

9th Annual NJ SBIR/STTR Conference

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**PHASE I PROPOSAL DEVELOPMENT, WEDNESDAY, NOVEMBER 18,
COST PROPOSAL PREPARATION, THURSDAY, NOVEMBER 19**

Hosted by: NJIT Enterprise Development Center, Newark

PHASE II PROPOSAL DEVELOPMENT, FRIDAY, NOVEMBER 20

Hosted by: NJEDA Commercialization Center, North Brunswick

SBIR/STTR Phase I Proposal Development, 11/19, 8:30 am-5 pm

This full-day program will address the basics of the SBIR and STTR programs, cover the recent changes in each program, and go through a simple four step process for writing a competitive Phase I proposal. It is intended for entrepreneurs who are either new to the programs, or who have attended one of the half-day programs and want to take their understanding of SBIR and STTR to the next level.

SBIR/STTR Cost Proposal Preparation, 11/20, 8:30 am-5 pm

This program will focus on the important topic of cost proposals and government accounting requirements for SBIR and similar projects. Applicants who are not well versed in these areas risk losing money on their SBIR grant or contract, being penalized for charging the government too much, or being unable to justify certain expenses.

SBIR/STTR Phase II Proposal Preparation, 11/21, 8:30 am-4:30 pm

Participants will learn how Phase II differs from Phase I, how the Phase II programs vary tremendously among the agencies, and how to prepare the Phase II proposal.

These three programs will be delivered by the **Greenwood Consulting Group, Inc.** Gail and Jim Greenwood have been active in SBIR since the program's inception making firms aware of SBIR and its opportunities and teaching them how to write competitive technical and cost proposals. They have critiqued hundreds of SBIR and STTR proposals for firms throughout the United States. Phase I and Phase II program attendees will be eligible to receive a complimentary proposal critique by the Greenwoods within one year of the programs.

Agendas, online registration and directions to be available by September 21