

NCI SBIR INVESTOR INITIATIVES

2016

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's SBIR Development Center is interested in connecting SBIR funded companies with potential investors and strategic partners to continue the research and commercialization initially funded by NCI. With this in mind, NCI has conducted 4 investor forums over the past 6 years to provide our companies with a platform to present their technologies to interested third party investors. Going forward, the NCI plans to support partnering opportunities by providing selected SBIR companies with resources to present at national/international investor showcases. As part of this new program, the NCI SBIR team is piloting a set of investor initiatives to connect companies with targeted investors on a regular basis (multiple events each year). Participation in these events 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 2016 through spring 2017.** Based on external reviewer feedback of submitted applications, selected companies will be provided NCI support to present at up to one industry hosted investor showcase (such as BIO, ADVAMED, RESI , Angel Capital Association etc.) per year.

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. 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 2017 Annual Meeting](#)
 - [AdvaMed Annual Meeting](#)
 - [BIO 2017 Annual Meeting](#)
 - [BIO Investor Forum](#)
 - [Bionetwork East, 2017](#)
 - [Bionetwork West](#)
 - [Redefining Early Stage Investments \(RESI Conference\), Boston](#)
- Having Investor Initiative Applications reviewed by external investors that represent major big pharma, diagnostic, biotech, device companies, venture capital firms and other investors, and making introductions upon request by reviewers who were intrigued by specific applicants.
- Working with regional groups to showcase NCI funded companies to local investors and partners. As an example, [Southeast Investor & Venture Philanthropy Oncology Summit 2015](#) was held in collaboration with the North Carolina Biotech Center in May 2015 to showcase NCI SBIR awardees from the southeast region.

- 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.
- Providing funding assistance to companies to travel and present at industry specific forums.

Eligibility

All small businesses who have received a Phase I NCI SBIR/STTR award in 2014 or later or received a Phase II NCI SBIR/STTR award in 2012 or later are eligible to apply. Please note that each company can submit **only one** application form. If your company has received multiple awards, the company should 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](mailto:NCISbirEvents@mail.nih.gov) must be submitted via e-mail to NCISbirEvents@mail.nih.gov no later than **February 10th, 2016**.

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 participation 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 2016 including industry -specific showcases such as BIO or ADVAMED depending on technology area and product's developmental stage.
- Possible 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.
- ✓ 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.

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