

Introduction to the \$2.7 Billion Federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs Workshops

SBIR/STTR Overview Workshop

FEB. 26, 2013 • CHATTANOOGA
CHAMBER OF COMMERCE
BUSINESS DEVELOPMENT CENTER
100 Cherokee Blvd.
(423) 752-4301
Onsite Registration: 8:30 a.m.
Workshop: 9 a.m. – 3:30 p.m. EDT
(Parking available across the street)

FEB. 27, 2013 • NASHVILLE
UNIVERSITY OF TENNESSEE
CENTER FOR INDUSTRIAL SERVICES
193 Polk Ave., Suite C
(615) 532-8657
Onsite Registration: 8:30 a.m.
Workshop: 9 a.m. – 3:30 p.m. CDT
(Parking available in front of building)

FEB. 28, 2013 • MEMPHIS
MEMPHIS BIOWORKS CONFERENCE
AND TRAINING CENTER
20 South Dudley, 1st Floor
(901) 866-1400
Onsite Registration: 8:30 a.m.
Workshop: 9 a.m. – 3:30 p.m. CDT
(Parking next door in parking garage)

**REGISTRATION IS FREE
LUNCH IS INCLUDED**

**REGISTER ONLINE AT
WWW.CIS.TENNESSEE.EDU**

SPONSORED BY:

- UT Center for Industrial Services
- U.S. Small Business Administration
- Launch Tennessee
- The Enterprise Center
- Memphis Bioworks Foundation

PROGRAM DESCRIPTION: This workshop provides a thorough introduction to the SBIR and STTR programs — for which billions of dollars are set aside each year to fund innovative small firms nationwide. Instructor Mark Henry will provide overview information about this 30-plus year-old funding initiative and will describe the key similarities and differences among the federal agencies that fund this unique set of programs. Important issues about eligibility and appropriate types of projects will be discussed in detail. The instructor will highlight the very broad opportunities that the SBIR/STTR programs offer in terms of supporting innovative R&D ideas across many technical areas and disciplines. He will introduce tools, exercises and examples that he has developed over the past three decades to help participants develop highly competitive proposals. The session also will cover how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. Henry is known for providing a wealth of very practical information and for “telling it like it is.”

ABOUT YOUR WORKSHOP LEADER: Mark Henry is a nationally known expert in the \$2.7 Billion federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. As a manager/principal with several SBIR-funded firms and as a national consultant, he’s been involved in planning, preparation, and production of more than 2,000 SBIR and STTR proposals over 30-plus years with a success rate that far exceeds the national average. He has given presentations at more than 50 national SBIR conferences, and he has been providing training and workshops across the country since 1984.

WHO SHOULD ATTEND: Individuals and companies interested in learning about the program to determine if they are qualified to pursue SBIR/STTR funding. Also small business resource providers and individuals from academic institutions interested in working with SBIR/STTR applicants will benefit from the workshop.

FOR MORE INFORMATION: Contact the University of Tennessee Center for Industrial Services Tennessee SBIR Assistance Center:
Bill Wiley
bill.wiley@tennessee.edu or (865) 974-8464



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