NIH SBIR/STTR Commercialization Accelerator Program (NIH CAP) November 2017

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Technical Assistance Programs
Helping companies cross the “Valley of Death”

Phase I  Phase II  Phase IIB  Phase III

Niche Assessment Program
Commercialization Accelerator Program (NIH CAP)
Small Businesses Need:

- **Investment** - Cash Flow “Valley of Death”
- **Market Validation** - who will buy your product or pay for your service?
- **Defined Customers** - Is your technology a “needed” solution to a defined problem?
- **Plan to penetrate well-established/crowded markets** - Who is your competition versus strategic partner?
- **Intellectual Property Protection** - your “worth”

Technical Assistance Programs

- **Commercialization Accelerator Program (NIH CAP):**
  - Since 2004: NIH has funded and oversees the NIH CAP
    - Contracted and partnered with Larta from inception of the program
      - **Larta, Inc.**
      - 1149 S. Hill St., Suite 900
      - Los Angeles, CA  90015
    - Advisory: market-based services to deliver customized business assistance to Phase II grantees across all areas of NIH’s SBIR/STTR program, including Healthcare IT (added in 2008)
    - Program name changed to **Commercialization Accelerator Program** in 2015
Commercialization Accelerator Program:
- Phase II awardees
- “Menu” of technical assistance/training programs in:
  - Strategic/business planning
  - FDA requirements
  - Technology valuation
  - Manufacturing issues
  - Patent and licensing issues
- Helps build strategic alliances
- Facilitates investor partnerships
- Individualized mentoring/consulting

Phase II SBIR/STTR awardees
Active or within 5 years since completion of project

Personalized Assistance • Knowledge Transfer • Business Outcomes
- Business & strategic planning
- Investor & partnership pitch
- Technology Value Proposition
- FDA regulatory requirements
- IP & Licensing Issues
- Market Readiness

https://sbir.nih.gov/cap
Since 2004, over 970 companies have gone through the NIH CAP

Companies by Industry

*Includes Clinical Research, Instrumentation, Research Tools

How CAP works

Customized Approach
- Commercialization Transition Track (CTT)
- Advanced Commercialization Track (ACT)
- Regulatory/Reimbursement Training Track (RTT)

Industry and commercial expertise
- Live feedback from industry contacts
- Mediated connections to industry partners and investors

Training workshops and events

National network of resources, referrals
How does CAP measure success?

- Met with or closed deals with investors
- Met with the FDA or obtained approval
- Launched a product
- Achieved revenue
- Signed licensing agreements
- Hired new employees
- Established partnerships
- Signed Confidential Disclosure Agreement (CDA)

Why CAP matters

- 40 Acquisitions
- $996+ Millions Raised
- 1,800+ New Jobs Created
- 600+ Strategic Introductions

Results directly attributed by the companies to their participation in CAP
Get Connected!

- Subscribe to the SBIR/STTR Listserv:
  - Email LISTSERV@LIST.NIH.GOV with the following text in the message body: subscribe SBIR-STTR your name
- NIH Guide for Grants and Contracts (weekly notification)
- Follow us on Twitter: @NIHsbir
- Read our NIH SBIR/STTR Notable Successes
- Connect with Us
- Email: sbir@od.nih.gov

CEO Perspective
LIFTWARE

- Liftware is designed to help people with hand tremor eat more easily
- Mountain View, CA
- LIFTWARE website
- NIH SBIR Success Story

Anupam Pathak, Ph.D.
LIFTWARE Founder & CEO

SBA Tibbett’s Awards
• **Illumina aspires to transform human health, applying innovative technologies to the analysis of genetic variation and function**

• San Diego, CA

• illumina website

• **2016 SBA Tibbetts Award Hall of Fame Awardee for SBIR Achievement Excellence**

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**2016 Tibbetts Awards**

- 23andMe (Mountain View, California)
- Attagene, Inc. (Morrisville, North Carolina)
- Biopsy Sciences, LLC (Clearwater, Florida)
- Diagnostics for the Real World (Sunnyvale, California)
- FirstString Research (Mount Pleasant, South Carolina)
- GVD Corporation (Cambridge, Massachusetts)
- KeraMed, Inc. (Orange, California)
- Lynntech, Inc. (College Station, Texas)
- Mikro Systems, Inc. (Charlottesville, Virginia)
- Parabon NanoLabs, Inc. (Reston, Virginia)
- Physical Sciences, Inc. (Andover, Massachusetts)
- Privo Technologies (Peabody, Massachusetts)
- Stratatech Corporation (Madison, Wisconsin)
- Triton Systems, Inc. (Chelmsford, Massachusetts)
- Vindico NanoBioTechnology, Inc. (Lexington, Kentucky)
Sharklet Technologies, Inc. (Colorado) - Went public and was acquired

Baebies, Inc. (North Carolina) - Completed Series B financing and received FDA clearance on its SEEKER screening system

Alba-Technic, LLC (Maine) - Winner of the NFL Head Health Challenge III sponsored by NFL, GE, Under Armour, and NIST)

Learn more at sbir.nih.gov/cap

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