



SBIR Week in the South – Draft Agenda

Monday, November 2, 2020

- 8:45 AM – 9:00 AM** *Sign into virtual lobby*
- 9:00 AM – 9:15 AM** **Introduction, U.S. Small Business Administration (SBA)**
- 9:15 AM – 10:00 AM** **Getting Started with SBIR/STTR**
Description: New to the world of SBIR/STTR? This panel will answer questions about how to get started, agency pre-requisites, required registrations, nuances between granting and contracting agencies, etc.
Moderator: U.S. Small Business Administration (SBA)
Panelists: Program Managers from SBIR Participating Agencies
- 10:00 AM – 10:15 AM** **BREAK**
- 10:15 AM – 11:00 AM** **Inside the Head of an Evaluator: Common Mistakes**
Description: Panel discussion with Agency Program Managers on the most common and avoidable mistakes made by applicants, as well as candid insights for preparing more competitive proposals.
Moderator: U.S. Small Business Administration (SBA)
Panelists: Program Managers from SBIR Participating Agencies
- 11:00 AM – 11:15 AM** **BREAK**
- 11:15 AM – 12:00 PM** **Success in Phase I - Moving to Phase II and Beyond**
Description: This panel will answer questions about agency nuances in moving from Phase I to Phase II and on to Phase III; what do companies that make successful transitions look like? What milestones do the agencies look for in each transition? How important are letters of support? What supplements are available? Do they make use of Technical and Business Assistance (TABAs)?
Moderator: U.S. Small Business Administration (SBA)
Panelists: Program Managers from SBIR Participating Agencies
- 12:00 PM – 12:15 PM** **BREAK**
- 12:15 PM – 1:00 PM** **USPTO [Invited]**
Presenter: TBA
- 1:00 PM – 1:15 PM** **BREAK**
- 1:15 PM – 1:30 PM** **Federal Laboratory Consortium (FLC) [Invited]**
Presenter: TBA