



**Entrepreneurial  
Training & Consulting**

# Michigan SBIR/STTR Assistance Program

The Michigan SBIR/STTR Assistance Program helps qualified early-stage Michigan technology companies to be more competitive in this national proposal and award process. Through the program, BBC Entrepreneurial Training & Consulting (BBCetc) provides SBIR/STTR training and proposal development services throughout the state with most costs covered by the program.

## SBIR/STTR Training

All aspects of preparing competitive proposals for R&D funding through the federal SBIR/STTR programs are covered in a series of seminars and workshops. Topics range from half-day SBIR/STTR overviews designed to assist attendees in determining their eligibility for this source of funding, to 1-to-2-day agency-specific workshops that provide step-by-step instruction on how to develop a competitive proposal.

In addition, a wide variety of webinars address specific solicitation topics, commercialization planning, electronic proposal submission, grants and contracts management, and more.

A complete list of course descriptions, fees, and registration information is available online at:

[www.bbcetc.com/training](http://www.bbcetc.com/training)

## SBIR/STTR Proposal Development Assistance

BBCetc can assist clients in all aspects of SBIR/STTR proposal development, including:

- Developing an overall grant strategy
- Identifying appropriate solicitations
- Project planning
- Scientific and editorial review
- Assistance with proposal submission
- Assistance with details of post-submission administration

*Assuming sufficient time is available prior to the submission deadline*, BBCetc consultants will complete comprehensive proposal reviews for clients selected for proposal development assistance. Clients are required to share with BBCetc information on the results of the agency review and the grant award decision.

Clients pay a fee of \$500 to participate in the program. This fee includes BBCetc templates and tools, reduced rates on training, and one-on-one proposal development assistance up to 15 hours.

## Eligibility

To be eligible for proposal development assistance, a prospective client must:

- Have its principal place of business in Michigan.
- Complete an assessment form and be available for a follow-up call with a BBCetc consultant.
- Attend an agency-specific training session. If no training is available, view assigned recorded webinar(s).
- Fit within the definitions of the State of Michigan's "competitive edge technology" sectors.
- Provide award and demographic data when requested.

## For More Information

BBCetc collaborates with organizations across the state to make this program readily available to entrepreneurs and technology companies. To learn more, request assistance or discuss collaborative opportunities, please contact us at:

**(734) 930-9741 · [info@bbcetc.com](mailto:info@bbcetc.com) [www.bbcetc.com](http://www.bbcetc.com)**



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