

Advice on NIH SBIR & STTR Grant Applications
NIH Offers More Than SBIR and STTR Funds



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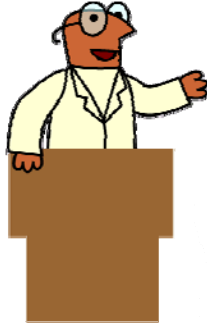
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Hello, I am Gregory Milman. In these presentations I provide advice on the NIH SBIR and STTR programs. This module is titled NIH Offers More Than SBIR and STTR Funds. It was updated in July 2009. Send your comments, suggestions, and criticisms to gmilman@niaid.nih.gov.

Agenda NIH Offers More Than SBIR and STTR Funds



- Material transfer agreements (MTA), licenses, and cooperative research and development agreements (CRADA) (Acquire from NIH)
- Pipeline to Partnerships (P2P) – partnership and licensing information (Get resources)
- Collaboration opportunities and research partnerships (CORP) – partnership and services information (Buy services)
- Technical assistance programs (TAP) (Get consultation)
 - Market research assistance
 - Presentation assistance (dog & pony show)
 - Manufacturing assistance

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Agenda - NIH Offers More Than SBIR and STTR Funds

In this presentation, I describe the assistance NIH offers companies other than SBIR and STTR grants. NIH can help you with material transfer agreements (MTA), licenses, and cooperative research and development agreements (CRADA) that allow companies to acquire NIH laboratory expertise for product development. Its pipeline to partnerships (P2P) website communicates information to investors on NIH funded companies. The collaboration opportunities and research partnerships (CORP) website fosters company collaborations on small business projects. NIH has three technical assistance programs (TAP) for funded companies that offer assistance for market research, dog & pony show presentation and manufacturing.

Collaboration with NIH Scientists Your Resources or Funds Go to NIH



- Material Transfer Agreement (MTA) – Research purposes only.
- Licenses – Purchase of rights to use intellectual property for commercial purposes.
- Cooperative Research And Development Agreement (CRADA) with NIH Scientists – Collaboration over substantial period of time.
- For more information contact:
 - [NIH Office of Technology Transfer](#)
 - Technology Office of IC in your area of science, e.g. [NIAID Office of Technology Development](#)

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Collaboration with NIH Scientists - Your Resources or Funds Go to NIH

Companies can acquire limited rights to NIH research discoveries. MTAs enable recipients to utilize NIH discoveries for research purposes but not for commercialization. Licenses allow recipients to use NIH discoveries for commercialization. CRADAs formalize collaboration over a substantial period of time between a company and NIH scientists. For more information contact either the NIH Office of Technology Transfer or the technology of office of an institute or center in your area of science.

NIH Pipeline to Partnerships (P2P) – Entice Investors



- Registration open to NIH licensees and NIH SBIR/STTR awardees.
- Companies describe
 - Disease
 - Product type
 - Product application
 - Product status
 - Partnership opportunities sought
- NIH provides searchable database and links to registrants Web information.
- Disclaimer – Submissions not endorsed or recommended by NIH but monitored by NIH staff.

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NIH Pipeline to Partnerships (P2P) – Entice Investors

The NIH pipeline to partnerships (P2P) is open to NIH licensees and grantees. The P2P website allows companies to post research product information to entice angel investors, venture capital investment, strategic partners or licensing agreements. P2P provides searchable registrant information and links to company websites.

NIH SBIR/STTR Collaboration Opportunities and Research Partnerships (CORP) – Offer Services



- Site fosters SBIR/STTR research collaborations.
- Registrants (usually companies) provide collaboration descriptions:
 - Expertise they seek
 - Expertise they can provide
- Disclaimer – Submissions not endorsed or recommended by NIH but monitored by NIH staff.

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NIH SBIR/STTR Collaboration Opportunities and Research Partnerships (CORP) – Offer Services

The NIH collaboration opportunities and research partnership website is intended to foster research collaborations. Registrants, usually companies, provide descriptions of expertise they seek and expertise they can provide for SBIR or STTR supported projects.

Competitive NIH SBIR Technical Assistance Programs (TAP)



- Niche Assessment Program (NAP) for NIH Phase I awardees
 - Market analyses of technology
 - Strategic planning for technology
- Commercialization Assistance Program (CAP) for NIH Phase II awardees
 - Free 10-month program (except travel) to develop company's investor presentation
 - Presentation at venture forum
- Pilot Manufacturing Assistance Program (MAP) for NIH Phase II awardees
 - Partnership with NIST Manufacturing Extension Partnership
 - Free 2-3 month program requiring minimum 100 hours of company time
 - Supports product movement from research to manufacturing

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Competitive NIH SBIR Technical Assistance Programs (TAP)

NIH has three free but competitive SBIR technical assistance programs. The niche assessment program provides market research and strategic planning for Phase I awardees. The commercialization assistance program offers tutoring to develop a company's investor presentation and the opportunity to present at a venture forum. The pilot manufacturing assistance program in collaboration with NIST supports product movement from research to manufacturing.

Other Award Mechanisms Open to Small Businesses



- [NIAID Funding Opportunities](#) and [NIH Guide](#)
- Small Grant Program (R03)
 - \$50K/year for up to 2 years
 - Participation varies by NIH Institute/Center
- Basic Research Grant (R01)
- Exploratory/Developmental Grants Phase I (R21)
 - ~\$275K/2years
- Exploratory/Developmental Grants phase II (R33)
 - Open only to R21 recipients
 - ~\$300K/year for up to 3 years
- Pros & Cons for small businesses
 - No small business requirements
 - Open to academic investigators and companies excluded from SBIR and STTR grants

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Other Award Mechanisms Open to Small Businesses

Small businesses should think outside the SBIR/STTR sandbox.

See links to [NIAID Funding Opportunities](#) and [NIH Guide](#).

The small grant program (R03) provides \$50K/year for up to two years. Participation varies by NIH Institute and Center.

The basic research grant program (R01), the cornerstone of academic research, accepts applications from small businesses.

Exploratory developmental Phase I and II (R21 and R33) grants are similar in time and award to SBIR and STTR Phase I and II grants except they are not restricted to small businesses or to work in the United States. Your competition will include academic investigators and companies excluded from SBIR/STTR grants.

More Presentations



TOPICS

- Basic Information
- Managing the NIH Timeline
- Writing for Reviewers
- FY2008 Data
- Tips and Tricks
- More than SBIR/STTR Funds
- Small Business Funds for Academic Investigators

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Thank you for watching this module. Close this window to select another topic.