



Developing a Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Strategic Plan

Virtual and Onsite – 40 Hours – Optimum Class Size: 2-5 Participants

Training Description

With a current national focus on advanced manufacturing and “Made in America”, there are substantial resources available to small and medium-sized manufacturing companies. Many of these opportunities include funding for innovations that have the potential to improve existing manufacturing operations. During this training, participants will learn about these opportunities and how to utilize them, specifically those that pertain to the Smart Manufacturing Integrated Growth Framework. This training guides participants in exploring their current business while identifying and evaluating a series of Smart Manufacturing growth concepts that leverage manufacturing in the connected economy. Participants will learn how to develop a Small Business Innovation Research (SBIR) plan as well as a Small Business Technology Transfer (STTR) plan. SBIR and STTR are highly competitive programs that fund small businesses across technology areas and markets to stimulate technological innovation, meet Federal research and development (R&D) needs, and increase commercialization to transition R&D into impact. Participants will learn how these SBIR and STTR plans can be incorporated into their businesses and leverage their current operation. This training consists of virtual instruction and onsite meetings and is intended for senior management and research personnel.

Training Objective

Participants will learn what capabilities and technologies are needed within their company and how to acquire them. This training fosters the transfer of technology through research and development between small businesses and research institutions. This training will also increase private-sector commercialization of innovations derived from Federal research and development funding.

Skill Attainment

Participants will learn a disciplined, methodical approach to identifying and applying the supporting tools that drive growth in the connected economy. Participants will gain the skills and knowledge to:

- Understand the opportunities inside an SBIR grant
- Understand the opportunities inside an STTR grant
- Understand Smart Manufacturing and how to acquire new technologies and capabilities as needed
- Activate capacity in their company that can be applied to realize growth
- Develop an investible portfolio with initiatives to plan, guide, and execute growth

These skills are transferable within the company and are highly desirable across the market.