

## Shipleys Associates Helps Utah Small Businesses Win Research and Development Grants

*Shipleys Awarded USTAR Contract to Help Utah Companies Grow*

**Kaysville, Utah – January 11, 2010** -- Shipleys Associates announced today that it has been awarded a contract from the State of Utah to support the Utah Science Technology and Research's SBIR/STTR Assistance Program (USTAR SSAP). USTAR is a long-term, state-funded investment to strengthen Utah's "knowledge economy" and foster innovation, research and economic development. The SSAP's mission is to improve the number and quality of grant proposals submitted and dollars received by Utah companies from Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. The contract allows Shipleys to provide grant writing support to companies seeking funding through this initiative.

"We are pleased to be working with the State of Utah to help strengthen our local economy and encourage innovation within the State," said Stephen P. Shipleys, President and CEO. "Our track record of helping clients compete for and win Government contracts and grants contributed to this successful award from the State. We look forward to being a partner with the SSAP in providing Utah small businesses critical grant writing expertise."

Shipleys provides consulting and professional development services to large and small companies in aerospace and defense, IT, telecommunications, healthcare, systems integration, professional and financial services, construction management, and other markets. During 2009, Shipleys has helped clients on competitive bids worth over \$210 billion. Shipleys has affiliates in 12 countries.

"Our industry best practices continue to be recognized as the standard for effective business development," said Larry Newman, Author of the award-winning *Shipleys Proposal Guide*. "These best practices are taught in our extensive training curriculum and are applied everyday by consultants engaged with clients on strategic bids and proposals."

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### **About Shipleys Associates**

Since 1972, Shipleys Associates with headquarters in Kaysville, Utah has provided organizations and individuals with business development services focused on winning business in highly competitive environments. With over 200 consultants worldwide, Shipleys supports major business development projects from strategy development, capture planning, proposal development, process improvement, and web-based and classroom learning - resulting in a client win rate of over 82%.

Shipleys provides services to small businesses and to 23 of the top 25 U.S. Defense contractors. For more information, visit the website at [www.shipleyswins.com](http://www.shipleyswins.com) or contact us at 888.772.9467 (WINS).

### **About USTAR's SSAP**

The objective of Utah Science Technology and Research (USTAR) is to improve and strengthen Utah's "knowledge economy" and generate high paying jobs by maximizing economic impact of new technologies throughout the state. The SBIR/STTR Assistance Program (SSAP) is a joint collaboration between USTAR and its Technology Outreach Innovation Program (TOIP), the Utah Governor's Office of Economic Development and its Centers of Excellence Program, the Salt Lake Community College and the Small Business Administration. USTAR also offers a wide range of consulting services including business plan development, financial strategy and market analysis.