



New SBIR Workshop Announced New SBIR Workshop Announced

The Santa Clara Valley chapter of IEEE LEOS (Lasers & Electro-Optics Society) announces SBIR04, a two-day workshop on SBIRs and other grants for entrepreneurs.

Palo Alto, California (PRWEB) July 28, 2004 -- The Santa Clara Valley Chapter of the Institute of Electrical and Electronic Engineers, Lasers & Electro-Optics Society (IEEE/LEOS) announces SBIR04, a two-day workshop on Small Businesses Innovative Research (SBIR) and other grants for entrepreneurs.

Title: SBIR04 "SBIR Grants for the Curious Engineer in Business"

Date: October 7 and 8, 2004

Time: 8:30AM - 5:30PM

Location: National Semiconductor Credit Union, 955 Kifer Road, Sunnyvale, California

URL: <http://www.ieee.org/sbir>

To Register: (650) 327-6622, or e-mail Marilyn Turner at ma.turner@ieee.org

About the Workshop

Anyone wanting to understand the needs and procedures of governmental funding agencies should attend this 2-day workshop. You will learn how to "read between the lines" of government solicitations to win SBIR contracts. There will be a wealth of SBIR resource information presented by grant providers along with sessions covering successes and setbacks from past grant seekers. The closing panel discussion will bring together the capital investment and SBIR sectors. "This workshop will certainly be unique in its scope," said Chris Simoneaux, SCV/LEOS Chairperson. "Because of our volunteers and generous sponsors, we have been able to keep the registration cost under \$200, which is a fraction of the cost usually charged to attend such workshops".

Day one presentations are packed with timely resource information from funding agencies such as DARPA, Dept. of Commerce/National Oceanic and Atmospheric Administration, NASA, NSF, DoE, DOD, US Navy, US Small Business Administration, Lawrence Livermore Labs, and Berkeley Labs. Presenters, such as Connie Jacobs of DARPA, Knute Berstis of the Dept. of Commerce, and Geoff Lee of NASA Ames, will discuss roadmaps and program needs of each of their respective agencies.

"Through our SBIR programs we have been able to advance the state of the art in several fields as well as contribute valuable technologies directly to my program efforts," said LCDR Dylan Schmorrow, USN, DARPA Program Manager. "SBIR and STTR projects have furthered the state of the art in Computer Vision, and led to several projects that are on the verge of transitioning to operational use." added Dr. Tom Strat, DARPA Program Manager.

Day two will feature tutorials, where industry gurus will provide essential information to both the SBIR newcomer and the seasoned grantsman. Subject matter will cover topics such as how to write proposals, getting started with federal contracting, how to managing grants, and tips on commercializing grants in pursuit a sustainable business model. Experienced business execs such as Gail Schechter of Biointelligence, Eric Wesoff of Sage Marketing Parnters, and Robert Lane of the Federal Technology Center, will give attendees the benefit of their knowledge to help overcome hurdles encountered during the process.

About SCV IEEE/LEOS

SCV IEEE/LEOS is dedicated to promoting research, development, design, manufacturing, training, and applications of optical materials, devices, and systems in the community. This award-winning chapter consists of Silicon Valley professionals and students with technical and business interests in the optics field. Our society cooperates with other professional societies in diverse fields to attract broad participation. The K-12 science outreach program promotes optics to grade school and college level students around the San Francisco Bay Area.

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