



**Entrepreneurial
Training & Consulting**

We've never believed in half-baked, cookie cutter advice.

When it comes to pursuing SBIR/STTR funding, managing the process and making the right decisions to effectively move forward after the award is granted, one size advice definitely does not fit all.

Every individual or company trying to secure funding is unique and has specific needs. What we advise one to do, doesn't necessarily work for another.

For example, not every company's technology fits an agency's requirements for receiving SBIR/STTR funding. Finding that out before you go through all of the work makes a world of sense.

Positioning your technology needs to be precise and specifically germane to your idea.

Preparing for submission also benefits from a careful, individual approach that promotes the qualities that will give you the best chance to get your funding.

After you've submitted your proposal, there is still work to do. You will have gone through a technology review but you'll need to prepare for an administrative review. That's all about how you plan to build your company to maximize the money you've received in order to make your technology a success. Although every company will need to answer many of the same questions, those answers will vary widely from one to another.

What happens once you receive your award? How do you most effectively manage the funding? Again, similar questions with substantially different answers.

That's why we simply can't — and never will — offer cookie cutter advice. It certainly doesn't provide any benefit to our clients...and that definitely won't do us any good.

Any client who chooses to [work with BBCetc](#) can be assured that whatever advice and guidance they receive will be exactly tailored to who they are, what they've created and their aspirations.