

SBIR FALL WORKSHOP



- **ENTREPRENEURS**
- **ENGINEERS**
- **SMALL BUSINESSES**

LEARN HOW TO:

- **prospect and mine**
- **submit proposals**
- **win and manage SBIRs & other grants**

PRESENTERS

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- **NASA**
- **DoD**
- **DoC/NOAA**
- **NSF/UC Davis**
- **DoE**
- **SBA**
- **Lockheed Martin**
- **Berkeley National Labs**
- **Lawrence Livermore**

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SPONSORED BY: IEEE SCV LEOS - Silica Valley Chapter
DATE: **October 7 – 8, 2004**
LOCATION: National Semiconductor Credit Union
 955 Kifer Rd, Sunnyvale, CA

Get prepared to find funding opportunities from government and other sources by attending SBIR04.

SBIR04 is a 2-day seminar and workshop geared towards engineers, entrepreneurs, and small business executives who wish to learn how to “read between the lines” of government solicitations and how to win SBIR grants and contracts.

FUNDING and assistance to small businesses for R&D projects is available from the US government and other domestic agencies under various programs. Grants from tens to hundreds of thousands of dollars are available for work on topics ranging from nanotechnology to astronomy. Successful “fund seekers” are those companies who develop useful technology ideas and are successful in conveying their benefits in solving government problems. Learn the do’s and don’ts of cultivating these opportunities from the agencies that provide them. The competitive advantage you gain will help support efforts towards a sustainable start-up business model, reducing the rate of loss of investment cash, equity, and IP.

WORKSHOP sessions (day one) will be a one-stop shop for information on major SBIR and STTR fund availability. You will receive timely program announcements, schedules, and selection criteria from major federal R&D funding agencies such as DARPA, NASA, and Department of Defense. Prime contractors and laboratory institutions will discuss resource and partnership opportunities relative to their existing programs.

TUTORIAL sessions (day two) are designed to provide logistical hands-on knowledge of applying for and managing SBIR grants. You will be given insight from vastly successful “fund seekers” as well as prime contractors and administrators. You will also hear from a diverse forum of VCs and industry executives via a panel discussion.

IEEE SCV-LEOS Chapter is a Silicon Valley-based non-profit organization of IEEE (Institute for Electrical & Electronic Engineers) whose charter is to advance the Electro-optics field in the San Francisco Bay Area. We are sponsoring this workshop in cooperation with various government and private agencies to provide information about available small business funding to both IEEE members and the general public.

Conference Chair Dr. Anis Husain
Ziva Corporation

General Info Chris Simoneaux
Alcoa Fujikura, Ltd.
+1-408-362-1507
sbir@ieee.org

Visit our website: www.ieee.org/sbir

