



Michigan's SBIR/STTR Assistance Program

BBCetc provides comprehensive assistance with SBIR/STTR proposal preparation. From cradle to graduation, we assist clients everywhere along their SBIR/STTR journey and across all 11 participating agencies. Clients may choose all or some of the services listed below:

SBIR/STTR Training

BBCetc offers a wide range of SBIR/STTR-related training programs for entrepreneurs and SBIR support organizations. From the ABC's of SBIR/STTR funding to deep dives into a specific agency's proposal requirements, training is held virtually or on-site with partners across the state.

One-on-One Proposal Assistance

BBCetc works one-on-one with companies to prepare and coach them through the proposal and then post-award processes. BBCetc team members have broad knowledge about the programs and expertise in developing persuasive R&D proposals. Consultants provide clients with:

- Assistance in identifying appropriate solicitations
- Support on agency registrations and electronic submission
- Guidance on proposal preparation, including assessing technical objectives and hypotheses, along with supporting documents (e.g., biographical sketches, resources, budgets)
- Iterative reviews and extensive proposal feedback
- Review of primary and secondary market research data to be included in SBIR/STTR proposals and/or for other business purposes
- Specifics agency requirements for commercialization content in Phase I/Phase II proposals
- Post-submission support, including pre-award guidance for successful proposals, and proposal revision for resubmissions

Post-Award Management Services

BBCetc provides post-award grant and contract management assistance to companies. This service includes comprehensive one-on-one consulting, award execution best practices, and commercialization guidance. Post-award resources include BBCetc's agency-specific tools, policies & procedure documents, and accounting templates typically required by federal agencies.

Eligibility and Cost

To be eligible for the Michigan SBIR Assistance Program, a prospective client must:

- Have its principal place of business in Michigan.
- Complete an assessment form and be available for a follow-up call with a BBCetc consultant.
- Fit within the definitions of the State of Michigan's "competitive edge technology" sectors.
- Provide award and demographic data when requested.

Clients pay a fee of \$500 for each block of 10-hours of assistance. This fee includes BBCetc templates and tools, reduced rates on training, and one-on-one assistance. Interested applicants should apply here:

<https://bbcetc.com/capabilities/work-with-bbcetc/>

Funds for this initiative were provided by the 21st Century Jobs Fund, a MSF program designed to accelerate the growth and diversification of Michigan's economy. For more information, please visit: <http://www.michiganbusiness.com>

