

# Workshop - R&D Funding For Small Businesses and Researchers

## Tips on Writing a Winning NIH SBIR/STTR Proposal

Thursday, November 6, 2008

8:00 am - 11:30 am

Presented by

Insyte Consulting • UB STOR • UB CAT  
NYS Center of Excellence in Bioinformatics & Life Sciences



The National Institute of Health (NIH) and other Federal agencies offer funds via the SBIR/STTR program to small businesses and researchers wanting to develop new technologies. Western New York companies have received over \$30 million in SBIR (Small Business Innovative Research) and STTR (Small Business Technology Transfer) program funds over the last five years.

### Topics:

- **SBIR/STTR Program Overview**  
Bob Kosobucki, Senior Consultant,  
Insyte Consulting
- **Roadmap for Writing a Winning NIH Proposal**  
Martin Casstevens, Business Formation  
& Commercialization Manager, UB STOR
- **Perspectives from a Proposal Reviewer**  
Anne Meyer, Ph.D., Research Assoc. Prof,  
Interim Assoc. Dean for Research, UB
- **Multiplying Your SBIR/STTR Dollars - UB CAT**  
Marnie LaVigne, Ph.D., Director, Business  
Development, UB CAT, COE

### What you will learn:

- How reviewers evaluate submitted proposals
- Proposal writing tips from an SBIR awardee
- How to navigate the SBIR/STTR process
- If the SBIR/STTR program is appropriate for you

Although this workshop highlights proposals to the NIH, the comments are broadly applicable for any of the Federal agencies.

**Date:** Thursday, November 6, 2008

**Time:** 8:30 am ~ 11:30 am (coffee 8:00 am)

**Cost:** No Charge; Registration Required

**Place:** Buffalo Life Sciences Complex - Zebro Room  
(Roswell entrance across from the CoE)  
701 Ellicott Street  
Buffalo, NY 14203

### Registration & Parking Pass Contact:

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### Contact for Questions:

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