

# USAF SBIR/STTR WEBINAR

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**DECEMBER 15, 2020**  
**9:00 AM - 11:00 PM CST**

**OR**

**DECEMBER 17, 2020**  
**9:00 AM - 11:00 PM CST**

Things are changing with the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Nowhere are these changes more pronounced than with the U.S. Air Force (USAF) SBIR/STTR program. It works faster, with new approaches designed to help entrepreneurs and researchers explore new opportunities with the U.S. Air Force.

Please join us for an informative webinar on the USAF SBIR/STTR program. This webinar will give you a great overview of the USAF program, prepare entrepreneurs, researchers and administrators for opportunities to compete for USAF SBIR/STTR awards. Follow-on webinars tied specifically on USAF solicitations will be held throughout the coming months and 2021.

## WHAT WILL YOU LEARN?

- USAF SBIR/STTR Program details
- Changes in the USAF SBIR/STTR program
- How to apply and tips for better proposals
- What the USAF is looking for in technology and proposals

## WHO SHOULD ATTEND?

You should attend this webinar if you are a Researcher, Research Administrator, Entrepreneur, or Small Business Owner with a technology solution pertinent to the USAF and the capability to perform R&D leading to commercialization and sales to the USAF.

**REGISTER FOR THE**  
**DECEMBER 15th**  
**WEBINAR**



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## THE NEW USAF SBIR/STTR PROGRAM - FAST AND “VENTURE-LIKE”

The most notable changes in the USAF SBIR/STTR program are a completely new approach to the majority of Phase I awards. Phase I now takes a quicker, more flexible and “venture-like” approach. This permeates the proposal, award, and work effort. This webinar will describe what has changed and what remains similar to what you may be accustomed to. We’ll discuss new strategies and approaches that can improve your chances for success in USAF SBIR/STTR proposals.

## WHY IS THE USAF APEX PROGRAM GOOD FOR ME?

As a USAF Partnership Intermediary Agreement (PIA), APEX is very close to the U.S. Air Force and the people who are making the changes to the USAF SBIR/STTR program.

Through APEX solicitation cohort services, we:

- Provide 1-1 process navigation to researchers and entrepreneurs
- Present valuable information in cohort-only informational briefings
- Connect researchers with entrepreneurs from all over the country, increasing the odds for forming a successful partnership that will be attractive for SBIR/STTR.
- Help researchers and entrepreneurs keep abreast of continuing changes and new opportunities in the program

**DUE TO OUR USAF PIA STATUS, ALL APEX SBIR/STTR SERVICES ARE FREE OF CHARGE.**

## ABOUT APEX

Apex cultivates innovation by expanding the American research enterprise for the USAF. APEX engages and collaborates with innovators across academia, industry and the DoD who possess capabilities of interest to the USAF by:

- Engaging with DoD programs to connect universities, businesses and government entities in a way that moves defense technology from discovery to reality
- Providing high touch coaching for business startups and proposals
- Using data analytics to identify transformational operational defense solutions

Sign up for the APEX newsletter:

<https://apex-innovates.org/>

Learn more about the SBIR/STTR Program:

<https://www.afsbirsttr.af.mil/>

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