

NIH Proposal Prep Intensive

September 22 & 23, 2021

(All times listed are Central Time Zone)

This workshop is a must if you are considering an NIH submission. In addition to up-to-date information on the SBIR/STTR programs, you'll receive detailed instruction on developing a competitive proposal for the National Institutes of Health's (NIH) SBIR/STTR program. Expect to learn:

- Registration process necessary for submission
- Strategies for targeting your proposal to meet the reviewers' expectations
- How to approach each section of the proposal
- Common pitfalls and how to avoid them and more!

Wednesday, Sept. 22

9:00am - 9:30am
9:30am - 11:00am

BioGenerator Program presented by Harry Arader

SBIR/STTR Overview and NIH & NSF Program Essentials

An overview of the SBIR/STTR program and review of NSF & NIH Program Essentials

10-15-minute break

NIH Proposal Prep - Part 1

Detailed explanation of each component for a proposal with strategies and review criteria

30-minute lunch break

NIH Proposal Prep - Part 2

Continuation of NIH proposal prep, final Q&A

11:00am - 11:15am
11:15am - 12:45pm

12:45pm - 1:15pm
1:15pm - 2:45pm

Thursday, Sept. 23

9:00am - 10:30am
10:30am - 10:45am
10:45am - 12:15pm

NIH SBIR/STTR Commercialization Plan

10-15-minute break

NIH Assistance programs and Constructing a Budget

Introduction to other programs (I Corp, CRP, Cooperative). Budget cost types, indirect costs, budget justifications

Training By: BBC Entrepreneurial Training and Consulting

BBCetc is nationally recognized for its success in helping emerging companies win SBIR/STTR funding and use it strategically to propel growth. BBCetc's Michigan clients have been awarded over \$340 million in funding since 2002. The company was recently named a 2020 Tibbetts award winner as well as one of 50 "Michigan companies to watch" by Michigan Celebrates Small Business.



About the Presenter: BBCetc Senior Principal Consultant, Shannon Bass

Shannon Bass joined BBCetc in April 2018 bringing with her 28 years of management experience in the biotechnology industry and as an independent SBIR/STTR consultant. She holds B.S degree in Agriculture from Murray State University in Kentucky. Her career began with an animal health start-up out of the University of Kentucky, which was later purchased by Neogen Corporation. She continued in senior management with Neogen for 17 years in the areas of quality control/ assurance, regulatory, pharmaceutical manufacturing and technical services. Later she became CEO of a biotech start-up which brought to market a veterinary research device and president of another medical device firm developing a product for treatment of late-stage lung cancer. With experience as a PI on multiple SBIR NIH research grants, Shannon has assisted numerous startups in developing competitive NIH grant submissions, post-award management, commercialization, project management and building an effective team.



About the Presenter: BBCetc Principal Consultant, Baindu L. Bayon, Ph.D.

Baindu L. Bayon, Ph.D. is a biomedical scientist from Indianapolis. Dr. Bayon earned her B.S. in Biology from Indiana University Bloomington and her Ph.D. in Medical & Molecular Genetics from Indiana University School of Medicine. She is currently a Principal Consultant with BBC Entrepreneurial Training & Consulting. She was previously a Health Program Specialist at the National Institutes of Health (NIH) National Institute of Neurological Disorders and Stroke. Dr. Bayon was a 2018-2020 AAAS Science and Technology Policy Fellow at the Small business Education and Entrepreneurial Development (SEED) office at NIH and at the National Center for Advancing Translational Sciences where she explored entrepreneurship at CTSA (Clinical Translational Science Award) hubs. She's earned a myriad of awards throughout her career, including the coveted Indianapolis Business Journal's Forty Under 40. She is an active member of the Rotary Club of Downtown Silver Spring and of Alpha Kappa Alpha Sorority, Incorporated.