

# Show me the money!

**Every year, the government offers more than \$2.5 billion in small business funding for technology and science innovations. The money is out there, but how will you access it?**

Join us for a special funding workshop and learn the nuts and bolts of the Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) programs. Learn how you can enter the multi-billion dollar federal funding arena, and discover which opportunities are best suited to your business or innovation. Topics include:

- Strategies to make your technology appealing to R&D funders
- Pre-qualification issues for potential participants
- Steps for applying for federal SBIR research
- Proposal writing tips to make your innovation stand out
- Technology value realization
- Trends in innovation
- Overview of participating federal agencies

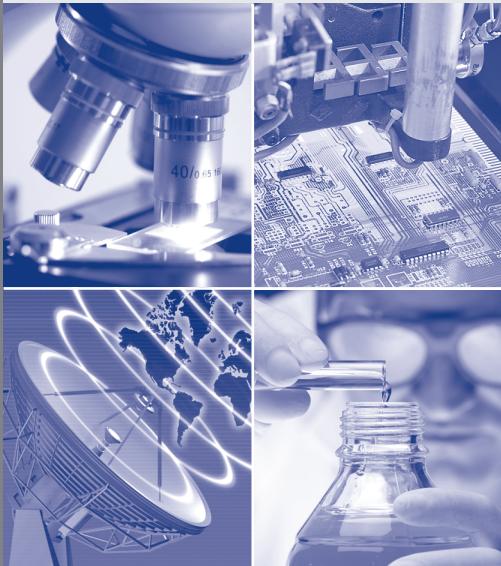
Develop a comprehensive understanding of the SBIR/STTR programs that will enable your business to expand its horizons. The funding you need is waiting for you – now learn how to get it!

Space is limited and reservations are required.  
Register today by calling **412.648.1542** or emailing  
**[ieeregistration@katz.pitt.edu](mailto:ieeregistration@katz.pitt.edu)**.

## SBIR/STTR: The Basics

**May 15, 2009**

8 – 10 AM  
114 Mervis Hall  
University of Pittsburgh  
Oakland



 **IEE** Institute for Entrepreneurial Excellence  
University of Pittsburgh  
Joseph M. Katz Graduate School of Business

**S B D C**  
PENNSYLVANIA

Small Business Development Center  
University of Pittsburgh

 **INNOVATION  
PARTNERSHIP**

U.S. Small Business Administration  
**SBA**  
Your Small Business Resource

pennsylvania   
DEPARTMENT OF COMMUNITY  
& ECONOMIC DEVELOPMENT



**PNC BANK THE HEINZ ENDOWMENTS**

Funding support and resources are provided by the Commonwealth of Pennsylvania through the Department of Community and Economic Development, through a cooperative agreement with the U. S. Small Business Administration; and in part through the support from the University of Pittsburgh. All services are extended to the public on a non-discriminatory basis. Special arrangements for persons with disabilities can be made by calling 412.648.1542. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

*Funding graciously provided by*