



and



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

**WORKSHOP DATES:**  
May 3 & 4, 2011

**Applications due:**  
April 29, 2011

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**