The Santa Clara Valley Chapter of the IEEE/Lasers & Electro-Optics Society

SBIR'04 - Fall Workshop - www.ieee.org/sbir

"SBIR Grants for the Curious Engineer in Business"

8:30AM - 6:00PM, October 7-8, 2004, Sunnyvale, California

Small Business Innovative Research (SBIR) grants for the curious engineer in business.

The US government and other domestic agencies provide funding for projects and assistance for R&D to small businesses. Funds from tens to hundreds of thousands of dollars are available for work on topics ranging from nanotechnology to astronomy.

This workshop is for engineers, entrepreneurs, and small business executives who wish to learn how to "read between the lines" of government solicitations and how to win grants and contracts. Learn how to mine these funding opportunities for competitive advantage, as part of a sustainable a start-up business model, reducing the need to burn cash or lose equity and IP.

- **Learn about Government agency programs, needs, resources**

- **SBIR War Stories & Disasters for the Engineer in Business**
- **SBIR contracting for the INNOCENT Engineer in Business**
- **NASA Operations where Light makes Vehicles Lighter for the Curious Engineer in Business**
- **DOE Operations where Lasers Energize more than a Bunny for the Curious Engineer in Business**

PROGRAM: Thursday, October 7th, 2004

START	END	SESSION	SPEAKER/AFFILIATION	TOPIC/TITLE
0800	0830	Registration		
0830		Workshop Start		
0830	0845	P1	Dr. Anis Husain, Ziva Corporation	Welcome and Opening Remarks
0845	0915	P2	Dr. Milton Chang, Incubic	Keynote Lecture: "Insights on starting businesses"
0915	0955	S1.1	Paul Chann, US Small Business Administration	The Government Wants Your Inventions and Creativity
0955	1015	S1.2	Ms. Lola Robinson, SBA District Office	The SBA Financial Assistance Program
1015	1030	Coffee Break		
1030	1115	S2.1	Geoff Lee, NASA Ames	SBIR, STTR, and BAA Funding: The Final Frontier
1115	1145	S2.2	Martin Zeller, NASA FWRTTC	Resources for Small Businesses From NASA's Technology Transfer Program
1145	1245	Lunch		
1245	1315	S3.1	TBA, US Dept. of Energy	TBA
1315	1400	S3.2	Connie Pitcock, Lawrence Livermore National Lab	Lawrence Livermore National Lab Overview & Partnering for SBIR
1400	1415	S3.3	Chris Kniel, Berkeley National Lab	Resources at Berkley Lab and Partnership Opportunities"
1415	1430	Coffee Break		
1430	1500	S4.1	Dennis Matthews, NSF CBST, UC Davis	The NSF Center for BioPhotonics
1500	1530	S4.2	Dr. Michael M. Mueller, University Affiliated Research Center	The UC Discovery Grant Program
1530	1615	S5.1	Connie Jacobs, SBIR Program Manager, DARPA	$1 Billion - Department of Defense SBIR/STTR Program
1615	1700	S6.1	LT Carmelo M. Quijano Jr., U.S. Navy, Program Manager of the National Reconnaissance Office's Director's Innovation Initiative Program	The NRO Director's Innovation Initiative (DII)
1700	1730	S6.2	Knute Berstis, Dept. of Commerce/National Oceanic and Atmospheric Administration	SBIRs, Photonics, and the National Geodetic Survey

1750		Adjourn
1800	2100	No-Host Social at *the Faultline*

PROGRAM: Friday, October 8th, 2004

START	END	SESSION	SPEAKER/AFFILIATION	TOPIC/TITLE
0800	0900	Registration		
0900		Tutorials Start		
0900	1045	T1	Robert Lane, The Federal Technology Center	Getting Started in Federal Contracting
1045	1100	Coffee Break		
1100	1200	T2	Robert Zielke, C&Z Inc.	Preparing for a Government Audit
1200	1300	Lunch		
1300	1345	T3	Gail Schechter, Biointelligence	Anatomy of a Successful Grant
1345	1415	T4	Eric Wesoff, Sage Marketing Partners	A reviewer's perspective
1415	1500	T5	David Weinerth, TVC	Commercialization: Turning Technologies into Companies
1500	1515	Coffee Break		
1515	1600	T6	Bob Thompson II, Lockheed Martin Space Systems	Federal Prime Contracts
1600	1715	P3	Dr. Phil Anthony, Storm Ventures Don Scifres, SDL Ventures Bill Nighan, Incubic Elton Sherwin, Ridgewood Capital Everardo Ruiz, Intel Capital Warren Packard, DFJ	Panel Discussion: Venture Capital and SBIR
1715	1730	P4	Anis Husain, Ziva Corporation	Closing Remarks
1730		Adjourn		

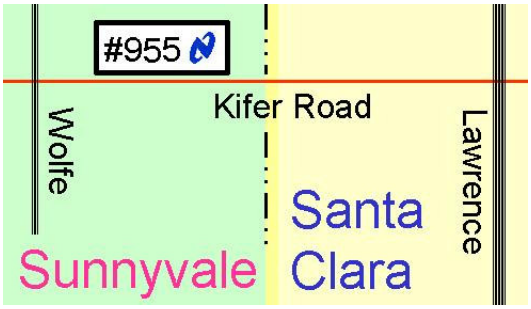
Program in PDF Format (300kB)
The html version (this webpage) has the most up-to-date information

Schedule and speakers are subject to change

HOSTED BY: The local chapter of IEEE-LEOS

LOCATION: National Semiconductor
Credit Union Auditorium
955 Kifer Road, Sunnyvale, California

DIRECTIONS: Do not rely on mapping software, because the building is next to the Sunnyvale/Santa Clara border, which confuses map software. Use map at right



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REGISTRATION:

Payment may be accomplished by personal check, company check, credit card, or through the SCV-LEOS paypal account.

Registration Form (365kB)

SCV-LEOS will be offering a discount to IEEE members, and early registrants:

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MORE INFO: Official website is www.ieee.org/sbir

VOLUNTEERS: To contact the organizing committee: sbir@ieee.org

MEDIA: For a press release: Media Alert 7/28/2004 [48kB]

REGISTER: Please address all other inquiries to the Workshop Secretariat

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