Documents
Supplementary documents you'll need and how to create them (letters of support, data management, etc.)

NSF Part 3: Proposal Submission

FastLane
Step-by-step guide to submitting via the NSF FastLane system.
Department of Defense

DOD Part 1: Planning to Write your Proposal

Program Overview
Department of Defense Program Overview.

Communicating with DOD
How to effectively communicate with the DOD.

Special Programs
Learn about DOD SBIR/STTR Special Programs: AFWERX, SpaceWERX, SPARTN, xTech Search, SOFWERX, DARPA.

DOD Part 2: Proposal Preparation

Special Considerations
Tips to creating the best SBIR/STTR proposal, including special considerations such as ITAR and CMMC.

Commercialization Planning
Commercializing your innovation for DOD, including Phase III discussion.

DOD Part 3: Proposal Submission

Technical Volume 2
Submitting a DOD Technical Volume Proposal (Volume 2).

Cost Volume
Submitting a DOD Cost Volume Proposal (Volume 3, including how to submit cost to DSIP).

Forms and Attachments Proposal Submission
DOD DSIP Registration and proposal forms and attachments (Vol 1, 4, 5, 6) and how to register and submit on DSIP.

Department of Energy

DOE Part 1: Planning to write your proposal

Program Overview
This webinar provides an overview of DOE’s SBIR and STTR programs, including how the two programs differ and what technologies and topics are of interest to DOE.

Proposal Essentials
Learn about the structure, policies, and procedures of DOE’s SBIR/STTR programs, how to plan your project, collect necessary documents and write your proposal to meet reviewer expectations. Includes information on R&D and commercialization planning.
Post-Award Management Assistance

Post-Award Part 1: Budget

**Fundamentals of a SBIR/STTR budget**
Fundamentals of preparing an SBIR/STTR Budget.

**Practical Strategies for Indirect Rate Development**
Practical strategies for Indirect Rate Development.

Post-Award Part 2: Managing your Award

**Government Audits**
What you need to know about government audits.

**QuickBooks & Compliance**
Basic QuickBooks for SBIR/STTR Awardees and award monitoring to ensure compliance.

**Policies & Procedures for SBIR/STTR Awardees**
After the Award: Policies and procedures for SBIR/STTR awardees.

Commercialization for SBIR/STTR

**Essentials of Commercialization**
Agency expectations for commercialization plans in your Phase I & II projects.

For further information please contact Amy Davis at Amy@bbcetc.com
734-930-9741 | info@bbcetc.com | www.bbcetc.com