

March 17, 2021 | BHI VIRTUAL SBIR & OTHER
NON-DILUTIVE FUNDING SOURCES WORKSHOP

FUNDING AND COMMERCIALIZATION RESOURCES FOR CANCER TECHNOLOGIES

REEMA RAILKAR
PROGRAM MANAGER
SBIR DEVELOPMENT CENTER
NATIONAL CANCER INSTITUTE

SBIR
DEVELOPMENT CENTER



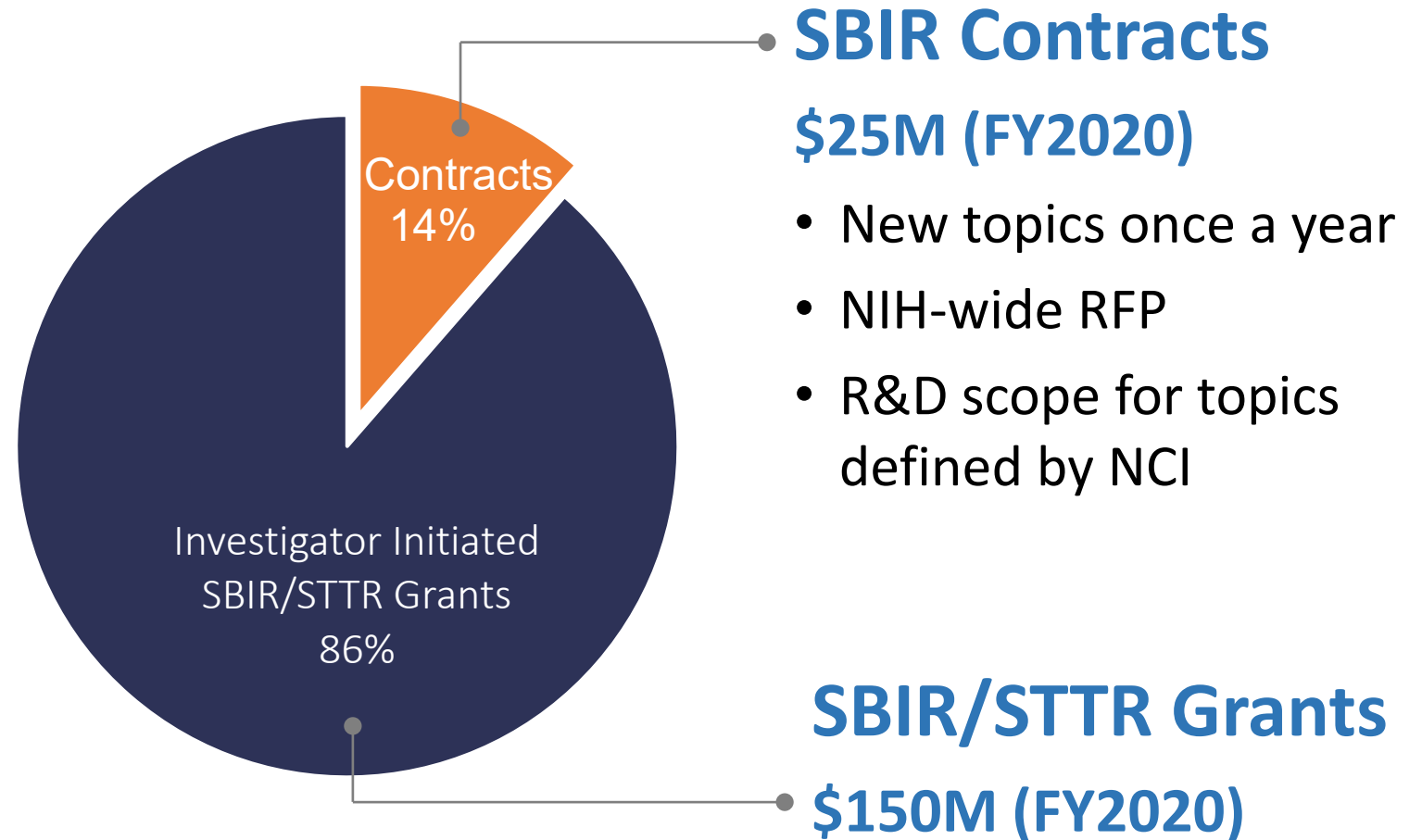
NCI SBIR SUPPORTS GRANTS & CONTRACTS

SBIR

Small Business
Innovation Research
(3.2%)

STTR

Small Business
Technology Transfer
(0.45%)



NCI SBIR CORE ACTIVITIES



CENTRAL OVERSIGHT

Administer all 400+ SBIR/STTR awards at the NCI



GUIDANCE

Help prepare for application, resubmission, & discuss funding options



OUTREACH

Attend conferences/workshops & visit organizations/universities to raise awareness of the program



FUNDING

Seed emerging technology areas through targeted grant & contract funding opportunities



NETWORKING

Maintain a network of investors and facilitate connections between portfolio companies & investors/strategic partners



TRAINING

Provide entrepreneurship training on key topics such as IP, regulatory strategy, & how to build a strong team

REACH OUT TO AN NCI SBIR PROGRAM DIRECTOR



Michael Weingarten, MA
Director
NCI SBIR Development Center

Contact us to get started!
Send your Specific Aims page to ncisbir@mail.nih.gov and we will help you set up a call with one of our program directors!



Greg Evans, PhD
Lead Program Director
Cancer Biology, E-Health, Epidemiology, Research Tools



Christie Canaria, PhD
Program Director
Cancer/Biological Imaging, Research Tools, Devices, I-Corps at NIH



Jian Lou, PhD
Program Director
In-Vitro Diagnostics, Theranostics, early-stage drug development, Bioinformatics, Investor Initiatives



William Bozza, PhD
Program Director
Biologics, Protein Therapeutics, Regulatory (CMC)



Deepa Narayanan, MS
Lead Program Director
Imaging, Clinical Trials, Radiation Therapy, Investor Initiatives



Nancy Kamei, PharmD, MBA
Program Director
Cancer Therapeutics



Monique Pond, PhD
Program Director
Biologics, Research Tools and Regulatory Resources



Patricia Weber, DrPH
Program Director
Digital Health, Therapeutics, Biologics, Resources Workshop



Kory Hallett, PhD
Lead Program Director
Monoclonal Antibodies, Immunotherapy, Biologics, and Program Analysis



Jonathan Franca-Koh, PhD, MBA
Program Director
Cancer Biology, Biologics, Small Molecules, Cell Based Therapies, Phase IIb Bridge



Amir Rahbar, PhD, MBA
Program Director
In-Vitro Diagnostics, Biologics, Therapeutics, Proteomics

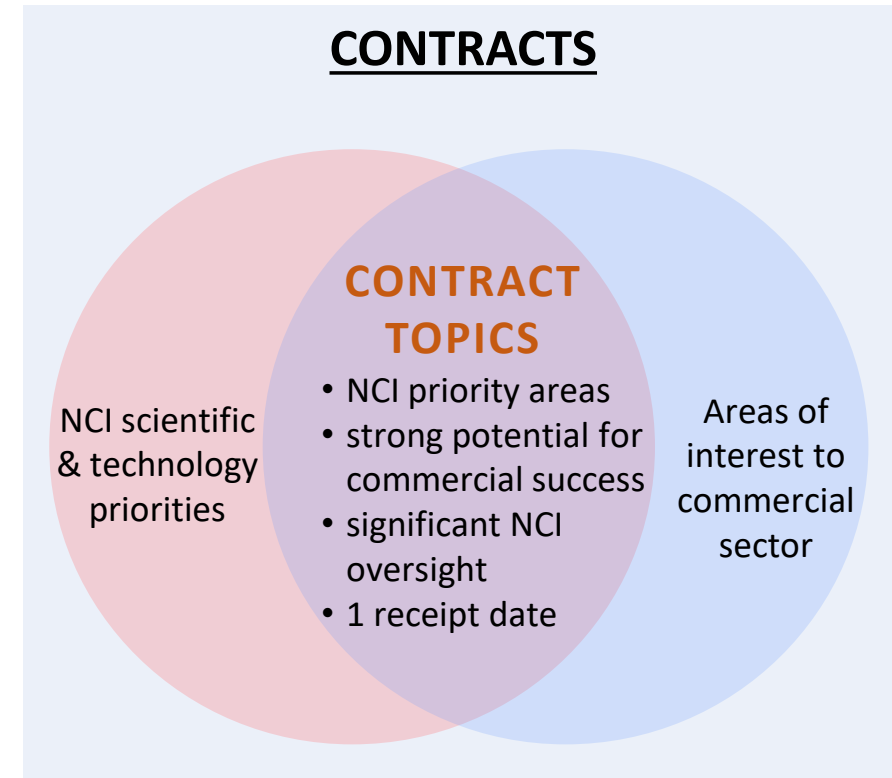
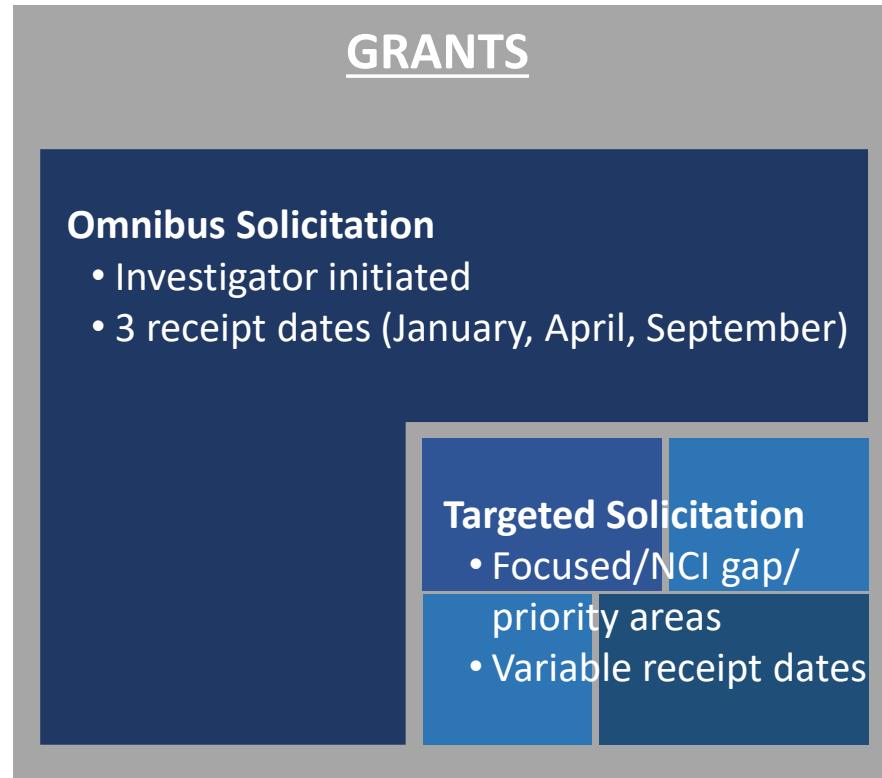


Ming Zhao, PhD
Program Director
Cancer Diagnostics & Therapeutics, Cancer Control & Prevention, Molecular Imaging, Bioinformatics, Stem Cells

FUNDING OPPORTUNITIES

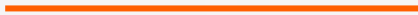
TITLE	SBIR FOA	STTR FOA	RECEIPT DATES
Omnibus Solicitation	PA-20-260 (General) PA-20-262 (Clinical Trial)	PA-20-265 (General) PA-20-261 (Clinical Trial)	Standard Receipt Dates September 5; January 6; April 6
SBIR Technology Transfer (technology transfer out of NIH intramural labs)	PA-18-705 (SBIR only)	No STTR	
Illuminating the Druggable Genome (IDG)	PA-19-034	PA-19-033	
Development of Highly Innovative Tools and Technology for Analysis of Single Cells	PA-20-047	PA-20-025	
Contract Solicitation	SBIR Only	No STTR	~ October 2021
Phase IIB Bridge Award	RFA-CA-20-033	Same as SBIR	~ August 2021
Small Business Transition Grant	RFA-CA-21-001		March 24, 2021
NCI SBIR Concept Award	75N91020R00043	Contract (No STTR)	July 23, 2021

R&D CONTRACTS



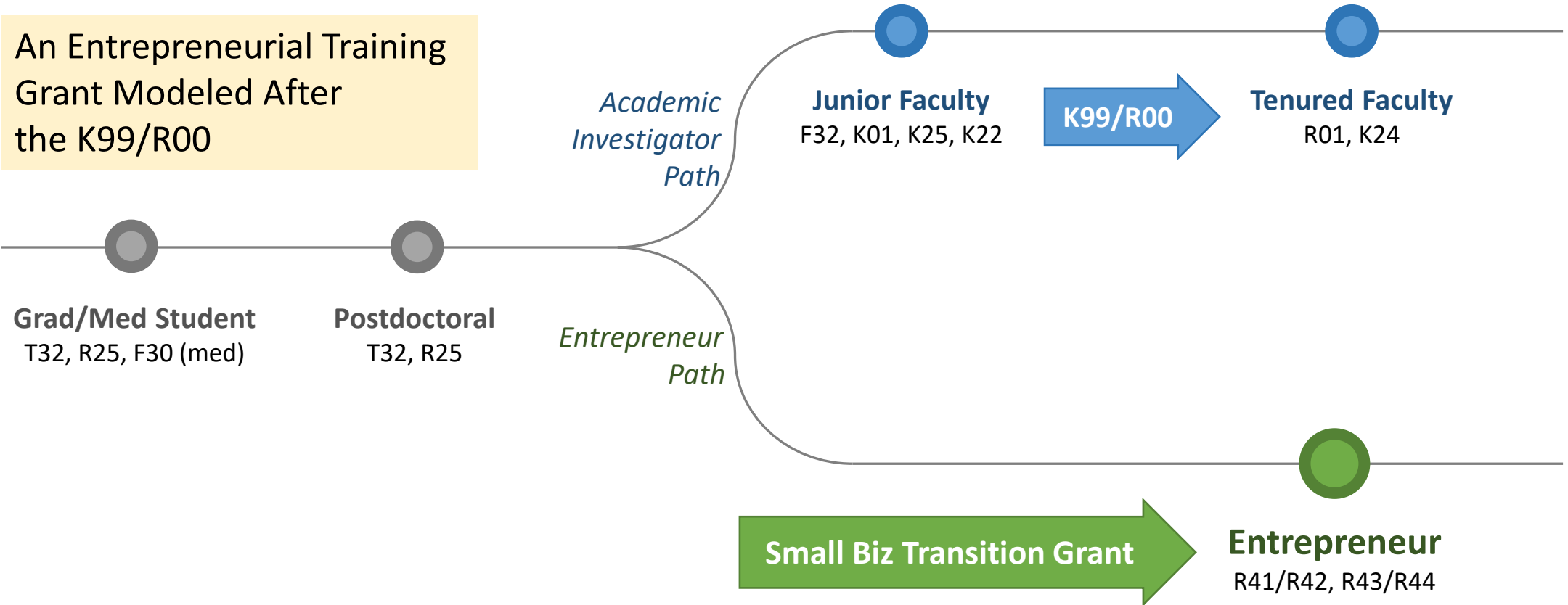
- Examples of previous R&D contracts from NCI are [here](#).
- Next date for publication ~July 2021 for receipt date of ~October 2021.

SMALL BUSINESS TRANSITION GRANT



RFA-CA-21-001 - Small Business Transition Grant

An Entrepreneurial Training Grant Modeled After the K99/R00



CONCEPT: SMALL BUSINESS TRANSITION GRANT

FAST-TRACK

Phase I STTR

STTR

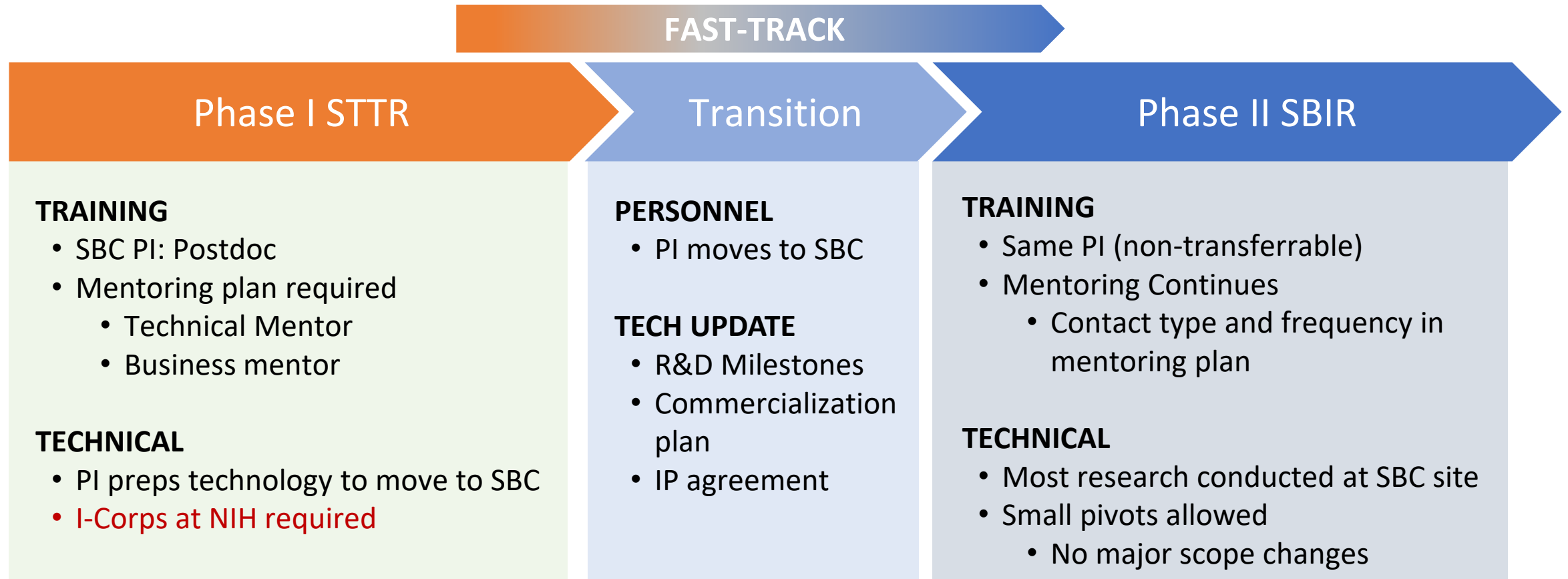
- Requires collaboration with university
- PI primary employment not stipulated (min.10% effort to project)
- \$400,000 / 12 months (NCI)

Phase II SBIR

SBIR

- Permits collaboration with university
- PI primary employment **MUST** be with the SBC for the duration of the project period
- \$2M / 2yrs (NCI)

CONCEPT: SMALL BUSINESS TRANSITION GRANT



SMALL BIZ TRANSITION GRANT

[RFA-CA-21-001](#)

National Cancer Institute

Kory Hallett, PhD

Kory.Hallett@nih.gov

National Human Genome Research Institute

Heidi Sofia, MPH, PhD

Heidi.sofia@nih.gov

Eligibility

- Maximum 8-years from terminal degree
- Women and scientists from underrepresented groups encouraged

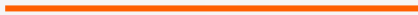
Mentoring (special review criteria)

- Technical mentor commitment: cannot mentor more than one entrepreneur simultaneously
- Business mentor: can utilize mentoring programs, but must identify a lead mentor
- Expect the mentors to commit to a minimum of 2 hours/week AND I-Corps at NIH (Phase I)

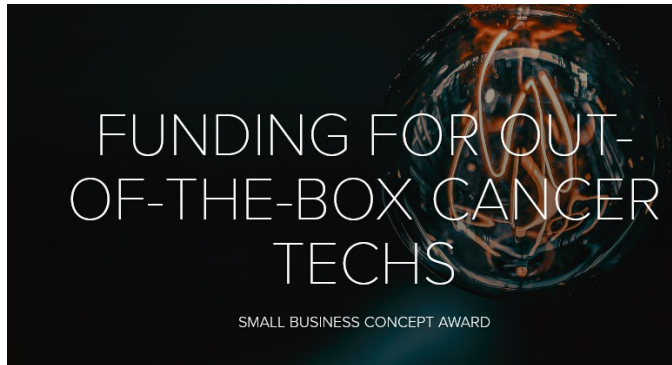
Technology Development is Critical

- Application MUST include milestones and go/no-go criteria for fast-track transition
- NCI is not guaranteeing training support to grantees whose technology fails

SMALL BUSINESS CONCEPT AWARD



WHAT IS THE CONCEPT AWARD?



- Looking for transformative technologies
- Phase I SBIR Contract Funding
- Technologies to address rare and pediatric cancer
- Fund experiments to obtain initial de-risking and proof-of-concept data.
- \$300K FOR one year of funding
- Focus is on Innovation
- Improve cancer research, prevention, detection and care
- More information [here](#).

UNIQUE FEATURES OF THE PROGRAM

RELEASED : NOVEMBER 20,2020

WHITE PAPER: March 26, 2021

PROPOSALS DUE: July 23, 2021

POINT OF CONTACT

Cherie Wells

SBIR Contract Analyst

NCI Office of Acquisitions

Phone: (240) 276-7255

E-mail: ncioasbir@mail.nih.gov

- De-risk disruptive innovation.
- Submission of White Paper to get Program input
- Short applications (15 pages v/s 50)
- Preliminary data are not required.
- Special Review Criteria
- Make awards rapidly (within six months).
- Single proposal due date.
- Leverage NIH I-Corps Program
- Followed by another Phase I, Direct to Phase II or Fast-Track

[Program Solicitation](#)

PHASE IIB BRIDGE AWARD

[RFA-CA-20-033](#)

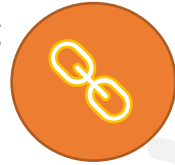


- Provides up to \$4M in additional funding over 2-3 years
- Technology validation and clinical translation
- Open to Phase II awardees from *any Federal agency* with projects relevant to NCI mission
- Accelerates commercialization by incentivizing partnerships with third-party investors & strategic partners earlier in the development process
- Competitive preference and funding priority to applicants that can raise substantial third-party funds (i.e., $\geq 1:1$ match)

NCI SBIR RESOURCES

INVESTOR INITIATIVES PROGRAM

Connect companies to follow on funding
Develop & maintain a network of investors and industry partners.



I-CORPS @ NIH

Entrepreneurial Training Program
Understand Value Proposition, Business Model and Stakeholders.



RESOURCE WORKSHOPS

Educate and Connect companies with federal and non-federal commercialization Resources.



EXECUTIVE ROUNDTABLE

Peer Mentoring Platform for C-Level Officers to share experience and expertise



WEBINARS (PLAN)

Informational Webinars with content relevant to early-stage start-ups. Webinar content shared by peers.



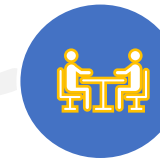
CARE (REGULATORY PROGRAM)

Connecting Awardees with Regulatory Experts at FDA
Sharing FDA information with companies.



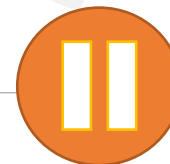
MENTORING PROGRAM*

Industry & experienced mentor program for start-ups



TABA (NEEDS ASSESSMENT)

NIH Managed Technical and Business Assistance
External Contractor to help assess company's gap/need areas.





Program for SBIR/STTR Phase I awardees (Grants + Contracts) to help:

- Define the value proposition (e.g., clinical utility) **early** before spending millions – saves time AND money
- Assess IP and regulatory risk before design and build
- Better understand core customers and the **specific** steps required for downstream commercialization
 - Teams are required to conduct 100 interviews over the period of 8 weeks
- Gather information essential to customer partnerships/ collaborations/ purchases before doing the science
- Identify financing vehicles before they are needed (helping to avoid the “Valley of Death”)

For more information, please see –
<https://sbir.cancer.gov/icorps>

Translational Resources to Expedite Commercialization Success(TRECS) Workshop

PANEL SESSIONS

- Learn to utilize various federal and non-federal resources to advance commercialization
- Panelists from a wide range of federal and private organizations

ONE-ON-ONE MEETINGS

- Opportunity to meet 1:1 with panelists and NCI SBIR program directors
- Over 300 individual meetings planned

PEER LEARNING

- Opportunity to meet cancer experts from NCI
- Opportunity to network with peers from other SBCs.

INVESTOR INITIATIVES



GET IN TOUCH WITH US!

- CONTACT NCI SBIR PROGRAM BEFORE YOU APPLY.

- SEND US YOUR SPECIFIC AIMS PAGE.

- Web: <https://sbir.cancer.gov>
Email: ncisbir@mail.nih.gov
Twitter: @NCISBIR
LinkedIn: <http://bit.ly/ncisbirlinkedin>

SBIR
DEVELOPMENT CENTER



○ NCI Funding during the COVID-19 Public Health Emergency

Due to the potential impact of the declared public health emergency caused by COVID-19, the NIH has issued multiple guide notices, including notice on late applications. If your business is affected by COVID-19, check the list of available measures on our [Notices Page](#).

For updates on NCI extramural funding activities, please check [NCI Director Dr. Norman E. Sharpless' post](#) on the NCI Bottom Line blog.

○ What are the NCI SBIR & STTR Programs?

The SBIR & STTR Programs are one of the largest sources of early stage technology financing in the United States. We welcome entrepreneurs and small business leaders to this website to explore grant and contract funding opportunities.

[Learn more about the programs >](#)

○ Resources For

○ Sign up

Sign up for the latest funding opportunities and events information from NCI SBIR Development Center.

Email:

Submit

○ Latest Announcements

[New Supplement for Technologies Adapted for COVID-19](#)

The NCI SBIR Development Center is issuing a [Notice of Special Interest \(NOSI\)](#) to highlight the urgent need for the development of prophylactic, therapeutic and diagnostic for

THANK YOU

CONTACT INFO

NCI SBIR DEVELOPMENT CENTER

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