



have teamed to bring two statewide  
**SBIR ADVANCE WORKSHOPS**  
to life sciences companies

**Workshop Dates:**  
**Applications due:**  
**March 20, 2009**

**SBIR Advance**  
**Workshop:**  
**April 21 & 22, 2009**

Workshops are **FREE** to eligible participants

All training materials and meals are included

Space is limited

**Questions & Applications:**

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**SBIR Advance** is an in-depth program covering all aspects necessary for writing winning grants to the federal government, specifically focused on, but not limited to the NIH. The program is designed to provide qualified life sciences entrepreneurs and early-stage research and development companies with:

- Grant application strategy development
- Proposal writing assistance
- One-on-one consultation and access to SBIR experts



**Each workshop will include:**

- An overview of the Federal SBIR program
- Tools and references to research specific application types
- Requirements to follow during proposal preparation and post-award guidelines
- Principal investigator requirements and company eligibility
- The internal agencies' review process
- Each section of the SBIR proposal application in detail including all forms
- Phase II product development plan preparation
- Basic accounting practices to follow when working with governmental entities (as well as establishing indirect rates and job costing techniques)

Immediately following the SBIR Advance workshop the entrepreneurs will have an opportunity to meet one-on-one with the SBIR consultants to answer any company-specific questions and immediately begin working on grant strategy relevant to their company's stage of development.

**Workshops will be held at the Pittsburgh Life Sciences Greenhouse, Pittsburgh, PA**