

I-Corps™ at NIH



IS YOUR INVENTION ENOUGH TO **TURN IP INTO AN IPO?**

In line with the President's new Strategy for American Innovation, NIH is offering I-Corps at NIH entrepreneurial training program to support NIH/CDC SBIR/STTR funded companies to accelerate the translation of innovations from the lab to clinical practice. Based on the highly successful NSF I-Corps™ program, the I-Corps™ at NIH curriculum is designed to provide companies with real-world, hands-on training, facilitated by domain experts from the biotech sector, to overcome key obstacles along the path of innovation and commercialization.

Curriculum

- Introduces the concept of a “Business Model Canvas,” which provides the framework for pursuing a hypothesis-driven validation approach to “Customer Discovery”
- Focused on Experiential Learning
- Taught by experienced, business-savvy instructors who work closely with project teams to help them explore potential markets for their Federally funded innovations
- Instructors teaching this pilot program are selected based on their specific domain expertise in the major product areas that comprise the biomedical industry
- Beginning with a 3-day “Entrepreneurial Immersion” course
- Followed by an 8-week (estimated) online instruction
- Closes with a 2-day report-out session

Key Dates for Summer 2016 Cohort

- Application due: **March 21, 2016**
- 8-Week Course (est.): June 19 – August 9, 2016

Funding Opportunity Announcement (FOA) Number:

PA-16-019

Who's Eligible?

Current SBIR/STTR Phase I grantees from the following 14 NIH/CDC Institutes and Centers are eligible to participate:

- National Cancer Institute (NCI)
- National Heart, Lung, and Blood Institute (NHLBI)
- National Institute on Aging (NIA)
- National Institute on Alcohol Abuse and Alcoholism (NIAAA)
- National Institute of Allergy and Infectious Diseases (NIAID)
- National Institute of Dental and Craniofacial Research (NIDCR)
- National Institute on Drug Abuse (NIDA)
- National Institute of Environmental Health Sciences (NIEHS)
- National Institute of General Medical Sciences (NIGMS)
- 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)

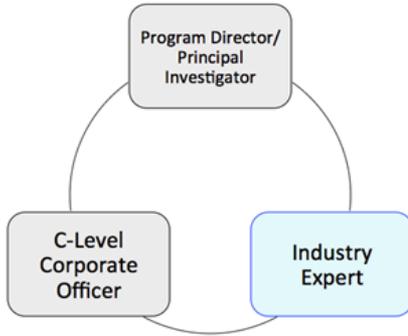
To be eligible, the predicate Phase I grant **must** have project and budget timelines that extend through August 9, 2016.

TRANSFORMING SCIENTISTS INTO ENTREPRENEURS

What does it take?

Three-Member Team Requirement

Eligible SBIR/STTR grantees are required to assemble 3-member teams that will work collaboratively to complete the activities and assignments required by the I-Corps™ curriculum:



C-Level Corporate Officer:

A high-level company executive with decision-making authority

Program Director/Principal Investigator (PD/PI):

The assigned PD/PI on the Phase I award

Industry Expert:

An individual with a prior business development background in the target industry

I-Corps™ at NIH FOA

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Award

The selected project teams will receive grant supplement funding (\$55,000) to support entrepreneurial training, mentorship, and collaboration opportunities that will assist them in translating their research ideas into viable products.

Benefits for I-Corps™ Industry Experts

- Learning first-hand the pioneering Lean LaunchPad methodologies
- Be exposed to exciting and commercially promising innovations at an early stage
- Expanded professional network
- Prestige earned by being associated with one of our country's leading innovation programs
- Making an impact to help foster the next generation of biomedical start-ups that will in turn benefit the society

What people are saying

Lessons learned in the class helped us *shape the commercialization plan* [for Ph II].

Lessons learned helped us *refine and improve our presentations and investor pitches.*

We believe that participating in I-Corps *raised our visibility, credibility, and ability to communicate* with relevant future stakeholders and entities.

The *contacts created through our many I-Corps interviews are highly valuable* and we hope that ongoing discussion will lead to strategic partnerships.

I-Corps has also *led to funding for basic research* on the university side as well as *commercialization funding* on the company side

I-Corps directly led us to receiving a *new post-I-Corps SBIR PhI award* and to new PhI and II applications.

I-Corps training has helped us with *Strategic Partnerships*