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

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.

Funding Opportunity Announcement (FOA) Number:
PA-16-019

http://sbir.cancer.gov/icorps

TRANSFORMING SCIENTISTS INTO ENTREPRENEURS

#I CorpsNIH
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:

- Program Director/Principal Investigator
- C-Level Corporate Officer
- Industry Expert

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

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 PhII award and to new PhI and II applications.

I-Corps training has helped us with Strategic Partnerships.

I-Corps™ at NIH FOA
PA-16-019