

NCI SBIR INVESTOR INITIATIVES

2019-2020

Application Guide for NCI Investor Initiatives

This document provides additional information about the NCI SBIR's Investor Initiatives and specific guidelines for completing the application form to participate in such activities.

Overview

The National Cancer Institute (NCI) Small Business Innovation Research (SBIR) Development Center is interested in connecting SBIR- and STTR-funded companies with potential investors and strategic partners to continue the research and commercialization efforts initially funded by NCI. To help facilitate the connection, NCI SBIR have come up with different strategies to provide companies with a platform to present their technologies to interested third-party investors. NCI SBIR conducted NCI-specific investor forums from 2009 to 2014. Since 2015, NCI SBIR has been organizing Investor Initiatives to connect companies with targeted investors and strategic partners on a regular basis throughout the year. The NCI SBIR Investor Initiatives program provides selected SBIR companies with resources to present at national/international showcases where they can explore partnering opportunities. This is the fourth year that the NCI is following the new model to support the Investor Initiatives program. Participation in the Investor Initiatives will be determined on a competitive basis as determined using an annual application process. **This application is intended to be used for all of NCI's Investor Initiatives starting in late summer 2019 through spring 2020.** Based on external reviewer feedback of submitted applications, selected companies will receive NCI support to present at **one** industry hosted investor showcase. In the last three years, more than 85 NCI SBIR-funded companies were selected to present at various conferences such as BIO, PMWC, ADVAMED, RESI, BioTech Showcase, Life Science Summit and BioNetwork.

What are Investor Initiatives?

NCI SBIR has been working on several ways to get companies connected with investors. These include:

- Selecting NCI SBIR/STTR awardees (based on reviewer feedback of submitted applications) to present at dedicated NIH/NCI funded tracks at existing industry showcases. Selection for a showcase will result in the NCI paying the showcase's registration/presentation fees on the SBIR/STTR awardee's behalf (the selected awardee will be responsible for any travel costs). Showcases in which the NCI SBIR program has participated in the past or is considering in the future include but are not limited to:
 - [Angel Capital Association Annual Meeting](#)
 - [AdvaMed Annual Meeting](#)
 - [BIO Annual Meeting](#)
 - [BIO Investor Forum](#)
 - [Bionetwork East](#)
 - [Bionetwork West](#)
 - [Redefining Early Stage Investments \(RESI Conference\)](#)
 - [Life Sciences Summit](#)
 - [Precision Medicine World Conference](#)

- [BioTech Showcase](#)
- Implementing a dedicated review process for these applications in which a panel of over 50 external investors will review the applications and make recommendations based on the likelihood of each applicant attracting industry interest over the next 12 months. The review panel includes business development professionals that represent major big pharma, diagnostic, biotech, device companies, venture capital firms and other investors. This review process enables the initiative's applicants to get their application read by potential investors and may result in introductions to investors that were interested in a specific applicant and would like to connect with the company directly.
- In addition to the industry sponsored showcases, companies could be showcased to a select group of local investors. As an example, 10 companies were showcased to a select group of investors hosted by J&J Innovation Center in Boston in September 2016.
- Sharing information about NCI-funded portfolio companies with interested investors and strategic partners based on technology interest, company stage, and scientific progress, and connecting companies one-on-one with investors based on investor interest.

Eligibility

All small businesses who have received a Phase I NCI SBIR/STTR award in 2017 or later or received a Phase II NCI SBIR/STTR award in 2015 or later are eligible to apply. Please note that each company can submit **only one** application form. If your company has received multiple awards, select the project/product with the greatest commercial potential for an investor event. Companies in all developmental stages are welcome to apply.

Receipt Date

Applications must be submitted via e-mail to NCIsbirEvents@mail.nih.gov no later than **February 22, 2019**. Please e-mail completed applications in either Microsoft Word or PDF format to NCIsbirEvents@mail.nih.gov.

Application Review

All applications will be reviewed for technical and commercialization content by an independent panel of experts, including investors and strategic partners from the life science industry. The review committee will score applications on the following review criteria:

1. Market opportunity
2. Potential impact on cancer patients
3. Stage of technology development
4. Technology's competitive advantage
5. Company's management team
6. Company's strengths, including IP portfolio, key strategic partnerships, and proprietary technologies or skills.
7. Fundraising potential

The review team will also suggest potential venues/conferences which would be appropriate for the company to consider presenting.

Why should you apply?

- Our review team includes about 50-60 VCs/strategic partners. Your application will be reviewed by qualified people in your technology area including some of industry's top

venture capitalists and strategic partners that may be looking for deal flow. Past reviewers have included representatives from GE Capital, BD Biosciences, Johnson & Johnson, and Pfizer.

- We will provide detailed feedback based on investor review and discussion for your application, giving you a chance to learn how investors and strategic partners are viewing your technology.
- NCI SBIR will use the external review to identify and recommend companies for all of NCI's investor initiatives in 2019 including industry-specific showcases such as BIO or PMWC depending on technology area and product's developmental stage.
- You could receive financial assistance for presenting at investor forums.
- The applications brief SBIR program staff on the key parts of your technology in a way that allows us to share your company's progress and stage with external investors that we network with at many events.

Application Guidelines

- ✓ Please type in your responses to each question immediately below the space provided.
- ✓ Response to all questions is mandatory. If there is nothing to report for any particular question, please state that clearly.
- ✓ You may include images, charts, or graphs in **one** additional PDF page as an optional Appendix. Remember that you are limited to one NCI SBIR-funded project/product per company.
- ✓ Applicants who were selected for Investor Initiatives in 2018 and wish to apply again should use the same additional one-page to specify the reason for re-applying including details regarding additional progress since the previous investor initiative selection.
- ✓ Please note that your application will be reviewed by an external panel of industry personnel and investment professionals. Only provide non-confidential data that can be shared with investors.

NCI SBIR Development Center Points of Contact:

Brittany Connors

brittany.connors@nih.gov

Deepa Narayanan

Phone: 240.276.5229

narayanand@mail.nih.gov

Ashim Subedee

Phone: 240.276.7601

ashim.subedee@nih.gov