



SBIR/STTR Program Essentials: DOE and DOD

Bill Priest Institute ■ Tuesday, February 20, 2018 ■ 8:30 am – 6:00 pm
1402 Corinth St., Dallas, TX 75215 ■ Hoblitzelle Room #1530

Register at: <https://sbirsttr-program-essentials-ntsbdc.eventbrite.com>

Cost: \$ 40.00 (includes continental breakfast and lunch)

The Federal SBIR/STTR programs award over \$2.5 billion in high-risk R&D funding annually to qualified small businesses. The process is complex with a steep learning curve, but the impact of receiving millions in non-dilutive funding is worth the effort. Join serial SBIR awardee, Jerry Hollister, of the SBIR/STTR consulting firm, BBCetc, and learn SBIR basics, plus essential information on the Dept. of Energy and Dept. of Defense programs.

What You'll Come Away With |

- SBIR/STTR basics such as eligibility, the differences between SBIR and STTR, how the money can be used, the differences between granting and contracting agencies, and more
- Particulars of the DOE and DOD SBIR/STTR programs, including:
 - ✓ Structure and objectives
 - ✓ Finding a topic/subtopic for your proposal
 - ✓ Developing your strategy and planning your project
 - ✓ Contacting Program Managers (DOE) and Technical Points of Contact (TPOC's-DOD)
 - ✓ Writing your proposal to meet the reviewer expectations and the review process
 - ✓ Commercialization planning
 - ✓ Common problems and pitfalls and how to avoid them.
- In the afternoon, you will also learn about opportunities and resources that the SBDC Technology Commercialization Center (TCC) and collaborative partners have to offer. Find out how they can assist you to overcome some of the challenges in moving your innovation to commercialization.

SBDC Technology Commercialization Center (TCC) Description | Texas-Federal Innovation and Technology Transfer Program (Texas-FITT). Presented by Bijo Mathew, Director, SBDC-Technology Commercialization Center. The Texas-FITT program is funded through the U.S. Small Business Administration - Office of Innovation and Entrepreneurship (OIE), The University of Texas at San Antonio (UTSA) and supported by the Office of the Governor of Texas. The Texas-FITT program is focused on building a network that provides technical assistance to innovative entrepreneurs and small science and technology firms to enable their participation and award success in the SBIR/STTR program. The program has two main areas of focus: i) enhancing entrepreneurs' access to risk capital for innovation and commercialization; and ii) building & growing the capacity of the regional ecosystem to enhance capability for scientific and technological innovation, competitiveness, & business scalability.



About the Trainer: Jerry Hollister, Principal Consultant | BBC Entrepreneurial Training & Consulting (BBCetc). Jerry Hollister is a BBCetc Principal Consultant, joining the company in 2017 with 30 years of leadership experience in government, higher education, non-profit and for-profit enterprises. After earning an engineering degree from the University of Michigan, he served as commissioned Naval Officer in the Civil Engineer Corps and a warranted Contracting Officer for the Dept. of Defense. Prior to joining BBCetc, Jerry was Chief Operating Officer for Michigan-based Niowave, a developer of superconducting electron accelerators, where he worked to build the successful start-up company from 2008-17.

Jerry was instrumental in Niowave receiving \$20 million in SBIR awards. Niowave was named the 2010 SBIR/STTR Small Business of the Year by the Dept. of Energy and, in 2016, was honored with the S.B.A.'s Tibbetts Award, which recognizes the best in SBIR achievement. Before joining Niowave, Jerry served in a number of non-profit and educational roles following his honorable discharge from the Navy.



About the Presenter: Bijo Mathew, Director | UTSA SBDC-Technology Commercialization Center. Bijo Mathew is the founding Director of the SBDC Technology Commercialization Center at UTSA and at the South-West Texas Border SBDC Network. He also serves as Principal Investigator to the SBA Federal and State Technology (FAST) Partnership Program for the State of Texas. Mr. Mathew is an experienced scientific program director, innovative researcher and Principal Investigator (PI) with a demonstrated track record in the acquisition of Federal (SBIR & STTR), University partnerships, Corporate & State grant funding for applied interdisciplinary research and development. He has a record of accomplishments in innovation, publications, and research across various interdisciplinary applications. Mr. Mathew received his MBA, Bachelors and Masters of Science in Chemical, Biological & Material Science Engineering from the University of Oklahoma.

Over the last 20 years, Mr. Mathew has served in multiple interdisciplinary roles that have included academia, basic & applied R&D, corporate strategy and business development, technology commercialization, innovation and public-private partnerships. His corporate executive roles have included V.P. of Strategy & Business Development and Executive Director of Innovation and Public-Private Partnerships.



About BBCetc BBCetc is a results-driven entrepreneurial consulting group specializing in helping emerging companies to win SBIR/STTR funding and using it strategically to propel growth. Its services include training courses and one-on-one consulting in the areas of technology assessment, SBIR/STTR proposal development, commercialization planning, and grants and contracts management. www.bbcetc.com / 734.930.9741 / info@bbcetc.com / @BBC_etc