SBIR & STTR

I-Corps™ at NIH

I-Corps from the Trenches

Conversations with I-Corps Alum

September 28, 2016

Michael Weingarten
Director
National Cancer Institute SBIR Development Center

SBIR & STTR

I-Corps™ at NIH

Q&A

sbir.cancer.gov/icorps

Submit your questions through the Q&A chat box

Please submit your questions via the chat box. We will be answering your questions throughout the webinar, with additional time dedicated at the end of the session.

SBIR & STTR

I-Corps™ at NIH

Michael Weingarten
NCI/NIH I-Corps

Christie Canaria
NCI/NIH I-Corps

Edmund Pendleton
Lead Instructor

Jennifer Nichols
CEO, Jan Biotech

White House Demo Day

"We're scaling up the National Science Foundation's successful Innovation Corps program at six more federal agencies so we can help more of our scientists move their ideas out of the lab and into the marketplace."

– President Obama (August 4, 2015)

https://www.whitehouse.gov/the-press-office/2015/08/04/remarks-president-white-house-demo-day

I-Corps™ Training Program

Program Description

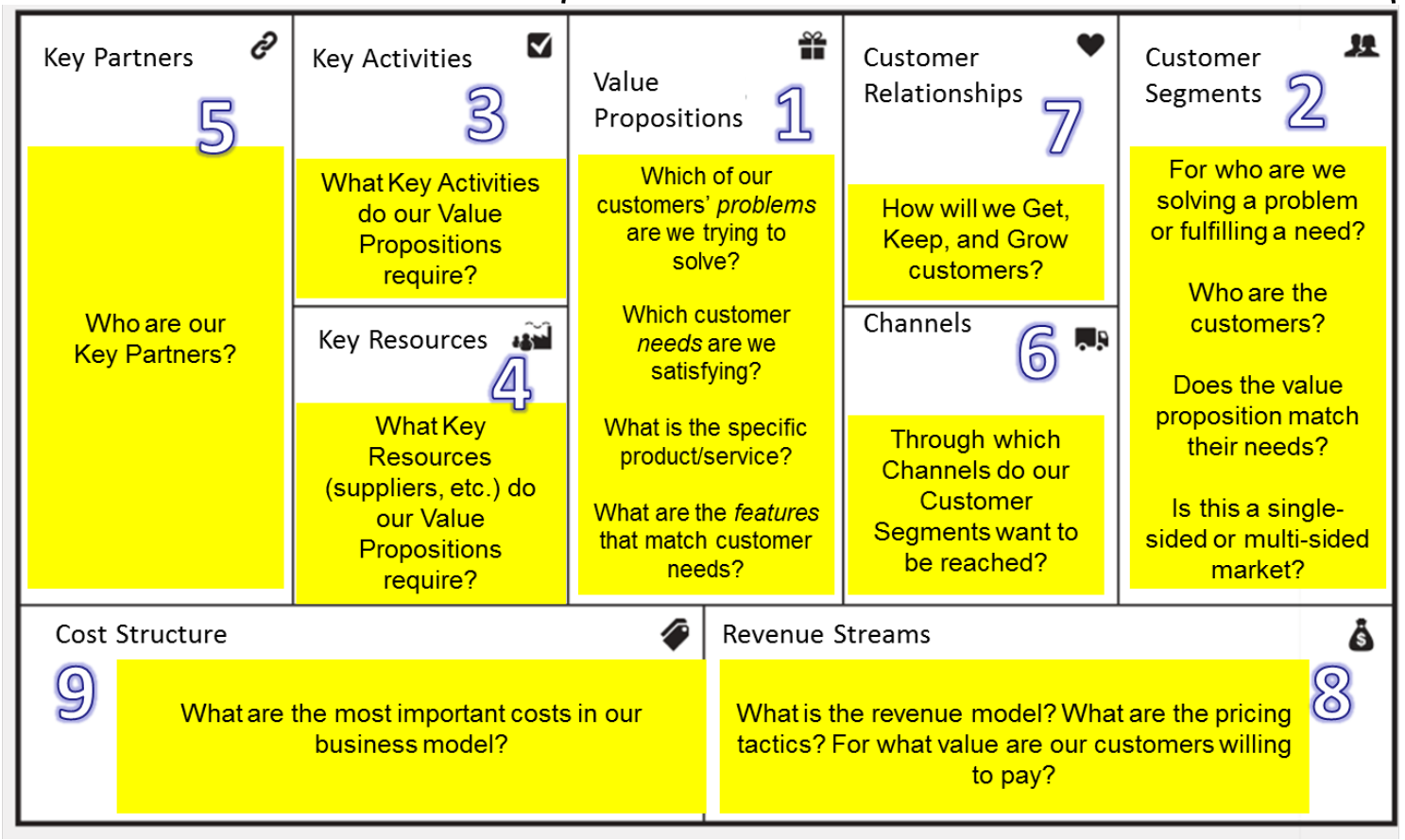
- Intensive ***Entrepreneurial Immersion*** course aimed at providing teams with skills and strategies to reduce commercialization risk

- Curriculum emphasizes ***Reaching out to Customers*** to test hypotheses about the need and market for the technology being developed.
- Each team is expected to conduct over 100 interviews over 8 weeks.

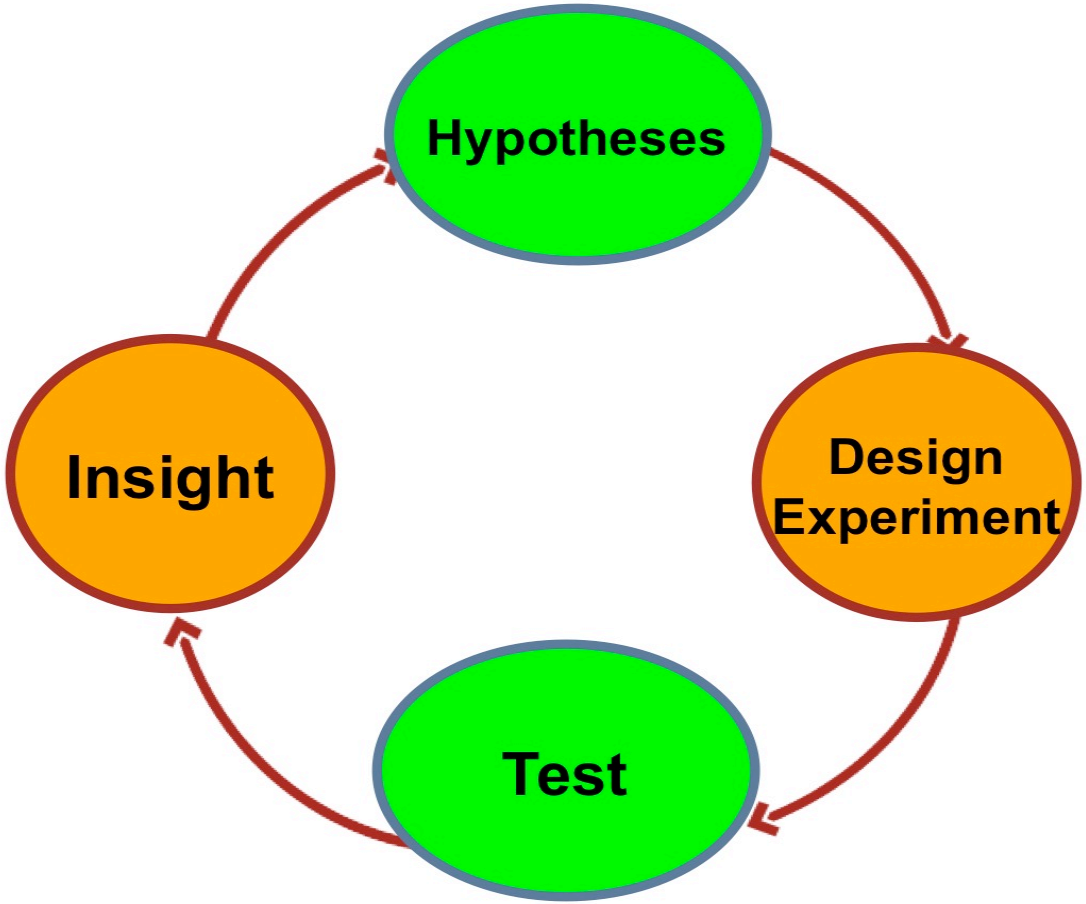
- Format is focused on ***Experiential Learning***

Business Model Canvas

“ Product-Market Fit ”



Hypotheses Testing and Insight…



I-Corps™ at NIH

SBIR/STTR Phase II grant applications have two components

1. The Research Strategy
2. The Commercialization Plan

- Phase II applicants often focus on #1
- The strongest Phase II applications focus on both

Important goal of I-Corps™ at NIH is to inform the Commercialization Plan

Focus on Learning

Customer development is NOT sales!

- Teams are not pitching their product or technology
- Teams are **listening** to potential customers and other stakeholders and **learning** about:
  - What customers want and need
  - Pain points in their customers' daily routines
  - Features of a technology that would provide value

I-Corps™ at NIH

3 cohorts to date

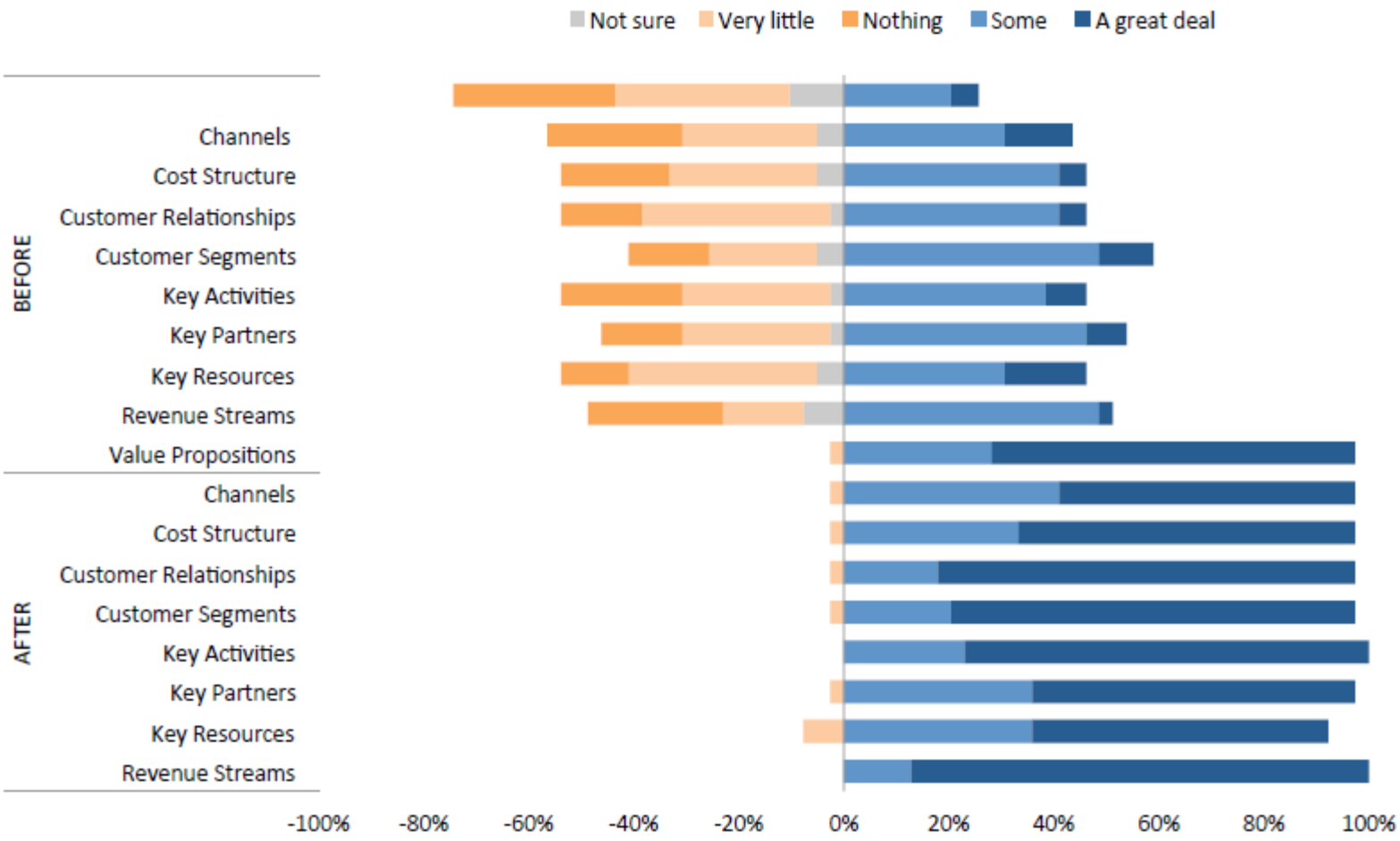
- 57 teams conducted 6,362 customer discovery interviews
- 90% found the program "very good" or "excellent"
- 90% would recommend I-Corps™ at NIH to other companies

"We clarified the value propositions, who our target customers would be, revenue streams, customer relationships…"

"After going through I-Corps we understand we have to focus on a small subset [of customers] and prioritize segments based on their value propositions."

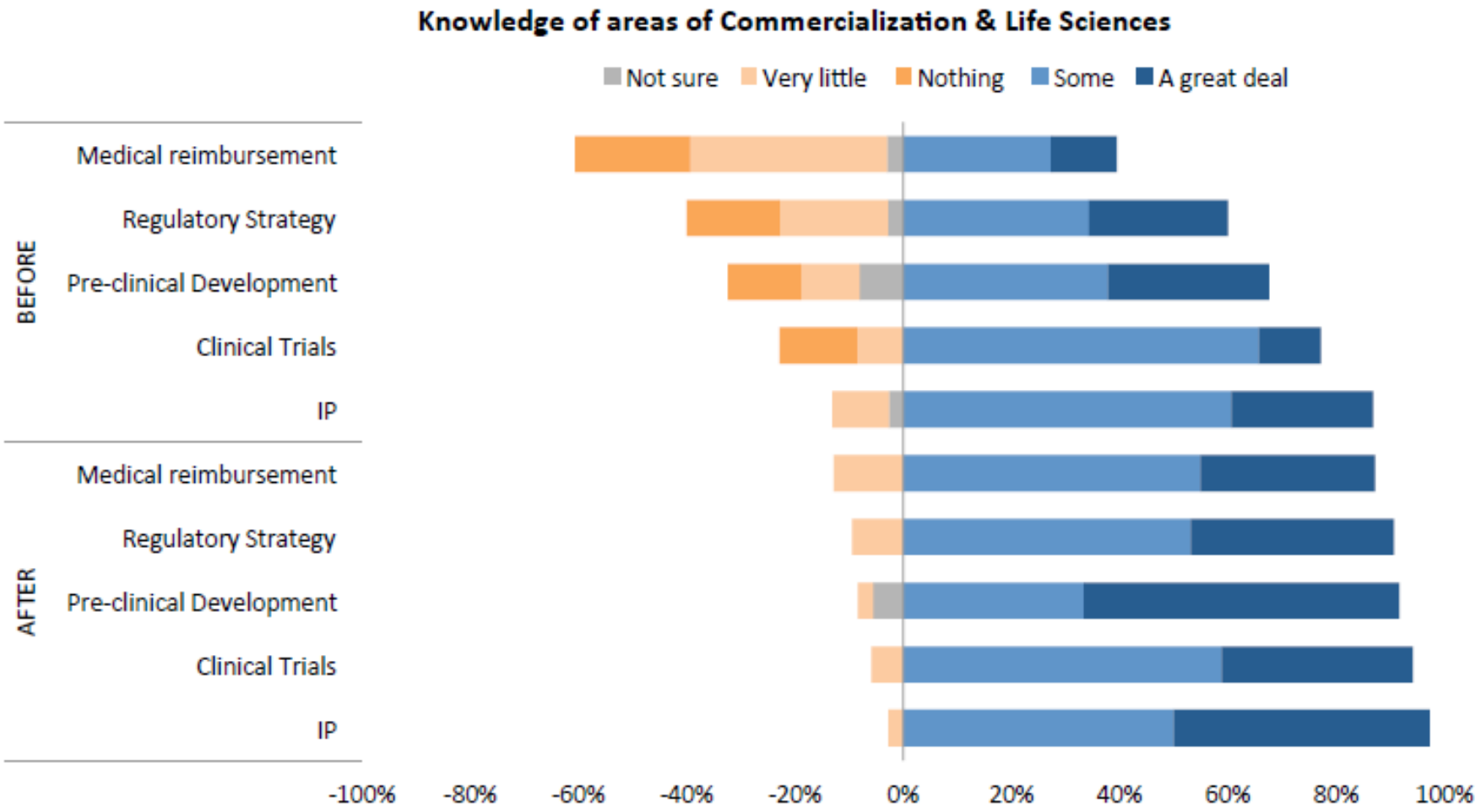
Business Model Canvas Knowledge

Spring 2016 Cohort



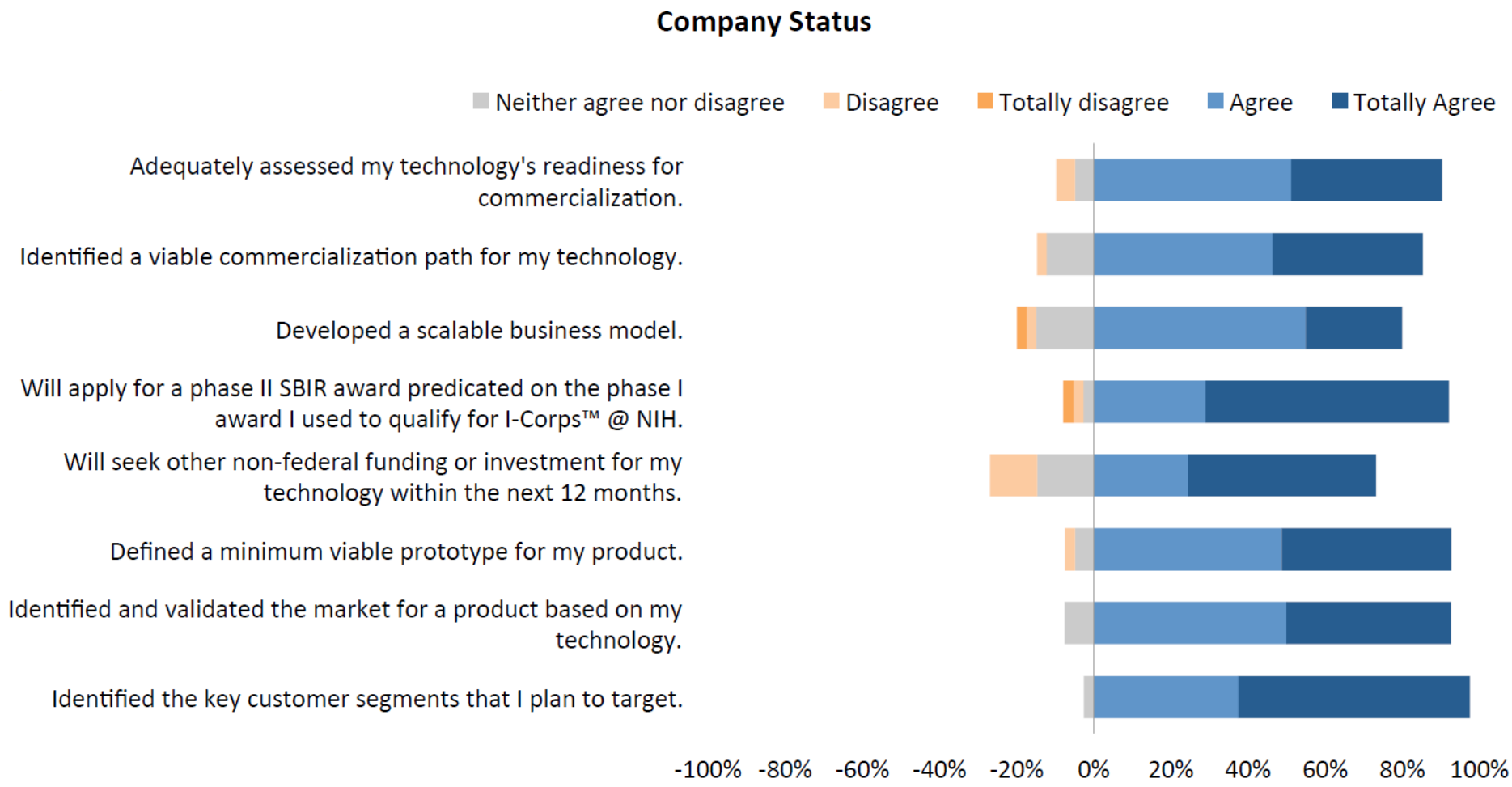
Life Science Commercialization Knowledge

Spring 2016 Cohort



Status of Technology and Future Plans

Spring 2016 Cohort



novoron

A new drug to restore function after spinal cord injury (SCI)

Learnings & Pivot

No one was interested in early-stage SCI drugs
…but they are interested in **Multiple Sclerosis**

Timeline

- December 2014 - Novoron graduates from I-Corps at NIH
- August 2014 - Phase 1 NIH grants received to develop SCI and stroke therapeutics
- November 2012 - Dr. Travis Stiles' discovery published in *Journal of Cell Science*

Novoron Bioscience Awarded NIH Grant to Evaluate New Treatments for Multiple Sclerosis (Dec 2015)

Negotiating **2** deals (including HubertBio in Korea)

Negotiating **2** strategic partnerships (with mutual NDAs)

Xconomy Recognizes Novoron as San Diego Life Science Startup to Watch in 2016 (Feb 2016)

SBIR & STTR

I-Corps™ at NIH

17 Participating ICs in 2017

- National Cancer Institute (NCI)
- National Center for Complementary and Integrative Health (NCCIH)
- National Heart, Lung, and Blood Institute (NHLBI)
- National Human Genome Research Institute (NHGRI)
- National Institute on Aging (NIA)
- National Institute on Alcohol Abuse and Alcoholism (NIAAA)
- National Institute of Allergy and Infectious Diseases (NIAID)
- Eunice Kennedy Shriver National Institute of Child Health and Human Development (NICHD)
- National Institute of Dental and Craniofacial Research (NIDCR)
- National Institute on Drug Abuse (NIDA)
- National Institute of Environmental Health Sciences (NIEHS)
- National Institute of Mental Health (NIMH)
- National Institute of Mental Health (NIMH)
- National Institute of Neurological Disorders and Stroke (NINDS)
- National Center for Advancing Translational Sciences (NCATS)
- National Center for Injury Prevention and Control (NCIPC/CDC)
- National Institute for Occupational Safety and Health (NIOSH/CDC)

SBIR & STTR

I-Corps™ at NIH

PA-14-616 I-Corps at NIH Administrative Supplement
$50,000 budget cap

Application Due Date	November 1, 2016	January 9, 2017
Phone Interview (estimated)	December 5-9, 2016	February 13-17, 2017
Notice of Award (estimated)	January 6, 2017	March 17, 2017
Kick-off/Close-out Venue	TBD	TBD
Course Kick-off	February 5-8, 2017	April 23-26, 2017
Web-Ex Courses	February 14	May 2
(1-5PM ET)	February 21	May 9
	February 28	May 16
	March 7	May 23
	March 14	May 30
	March 21	June 6
Course Close-out/ Lessons Learned	March 27-28, 2017	June 12-13, 2017
Cohort Size	24 teams	24 teams

http://grants.nih.gov/grants/guide/pa-files/PA-16-414.html

Edmund Pendleton

Lead Instructor, NIH & NSF I-Corps

Asst. Faculty Director, NSF I-Corps

Why *I-Corps*


I WANT YOU
FOR I CORPS
NSF Innovation Corps
NEAREST RECRUITING STATION

$7 *Billion*

"How can we increase the economic impact of the research dollars invested every year?"


LELAND STANFORD JUNIOR UNIVERSITY
DIE LUFT DER FREIHEIT WEHT
1891
CALIFORNIA REPUBLIC
NSF


LELAND STANFORD JUNIOR UNIVERSITY
DIE LUFT DER FREIHEIT WEHT
1891
CALIFORNIA REPUBLIC
NSF

Lean LaunchPad Course

Developed by

Entrepreneurs

Taught by

Entrepreneurs

Lean *Startup*

Steve Blank is a consulting associate professor at Stanford University and a lecturer and National Science Foundation principal investigator at the University of California at Berkeley and Columbia University. He has participated in eight high-tech start-ups as either a cofounder or an early employee.

Why the Lean Start-Up Changes Everything

by Steve Blank

by Harvard Business School's Shikhar Ghosh shows, 75% of all start-ups fail.

But recently an important countervailing force has emerged, one that can make the process of starting a company less risky. It's a methodology called the "lean start-up," and it favors experimentation over elaborate planning, customer feedback over intuition, and iterative design over traditional "big design up front" development. Although the methodology is just a few years old, its concepts—such as "minimum viable product" and "pivoting"—have quickly taken root in the start-up world, and business schools have already begun adapting their curricula to teach them.

The lean start-up movement hasn't gone totally mainstream, however, and we have yet to feel its full impact. In many ways it is roughly where the big data movement was five years ago—consisting mainly of a buzzword that's not yet widely understood, whose applications companies are just beginning to grasp. But as its practices spread, they're turning the conventional wisdom about entrepreneurship on its head. New ventures of all kinds are attempting to improve their chances of success by following its principles of failing fast and continually learning. And despite the methodology's name, in the long term some of its biggest payoffs may be gained by the *large* companies that embrace it.

In this article I'll offer a brief overview of lean start-up techniques and how they've evolved. Most important, I'll explain how, in combination with other business trends, they could ignite a new entrepreneurial economy.


The Economist
SPECIAL REPORT
TECH STARTUPS
January 18th 2014
A Cambrian moment

MIT Technology Review

VOL. 115 NO. 6 | $5.99 US

HAS QUANTUM COMPUTING FINALLY ARRIVED?
Upfront p24

HOW TOMORROW'S STARTUPS WILL BE FUNDED
Business Report p75

TECH TRANSFORMS MUSIC, ART, AND PROSE
Reviews p87

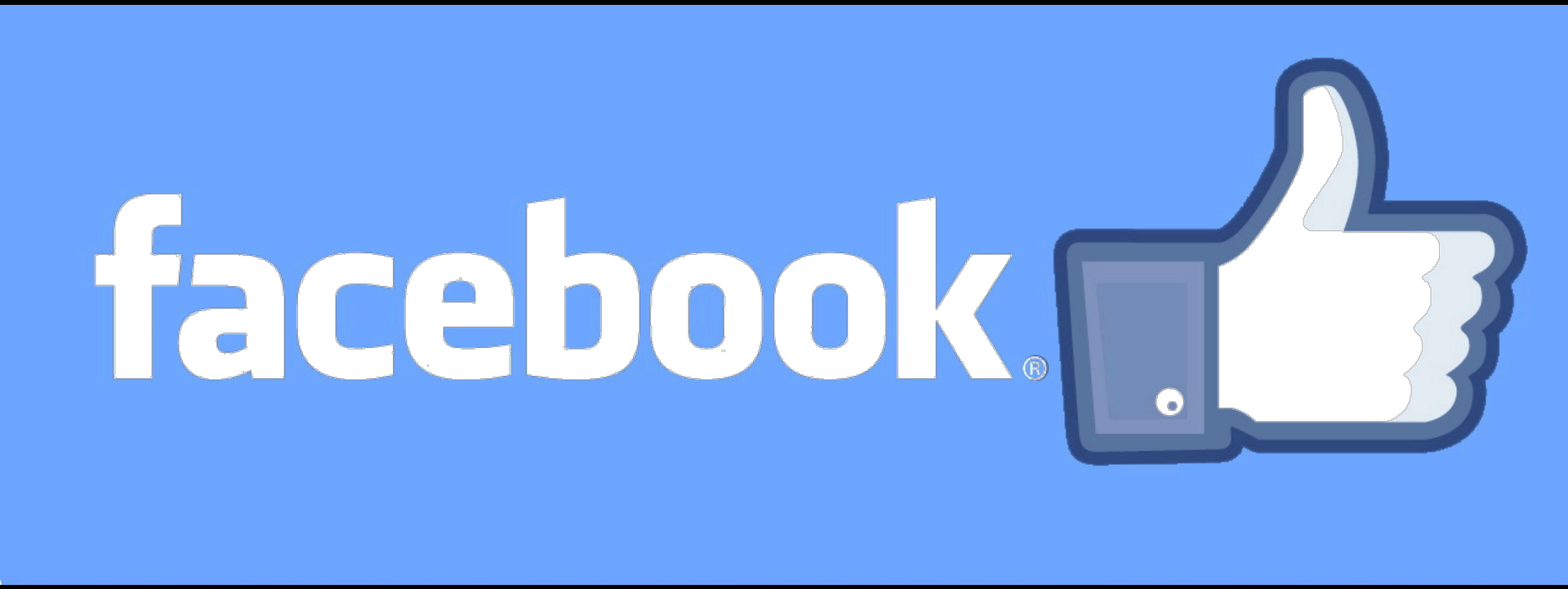
Buzz Aldrin, *Apollo 11* moonwalker, would like a word with you.

You Promised Me Mars Colonies. Instead, I Got Facebook.

We've stopped solving big problems.
Meet the technologists who refuse to give up. p26

You Promised Me Mars Colonies. Instead, I Got Facebook.


CREW 3


facebook

I-Corps first program to apply lean startup principles

to complex engineering, technology, and science based startups

Life *Sciences?*

$7 Billion

$7 Billion

$30 *Billion*

"How can we increase the economic impact of the research dollars invested every year?"

Just like NSF grantees,

Just like NSF grantees,
we believe there is a
better way to build
***life sciences startups*.**

NIH *I-Corps*

STEVE BLANK

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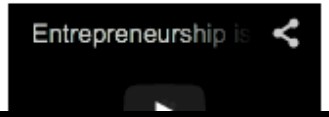
Entrepreneurship is a Calling



Reinventing Life Science Startups – Evidence-based Entrepreneurship

Posted on August 21, 2013 by steveblank

What if we could increase productivity and stave the capital flight by helping Life Sciences startups build their companies more efficiently?

We're going to test this hypothesis by teaching a Lean LaunchPad class for Life Sciences and Health Care (therapeutics, diagnostics, devices and digital health) this October at UCSF with a team of veteran venture capitalists.

Part 1 of this post described the issues in the drug discovery. Part 2 covered medical devices and digital health. This post describes what we're going to do about it. And why you ought to take this class.

When I wrote Four Steps to the Epiphany and the Startup Owners Manual, I believed that Life Sciences startups didn't need Customer Discovery. Heck how hard could it be? You invent a cure for cancer and then figure out where to put the bags of money. (In fact, for oncology, with a successful clinical trial, this is the case.)

contact: info@kandsranch.com

@sgblank

LinkedIn

In most cases, it's not just about *the execution of science.*

You need to reduce technology, regulatory, *and market/customer risk…*

...by using an approach

driven by customer* needs.

Why are *we here?*

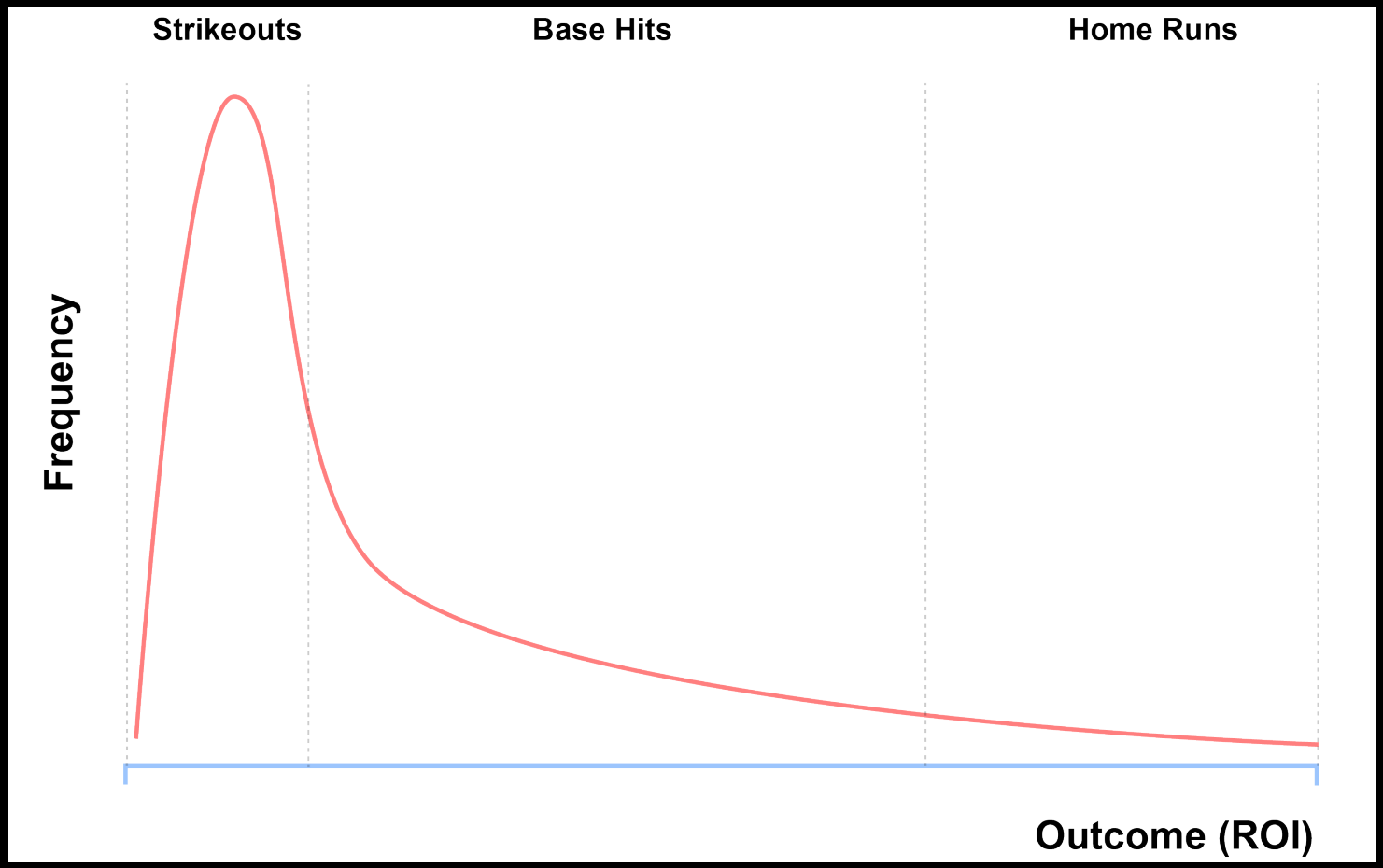
Our *Goal*

Improve *Odds*

Pick *Winners*

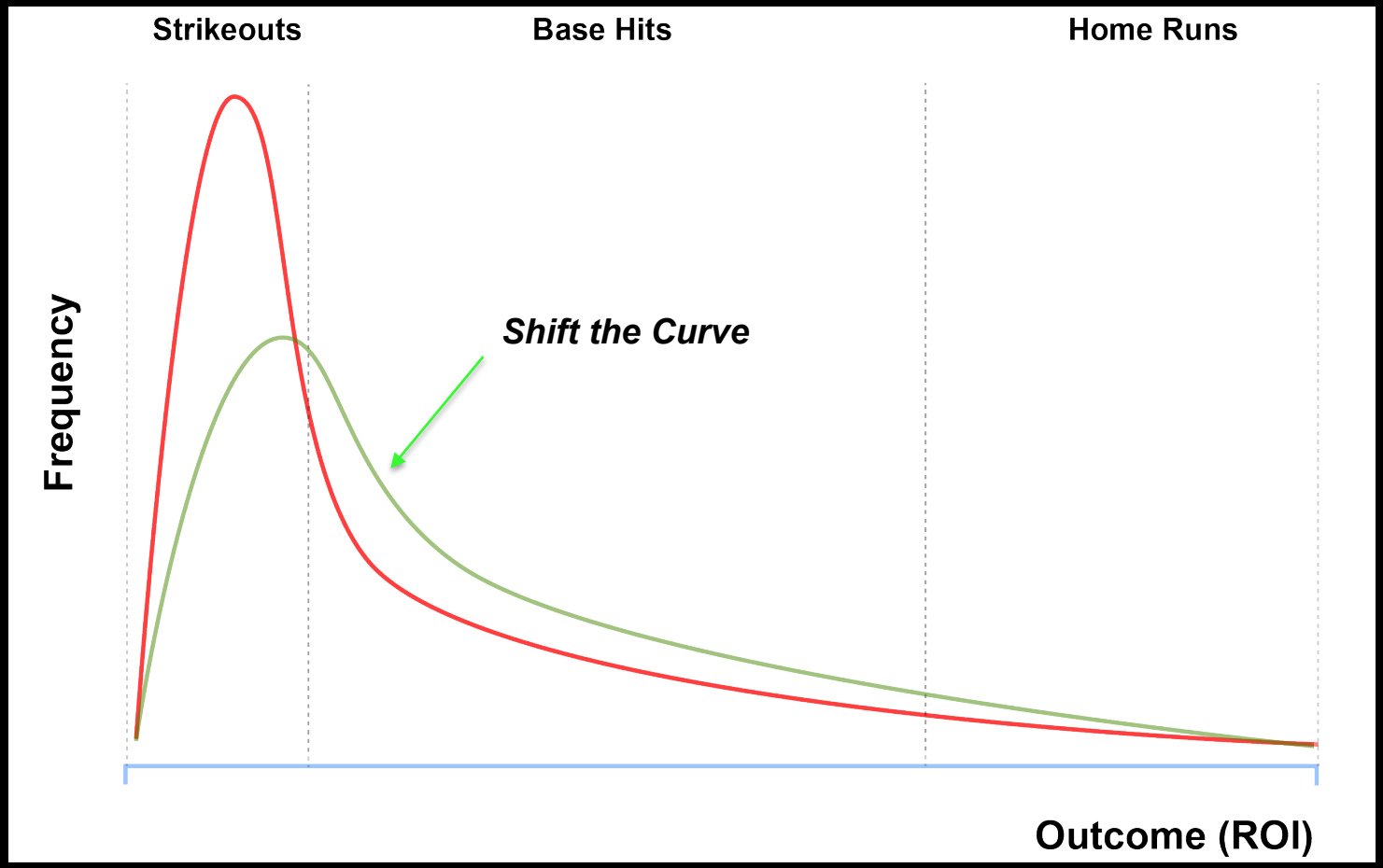
~~Pick *Winners*~~

Startup *Statistics*



PALO ALTO venture science

Create *More Winners*



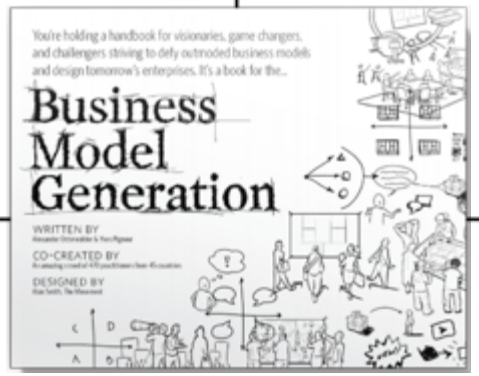
PALO ALTO venture science

How do we

build a startup?

Business Model *Canvas*

Key Partners	Key Activities	Value Propositions	Customer Relationships	Customer Segments
	Key Resources		Channels	
Cost Structure		Revenue Streams		



We use

Customer Development

to build Business Models

Search for...

Problem-Solution Fit

“Can you identify and validate a problem or need in the market that enough people care about?”

Search for...

Product-Market Fit

“Can you build and deliver a product / service that satisfies the customer problem or need?”

Search for...

Business Model Fit

“Can you build and validate a repeatable and scalable (profitable) business model?”

Search for *Business Model*

Get *out* of the building!

Validated facts versus

untested guesses…

Evidence comes from

Evidence comes from

Customer Discovery

Interviews

This is what *we call…*

This is what we call...

Evidence Based
Entrepreneurship

What will *you do?*

Jump *In*

8 *Weeks*

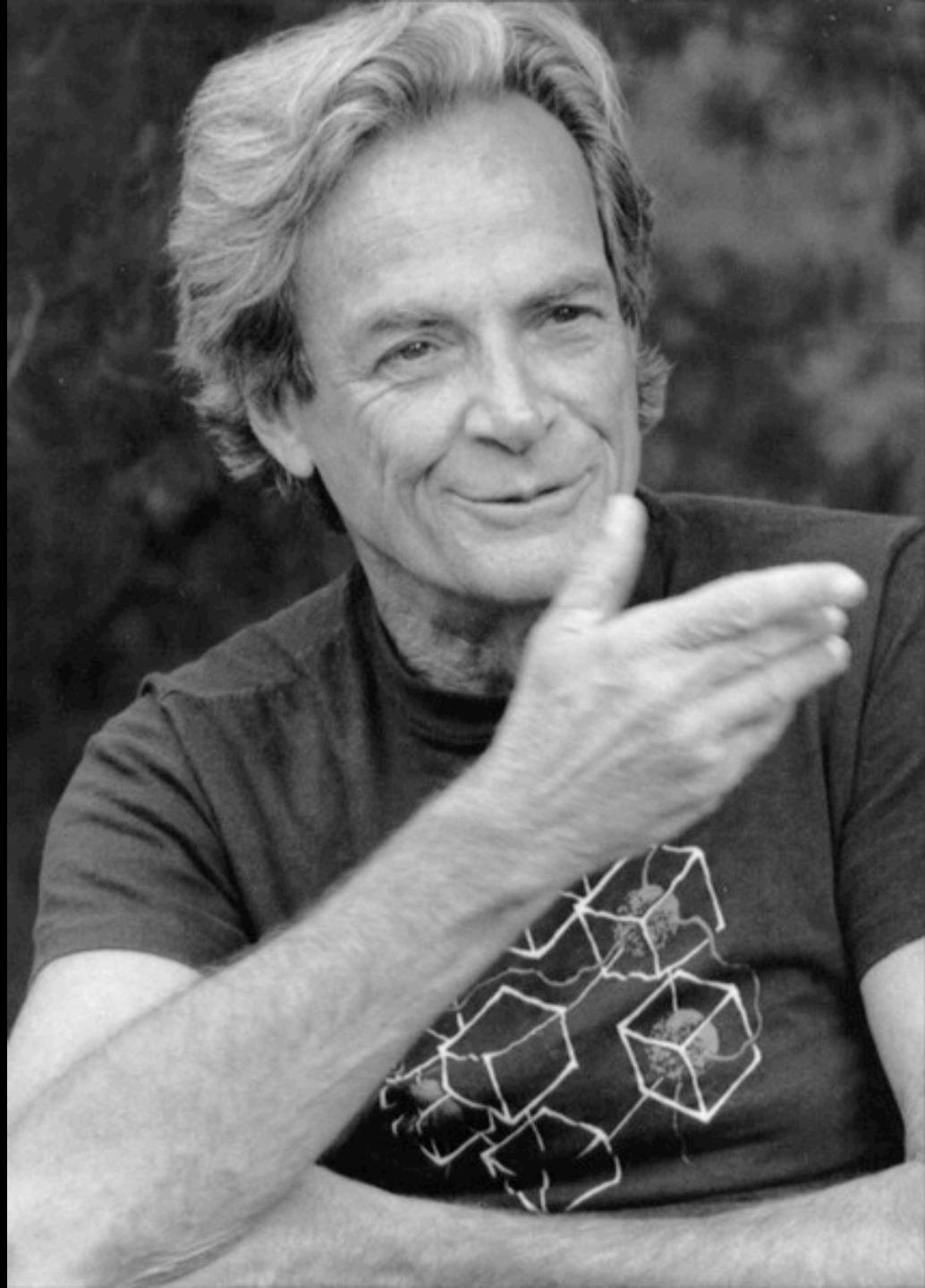
100 ***Interviews***

Gut *Feeling*

But *why?*

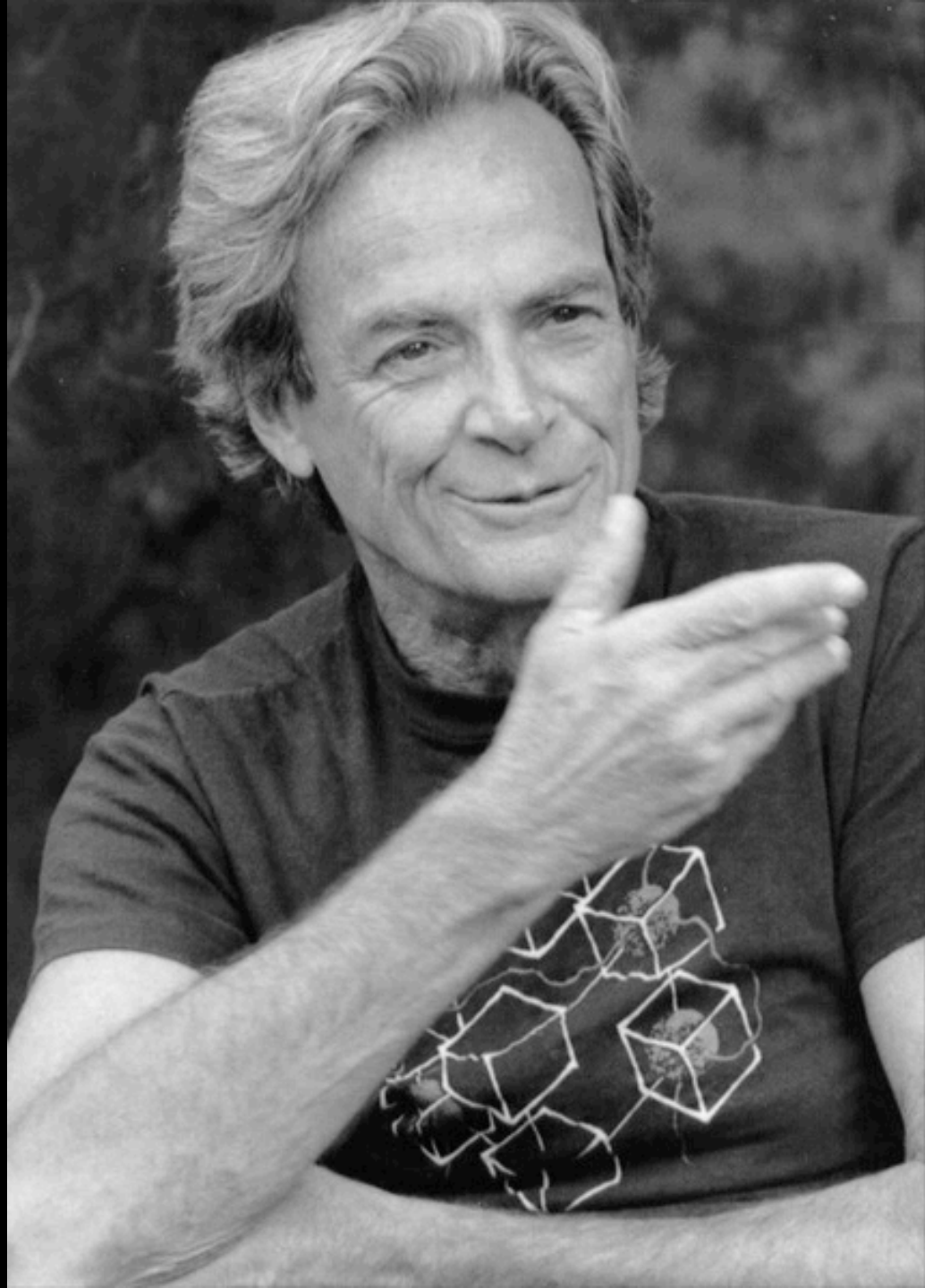
"The first principle is that you must not fool yourself

– Richard Feynman



"The first principle is that you must not fool yourself, ***and you are the*** ***easiest person to fool."***

– Richard Feynman



Everyone has *a plan…*

...until he gets *punched in the face.”*

TOP 10 STARTUP MISTAKES

100™ First Hits
www.100FirstHits.com

5. Not Having The Right Co-Founders 66 (7,9%)
6. Chasing Investors, Not Customers 45 (5,4%)
7. Not Making Sure You Have Enough Money 28 (3,3%)
8. Spending Too Much Money 18 (2,1%)
9. Failing To Ask For Help 12 (1,4%)
10. Ignoring Social Media 6 (0,7%)

Top *Three*


#1
Building something nobody wants
Score: 300
36% of Tot.
#2
Hiring Poorly
Score: 153
18% of Tot.
#3
Lack of Focus
Score: 112
13% of Tot.
Score: 98

Why is I-Corps especially valuable for *Life Sciences?*

There is A LOT to learn
in these markets.

Markets are often complex with *many stakeholders.*

Pathways to market are often *lengthy, costly, and complex.*

Startup risks are
generally very high.

NIH *I-Corps*

JAN BIOTECH, INC.
TEAM #46

Jennifer Nichols
CEO

Janet Huie
CSO/PI

Dennis Brown
Industry Expert

Our Dx determines the exact number of HIV virus particles in patients where virus is dormant.

With this tool, researchers can develop better drugs, AND doctors can decide when to stop therapy.

	In-person	Web call	Phone	Total
THIS WEEK	**1**	**0**	**2**	**3**
Total	53	9	41	**103**

THE TEAM

Ms. Jennifer A. Nichols, President & Co-Founder

- 10 years biotech startup experience
- Commercialization, Licensing
- Regulatory compliance, Patents

Dr. Janet L. Huie, PhD, CSO & Co-Founder

- PI for NIH, DoD, NOAA Grants & Contracts
- IRB Chair
- FDA validation

Mr. Dennis Brown, Industry Expert

- Software, Finance, Logistics
- CEO/President with $47M in sales
- Launch stage for latest venture


MS.KNOW-IT-ALL

INITIAL HYPOTHESIS

Here's what we thought:

Design: Testing bulk RNA

Price: Lowest price

Partner: Big Pharma

HARVARD UNIVERSITY

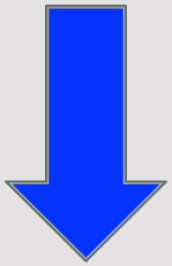
UCSF University of California San Francisco

Penn University of Pennsylvania

TECHNICAL DESIGN

Here's what we learned:

~~Testing bulk~~ RNA



New HIV RNA target site

Single cell analysis/ cell separation (FACS)

PRICING

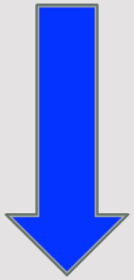
PRICING

PRICING

Here's what we learned:

Price:

~~Lowest price~~ 



Value pricing

ORIGINAL INVESTOR ROI

The Client expects to test 6 times a year, though 3 times a year is covered by insurance. Perhaps 3% of 1.2 million could receive 3 tests in year one, and you would expect $2,397,600 in revenues (3% x 4.44 x10^5 x **$60/test** x 3 tests per year). Market access increments are 3% 6%, 10%, 25% and 40%.

Year 1: 2.4 million dollars based on 40,000 units sold

Year 2: 4.8 million dollars based on 80,000 units sold

Year 3: 8.0 million dollars based on 133,200 units sold

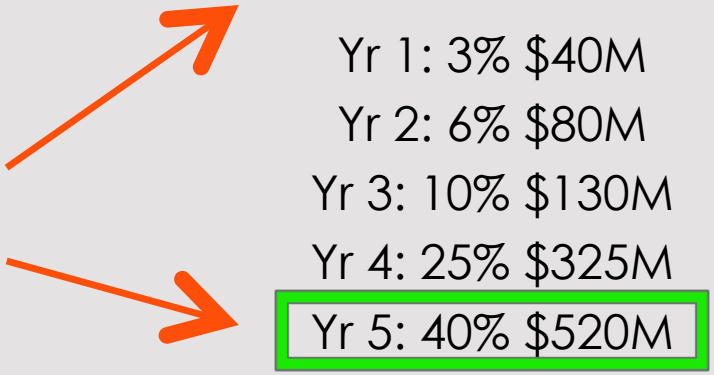
Year 4: 20 million dollars based on 333,000 units sold

Year 5: 32 million dollars based on 532,800 units sold

CURRENT INVESTOR ROI

***$3M to get to RUO (need preclinical data)**
***$125M to get to Clinical Dx**
For a return on a $50M investment we must exceed $500 mil in sales within 5-7yrs assuming the company is values at 5-10x sales (assuming they own 50% equity):

1.2M x 37% (HIV+ on ART) = 444,000 patients treated that need testing
3 tests per year = 1.32M tests/yr
x $1,000/test = $1.3B total market



Yr 1: 3% $40M
Yr 2: 6% $80M
Yr 3: 10% $130M
Yr 4: 25% $325M
Yr 5: 40% $520M

PARTNERS

Here's what we learned:

GILEAD

UNIVERSITY of ROCHESTER MEDICAL CENTER

UCSF

University of Californi
San Francisco

LESSONS LEARNED

Design: Then→ ~~Testing~~ bulk RNA

NOW → Single cell analysis (FACS) + new Target

Price: Then → ~~Lowest price~~

NOW → Value pricing

Partner: Then: ~~Big Pharma~~

NOW → UCSF and University of Rochester

DAY 1 BMC DAY 1
OUR ORIGINAL IDEA- WHAT WE THOUGHT

Key Partners

- University of Rochester
- Southern Research
- UCSF
- Cornell University
- UCSF Hospital Clinicians
- Gilead Sciences, Inc.
- Monogram Biosciences/Labcorp
- Johnson and Johnson

Key Activities

- We need to become
- Clinical validation

Value Propositic

- Improve specificity
- Provide accurate
- Quantification of the latent

Customer Relat

- By engaging in
- offering an assay that

Customer Segn

- Pharmaceutical Companies
- Diagnostic Companies
- Clinicians monitor
- FDA sponsored

Key Resources

- Regulatory consultant
- clinical trials consultant
- chemist for synthesis

Channels

- for sale via web
- for sale via cold call and
- Non-commercial
- corporate seller

Cost Structure

- Pre-clinical trials
- Probe synthesis
- Synthesis of dye components

Revenue Streams

- provide a sample assay to researchers to try in their labs.
- Provide the assay at a cost/experiment/kit for researchers to
- Licensing the technology to pharmaceutical companies

CURRENT BUSINESS MODEL CANVAS #8

jan BIOTECH

Key Partners

- Strategic Alliances: U. Rochester, U. ...
- NGO: Gates Foundation, amfAR
- Joint Bus. Devel: Gilead Sciences, Merck
- Suppliers: PNABio, Lean Chemical Co.
- Contract Lab: LabCorp, Quest

Key Activities

- Grant writing - bring funding in
- Preclinical testing
- presentations at HIV meetings

Key Resources

- Funding ...
- IP licensing
- Suppliers: ex. PNABio, Lean Chemical Co.

Value Propositions

- Detection in blood
- FACS separation of latent reservoir blood cells
- Sensitivity to 1-5 copies of RNA per 10^6 cells
- Detection in tissue
- Specificity - no false positives, no false ...

Customer Relations...

- Get - R&D collaborations/present ...
- Keep - Product updates, customer service
- Grow - Increase number of products related to

Channels

- Direct Selling - sales force
- IP licensing

Customer Segments

- Researchers at pharmaceutical ...
- Researchers in Academia
- Physicians/Clinicians monitoring patients on ...

Cost Structure

- R&D costs
- SG&A costs

Revenue Streams

- Direct sales
- IP licensing

NEXT STEPS

As a result of the I-Corps process:

Within the next 3 months

- Write an NIH/SBIR phase II
- Expand our current IP
- Enter into pre-clinical testing
- File for new IP

Partnerships

- U. Rochester (pre-clin samples)
- Southern Research (NHP Study, validation against QVOA)
- UCSF (RNA, proteomics study)
- Partner for rebound study

NON-NIH funding

- Maybe VC
- Maybe Angel

BUSINESS MODEL CANVAS #2

LaunchPad Central

Key Partners

- University of Rochester
- Southern Research
- UCSF
- Cornell University
- UCSF Hospital Clinicians
- Gilead Sciences, Inc.
- Monogram Biosciences/Labcorp
- Johnson and Johnson

Key Activities

- We need to become
- Clinical validation

Value Propositic

- Improve specificity and
- Provide accurate quantific ation
- Quantification of the latent

Customer Relat

- By engaging in
- offering an assay that

Customer Segn

- Pharmaceutical Companies engaged in
- Diagnostic Companies
- Clinicians monitor
- FDA sponsored programs

Key Resources

- Regulatory consultant
- clinical trials consultant
- chemist for synthesis

Channels

- for sale via web
- for sale via cold call and
- Non-commercial
- corporate seller

Cost Structure

- Pre-clinical trials
- Probe synthesis
- Synthesis of dye components

Revenue Streams

- provide a sample assay to researchers to try in their labs.
- Provide the assay at a cost/experiment/kit for researchers to
- Licensing the technology to pharmaceutical companies

BUSINESS MODEL CANVAS #3

jan BIOTECH

Value Propositions

- Improve specificity and sensitivity
- Direct detection of RNA
- Offer accurate testing on tissue
- Detection of blood samples

Customer Segments

- Pharmaceutical companies …
- Diagnostic companies …
- Clinicians who monitor latent HIV
- Govt. sponsored programs …
- Non-profit organization's …

CURRENT BUSINESS MODEL CANVAS #4

Week 2

Business Model Canvas

+Add New

Your hypothesis update succeeded.

Key Partners

- UCSF
- UR CFAR
- Southern Research Institute
- ACTG
- Cornell University
- UCSF Hospital Clinicians
- Gilead Sciences, Inc.
- Monogram/LabCorp

Key Activities

- We need to become experts at knowing what the
- Clinical validation

Key Resources

- Regulatory consultant
- clinical trials consultant
- chemist for synthesis

Value Propositions

- Detection of blood samples
- FACS separation of latent reservoir blood cells
- Sensitivity to 1-5 copies of RNA per 10^6 cells
- Specificity - no false positives, no false negatives
- Direct detection of RNA
- Offer accurate testing on tissue
- Improve specificity and sensitivity

Customer Relations...

- use with FACS for LR blood cell collection
- Company/Univ vaccine/drug/etc ...
- faster time to result

Channels

- for sale via web
- for sale via cold call and sampling
- Non-commercial distribution to researchers

Customer Segments

- HIV latent reservoir (LR) researchers
- Pharmaceutical companies developing ...
- Diagnostic companies distributing diagnostics ...
- Clinicians who monitor latent HIV reservoir in ...
- Govt. sponsored programs supporting HIV cure ...
- Non-profit organization's engaged in HIV cure ...

Cost Structure

- Pre-clinical trials
- Probe synthesis
- Synthesis of dye components

Revenue Streams

- provide a sample assay to researchers to try in their labs.
- Provide the assay at a cost/experiment/kit for researchers to use in validating their experiments and include us on manuscripts
- Licensing the technology to pharmaceutical companies

CURRENT BUSINESS MODEL CANVAS #5

Key Partners

- UR CFAR
- Southern Research Institute
- UCSF
- ACTG/ACTU
- Cornell University
- Gilead Sciences, Inc.
- Monogram/LabCorp

Key Activities

- Preclinical testing
- Clinical validation
- R&D for FACS latent blood cell separation
- R&D for tissue application
- Customer exploration

Key Resources

- Regulatory consultant
- Clinical trials consultant
- IP licensing professional
- Sales force
- R&D laboratory facilities
- Manufacturing facilities
- Biosafety level 2 facilities

Customer Relation...

- use with FACS for LR blood cell collection
- No liquids
- detection of LR cells in tissue
- Company/Univ vaccine/drug/etc ...
- faster time to result

Customer Segments

- HIV latent reservoir (LR) researchers
- Pharmaceutical companies developing ...
- Diagnostic companies distributing diagnostics ...
- Clinicians who monitor latent HIV reservoir in ...
- Govt. sponsored programs supporting HIV cure ...
- Non-profit organizations engaged in HIV cure ...

Channels

- Distributers
- Sales Force
- IP licensing
- Companion Diagnostic

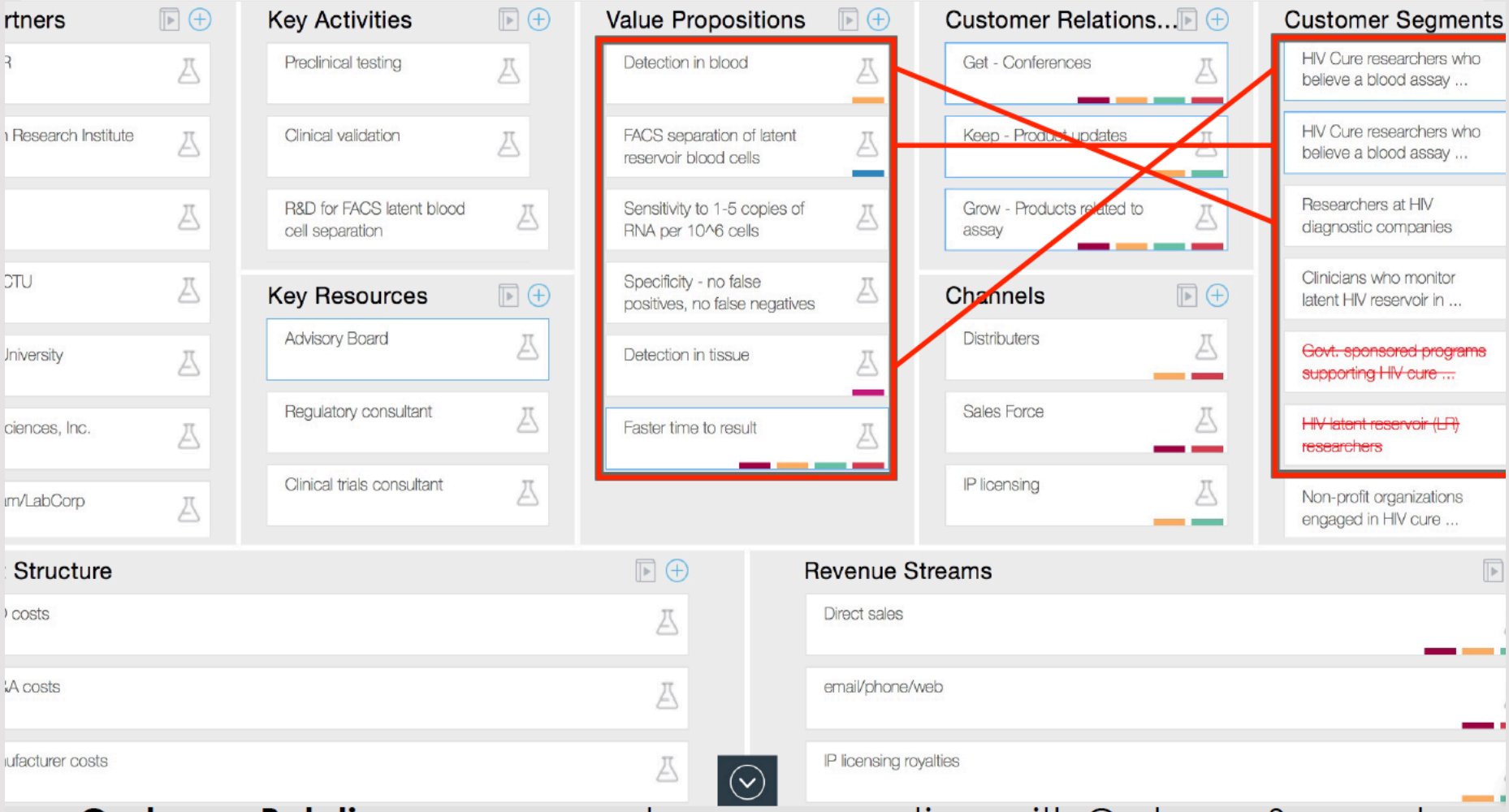
Cost Structure

- R&D costs
- SG&A costs
- Manufacturer costs
- Direct sales costs
- IP licensing costs

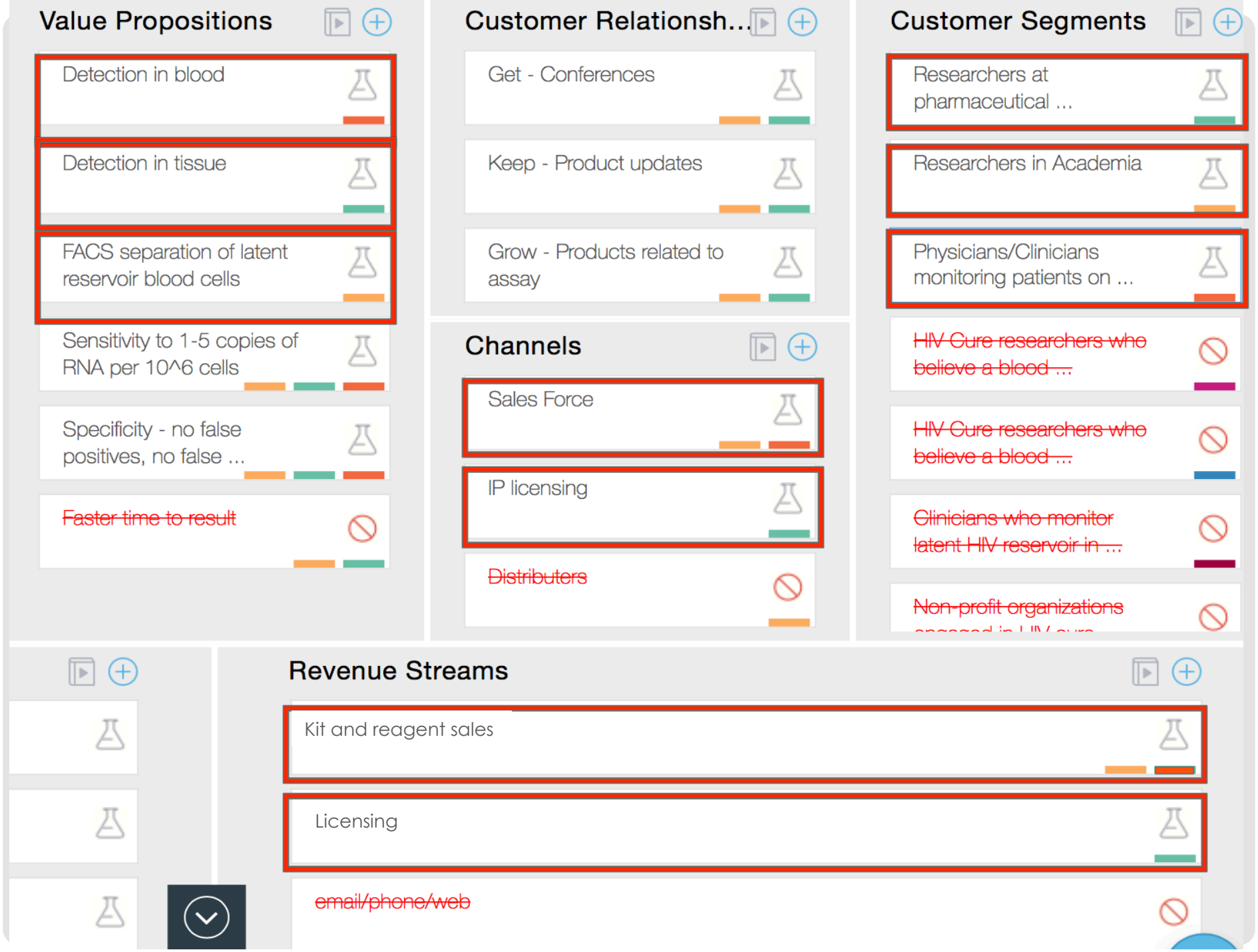
Revenue Streams

- Direct sales - research, preclinical and clinical testing
- Direct sales - clinical applications
- IP licensing royalties

CURRENT BUSINESS MODEL CANVAS #6



Customer Relations – more one-to-one connections with Customer Segments


Value Propositions
Detection in blood
Detection in tissue
FACS separation of latent reservoir blood cells
Sensitivity to 1-5 copies of RNA per 10^6 cells
Specificity - no false positives, no false ...
~~Faster time to result~~
Customer Relationsh...
Get - Conferences
Keep - Product updates
Grow - Products related to assay
Channels
Sales Force
IP licensing
~~Distributers~~
Customer Segments
Researchers at pharmaceutical ...
Researchers in Academia
Physicians/Clinicians monitoring patients on ...
~~HIV Cure researchers who believe a blood ...~~
~~HIV Cure researchers who believe a blood ...~~
~~Clinicians who monitor latent HIV reservoir in ...~~
~~Non-profit organizations~~
Revenue Streams
Kit and reagent sales
Licensing
~~email/phone/web~~

CURRENT BUSINESS MODEL CANVAS #8

Key Partners

- Suppliers: PNABIO, Lean Chemical co.
- Strategic alliance: URoch, UCSF, SRI, Rush
- Joint Bus. Dev.: Gilead Merck
- Contract lab: LabCorp, Quest
- NGO: WHO, Gates, amfAR
- ~~Cornell University~~

Key Activities

- Preclinical testing
- Clinical validation
- R&D for FACS latent blood cell separation

Key Resources

- FDA Approval
- Clinical trials consultant
- Regulatory consultant

Value Propositions

- Detection in blood
- Detection in tissue
- FACS separation of latent reservoir blood cells
- Sensitivity to 1-5 copies of RNA per 10^6 cells
- Specificity - no false positives, no false ...

Customer Relations...

- Get - published peer reviewed journals/R&D
- Keep - Product updates, customer service
- Grow - Increase number of products related to

Channels

- Sales Force
- IP licensing

Customer Segments

- Researchers at pharmaceutical ...
- Researchers in Academia
- Physicians/Clinicians monitoring patients on ...

Cost Structure

- R&D costs
- SG&A costs
- Manufacturer costs

Revenue Streams

- IP licensing
- Direct sales

CURRENT BUSINESS MODEL CANVAS #9

LaunchPad Central

Key Partners

- Suppliers: ex. PNABio, Lean Chemical co.
- Strategic Alliances: U of R, U.Pitt, UCSF, Southern Research
- Joint Bus.: Gilead, Merk
- Contract Lab: LabCorp, Quest
- NGO: Gates Foundation, amfAR, WHO

Key Activities

- Grant writing
- KOL
- Preclinical testing
- Clinical validation
- FDA approval

Key Resources

- Clinical trials consultant
- Regulatory consultant
- IP
- Suppliers: ex. PNABio, Lean Chemical co.
- Advisory Board

SBIR & STTR

I-Corps™ at NIH

Q&A

sbir.cancer.gov/icorps

Submit your questions through the Q&A chat box