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SBDC TechSource: COMMERCIALIZATION

Colorado SBDC TechSource: Commercialization is designed to maximize the economic potential of Colorado science and technology companies—especially those in the advanced industries—through no-cost, customized, expert consulting and relevant in-person and online workshops and events.

WHAT WE DO

- SBIR/STTR and Advanced Industry grant opportunities for early stage seed funding
- Technology commercialization and go-to-market strategies
- IP protection/assistance with patent process
- R&D tax credits
- Market research, market sizing, strategic and tactical planning
- Business growth issues
- Access to capital

WHO WE HELP

- Advanced Materials and Manufacturing
- Aerospace
- Agricultural Technologies
- Bioscience and Medical Devices
- Information and Communications Technology
- Energy and Clean Technologies
- Other innovative technologies

HOW WE DO IT

No-cost,
customized consulting

In-person and live
stream workshops

Special events and
conferences

Accelerator programs

sbdc-techsource.org



COLORADO
Office of Economic Development
& International Trade
Minority Business Office



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SBIR • STTR
America's Seed Fund



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FREE LIVE STREAM WORKSHOPS

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Introduction to the Small Business Innovation Research (SBIR) Program

This webinar provides an overview on the SBIR program as it stands today, what to expect if you're an SBIR participant, best practices for succeeding with SBIR contracts and instructions on how best to successfully propose, then manage, your contract. It is recommended for owners, contract managers, engineers and business development for innovative R&D companies with under 500 employees.

How R&D Tax Credits Could Benefit Your Business

The R&D tax credit program is one of the greatest sources of non-dilutive funding available to companies today; it reimburses up to 10 percent of your R&D expenses. This webinar covers the fundamentals of the program, the legal and financial aspects of a claim and the many lesser-known expenses you can claim to help you maximize your refund. This webinar is recommended for owners, presidents and CFOs of innovative companies of any size and pre-startups exploring ways to fund their starts.

What You Need to Know About Technology Commercialization for SBIR Grants

Technology springs from an idea that poses a solution to a problem. To successfully commercialize technology, you need to progress from that specific solution to a more general product that creates value for customers. To move from idea to product to revenue, businesses need to identify their customers and requirements, how to reach them and deliver a valued solution to their problem. This session provides steps to commercialization and resources to support your strategic efforts.

Calculating Indirect Rates for Government Contracts and Grants

This webinar covers the basics of what an indirect rate is and what is important when selecting the indirect rate structure your organization will use. It also touches on agency norms when selecting indirect rates, as well as what makes sense for your business type. This webinar covers three basic rate structures that are generally tied to the National Science Foundation, National Institutes of Health and Department of Defense.

How To Write a Competitive SBIR/STTR Proposal (Parts I, II & III)

Writing a competitive and responsive proposal for an SBIR/STTR grant can be a challenging and lengthy process, but proposal preparation is a valuable skill. This three-part series will help prepare you for the greatest likelihood of success in securing funding to engage in innovative research while growing your business. The webinar covers selecting topics, building a team, important considerations, templates, pricing, final review and more.

Introduction to Boards of Directors

This webinar discusses the necessity, selection and function of a Board of Directors. It addresses what a board does, and if your company needs one; how a board differs from an advisory board; if you need both a board of directors and an advisory board; where to find qualified directors or advisors to serve on your company's board(s); and what you should expect from those directors or advisors.

Employee Ownership in Tech: New Ways to Compensate Your Team

There are many ways to incentivize high-caliber workers to add value to a tech venture. This webinar discusses some new and not so new structures to encourage employee engagement, an ownership mentality and to incentive workers for the long-haul. It will cover forming a new employee-owned venture, considering an exit to employee or community ownership, equity compensation programs and more.

US Department of Energy's SBIR/STTR Programs

This webinar provides a special opportunity to learn about the US Department of Energy's SBIR and STTR programs directly from an outreach manager. It covers all of the resources available to you for the highest likelihood of success in applying for one of these non-dilutive funding opportunities. DOE offers more than 60 technical topics and 250 subtopics, spanning research areas that support the DOE mission.

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