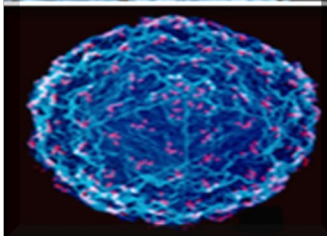
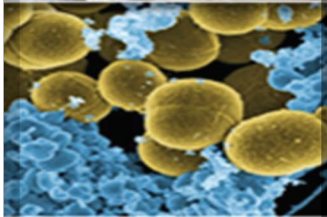




National Institute of Allergy and Infectious Diseases (NIAID), NIH



Innovator to Entrepreneur Program (ITEP) NIAID SBIR/STTR Program Information Webinar

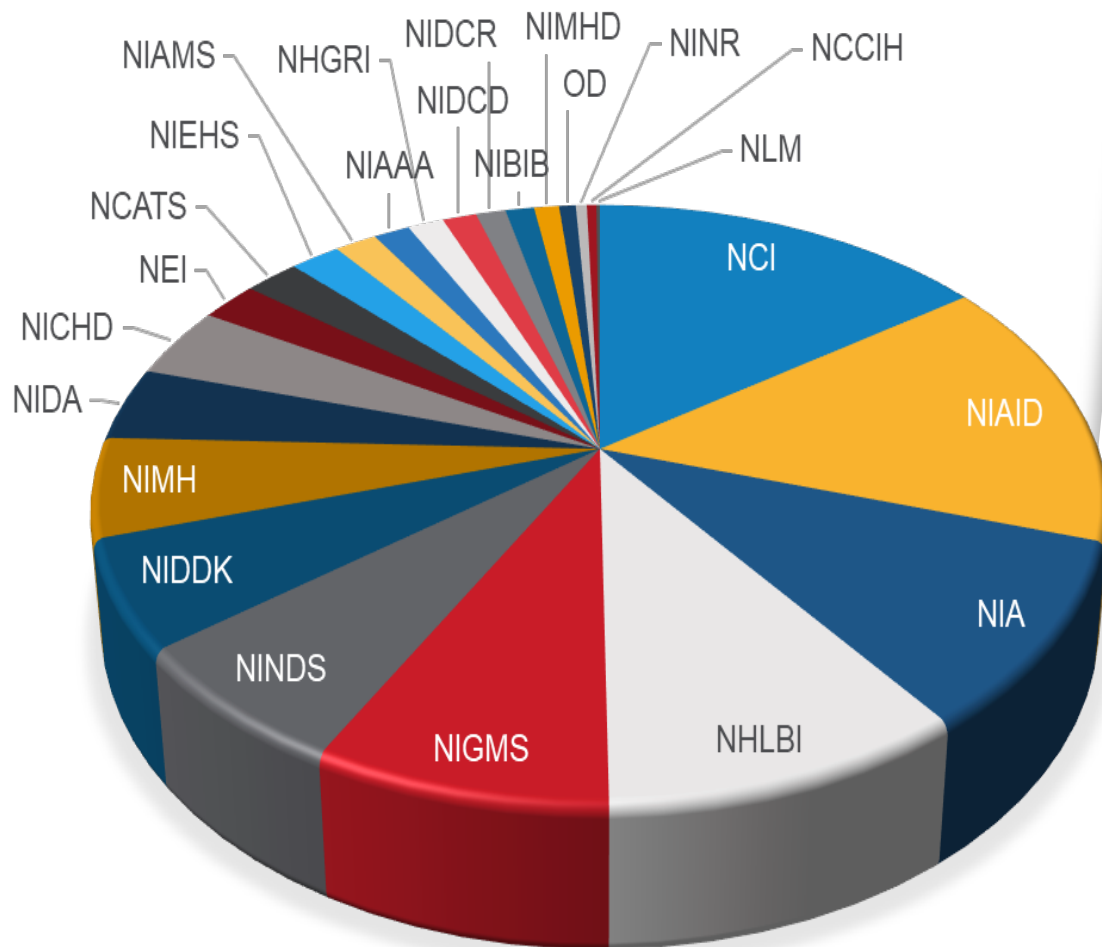
Kenneth Kim, MS
Small Business Development Specialist
Small Business Program, NIAID, NIH

December 6, 2023

NIAID's Mission Statement

- NIAID conducts and supports basic and applied research to better understand, treat, and ultimately prevent infectious, immunologic, and allergic diseases.
- NIAID has a unique mandate that requires the Institute to respond to emerging public health threats.
- NIAID's three extramural divisions are the Division of AIDS (DAIDS); Division of Allergy, Immunology, and Transplantation (DAIT); and Division of Microbiology and Infectious Diseases (DMID).

NIH SBIR/STTR Budget Allocation FY23



**NIH SBIR/STTR Budget
\$1.347 B**

**NIAID SBIR/STTR Budget
\$195.2 M**

NIAID SBIR/STTR Program at Glance

- Waiver Policy – Phase I: **\$300K/year** for up to 2 years; Phase II: **\$1M/year** for up to 3 years
 - Topics are interpreted broadly by NIAID Program Officers.
 - Does not impact funding decision (may be reduced if needed)
- NIAID allows **Phase IIB** applications via the SBIR Parent and select notices of funding opportunity (NOFOs).
 - Matching funds encouraged (not required)
 - SBIR only (Phase II STTR awardees can switch)
- NIAID only accepts SBIR Clinical Trial applications through its U44 mechanism (PAR-21-082).
 - Phase II/IIB, Fast-Track, and Direct-to-Phase II
- NIAID participates in the Commercialization Readiness Pilot (**CRP**) Program via PAR-23-219 (SB1, Clinical Trials Not Allowed) only.
- NIAID funds applications primarily based on Scientific Merit (i.e., Priority Score).
 - **All** applications (except CRP, U44) within published paylines are funded.

No-Cost Entrepreneurial Training: NIAID Innovator to Entrepreneur Program(ITEP)

- ITEP will assist participants in making the transition from innovator to first-time entrepreneur by providing cohort-based, no-cost training in entrepreneurship, startup operations, and grantsmanship
- NIAID will support two ITEP cohorts of up to 22 participants in the inaugural year.
- ITEP will emphasize support for applicants from underrepresented groups

ITEP Point of Contact:

Kenneth Kim

kenneth.kim2@nih.gov

No-Cost Grantsmanship Training: NIAID Small Business Applicant Assistance Program (AAP)

- AAP offers assessment, coaching, proposal development assistance, and post-submission support for Phase I and Phase II/IIB applicants
- AAP goals are to improve the quality of applications and to increase accessibility for underrepresented entrepreneurs and investigators
- AAP's cycles provide proposal development support for the grant due dates
- Subscribe to our [ListServ](#) to stay in the loop!

AAP Point of Contact:

Hejiao English

hejiao.english@nih.gov



- **NIAID SBIR/STTR website**

www.niaid.nih.gov/grants-contracts/small-businesses

- **NIAID SBIR/STTR High-Priority Areas of Interest**

**NIAID would primarily consider applications that align strongly with NIAID's mission/priorities.*

www.niaid.nih.gov/grants-contracts/areas-interest-small-business

- **NIAID Current Small Business Funding Opportunities**

www.niaid.nih.gov/grants-contracts/opportunities?f%5B0%5D=grants%3A131

- **NIH SBIR office: “Samples of SBIR/STTR applications from NIAID are one of our most requested resources.”**

www.niaid.nih.gov/grants-contracts/sample-applications#r43r44

Most Important Piece of Advice

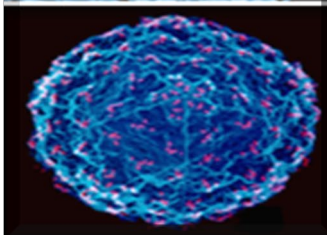
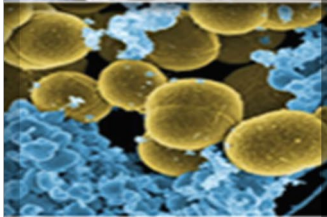
- Call or send an email to the NIAID Program Officer for feedback on your application before submission. Program Officer contact information can be found on the [HHS Agency Contact webpage](#).
 - NIAID: **Dr. Natalia Kruchinin** (NIAID Small Business Program Coordinator), kruchininn@niaid.nih.gov
- or
- NIAID SBIR/STTR: NIAIDSBIR@mail.nih.gov
- Please include a non-confidential abstract of your technology and planned specific aims for your future project.
- **SUBMIT EARLY (days, not hours and minutes)!**



National Institute of Allergy and Infectious Diseases (NIAID), NIH

Thank you!

Kenneth Kim
Small Business Development Specialist
Small Business Program, NIAID, NIH
Kenneth.kim2@nih.gov

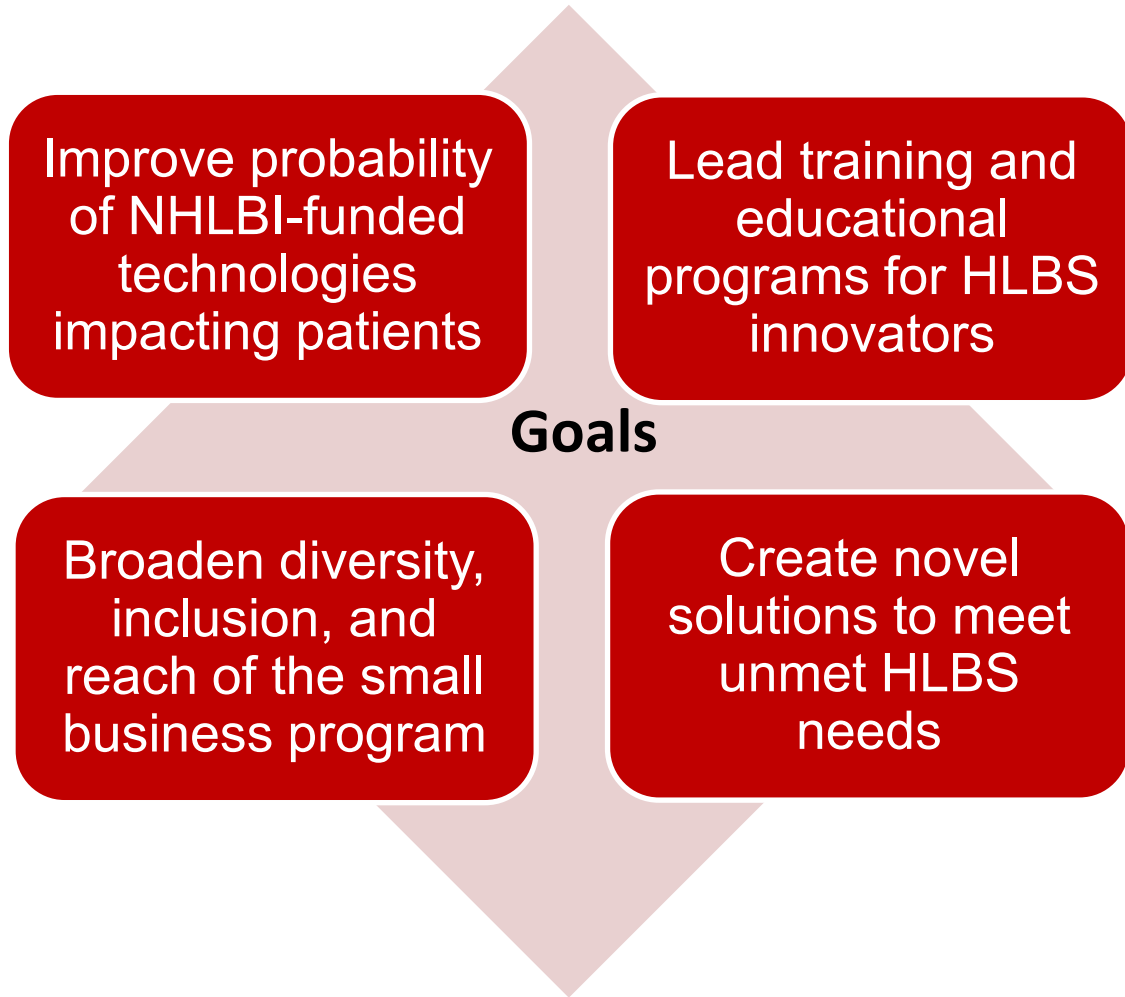




Innovator to Entrepreneur Program (ITEP) The Innovation and Commercialization Office: Small Business (SBIR/STTR) Programs

Yasamin Moghadam, MS
Scientific Program Specialist
Innovation and Commercialization Office
National Heart, Lung, and Blood Institute (NHLBI)

I&C Mission



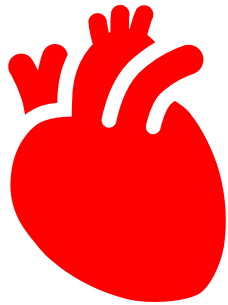
MISSION

*To accelerate the translation of discoveries and innovations into new biomedical products and services **for heart, lung, blood and sleep** diseases and disorders*

VISION

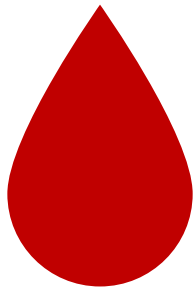
Development of a biomedical community that rapidly commercializes heart, lung, blood, and sleep technologies to improve public health

NHLBI Mission Space



Heart

- Arrhythmias
- Atherothrombosis
- Chronic Heart Failure
- Congenital Heart Defects
- Coronary Artery Disease
- Hypertension

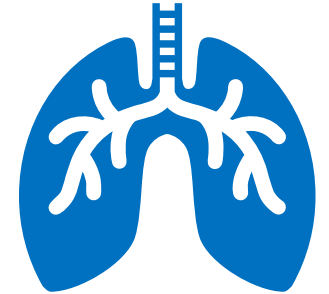


Blood

- Bleeding Disorders
- Anemia
- Myeloproliferative Disorders
- Sickle Cell Disease
- Thrombotic Disorders

Lung

- ARDS
- Asthma
- Chronic Obstructive Pulmonary Disease
- Cystic Fibrosis
- Fibrotic Lung Disease
- Pulmonary Hypertension



Sleep

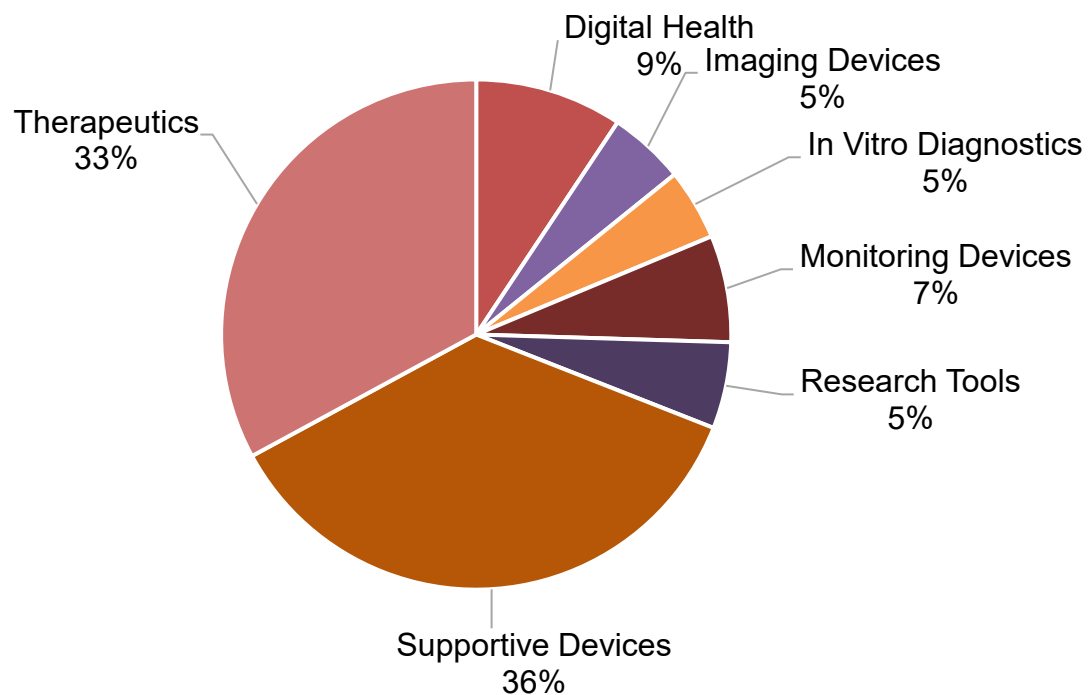
- Circadian Disorders
- Insomnia
- Obstructive Sleep Apnea
- Sleep-Disordered Breathing



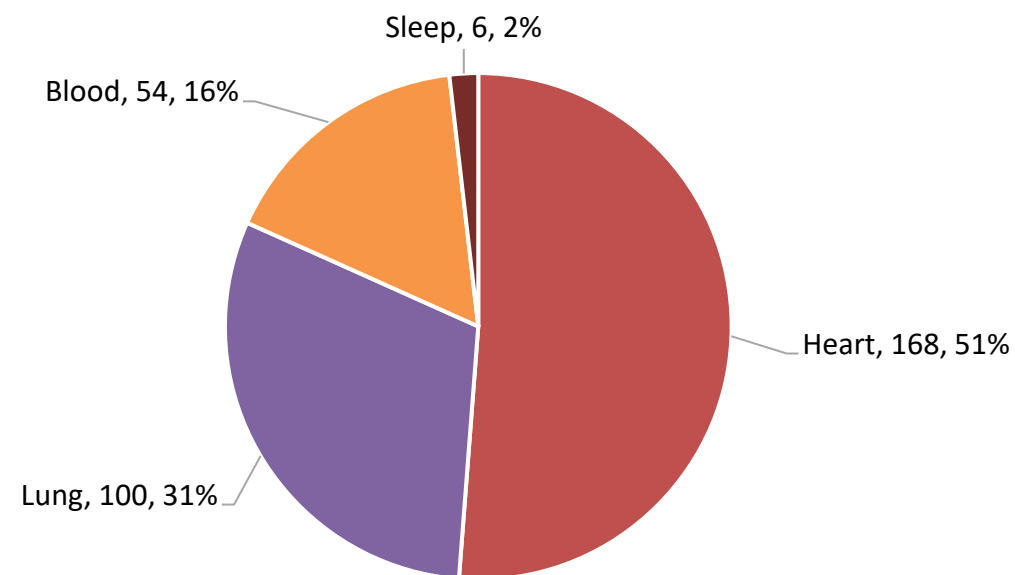
The NHLBI Small Business Program

Innovative and commercially-promising products to prevent, treat and diagnose **heart, lung, blood, and sleep (HLBS)-related diseases**

Technologies Funded by the NHLBI SBIR/STTR Program



Scientific Classification of Funded Projects



n = 328

NHLBI I&C Programs and Services & Timing

APPLICATION SERVICES

SMALL BUSINESS PROGRAM (SBIR/STTR) & Awardee Opportunities

Basic & Early-stage Translational Research

Proof of Concept

Research & Development

Regulatory, Scale-up, and Manufacturing

Sales & Distribution

Proposal Guidance

Product Development Mentorship

Application Questions

Pitch Coaching & Conference Support

Digital Education & Online Resources

SBIR/STTR Phase I

SBIR/STTR Phase II

SBIR Phase IIB

REACH/NCAI

Catalyze, C3i

SBIR Diversity Supplement

AAP, ITEP

I-Corps

CRP

TABA

Services and Activities

Grant Programs/ Supplements

SBIR | Small Business Innovation Research
REACH | Research Evaluation and Commercialization Hubs
NCAI | NIH Centers for Accelerated Innovations
C3i | Commercializing Innovation (C3i) Program

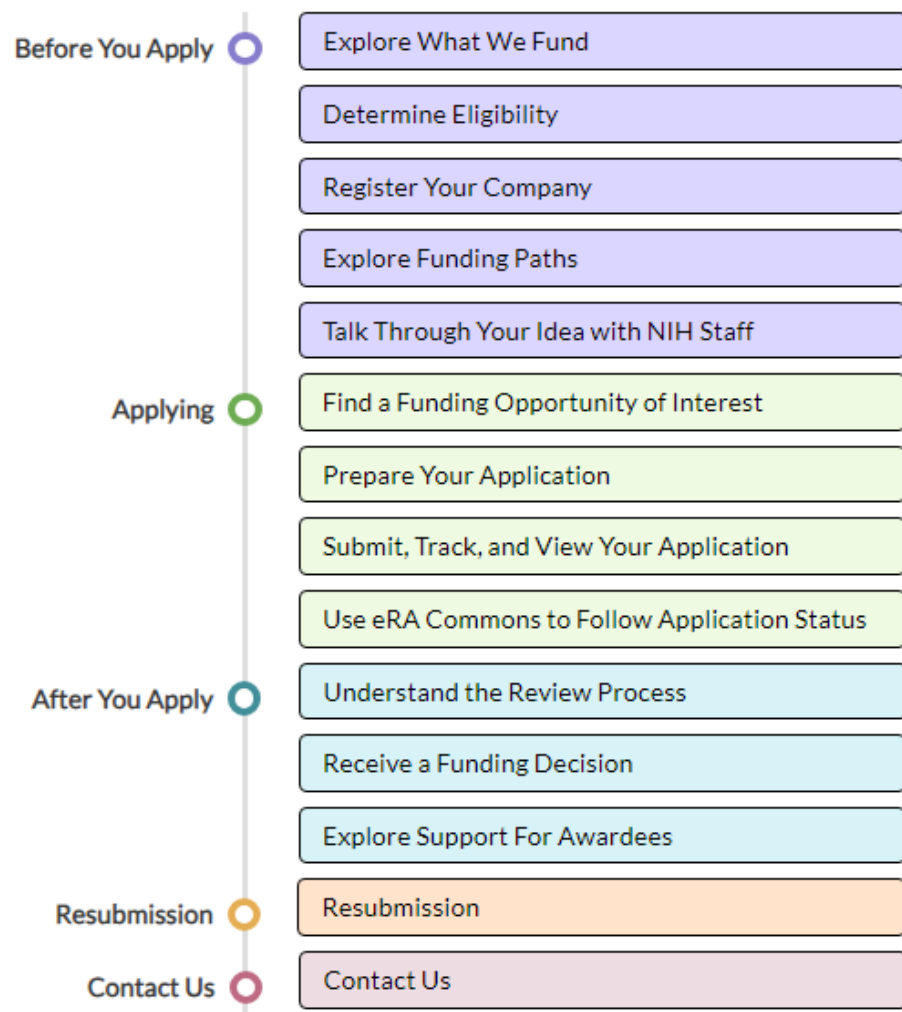
AAP | Applicant Assistance Program
ITEP | Innovator to Entrepreneur Program
CRP | Commercialization Readiness Pilot
TABA | Technical and Business Assistance Programs
I-Corps | Innovation Corps

Adoption
by Patients
& Providers
Public Health
& Social Impact

Resources to Apply for an SBIR/STTR Grant

Resources

<https://seed.nih.gov/small-business-funding/how-to-apply>



Links to:

[Application Instructions](#)

[Annotated Form Set](#)

[Sample Applications](#)

Programs for Applicants:

- NIH Applicant Assistance Program
- Health Disparities Pre-Application (HDPReAPP) Program

<https://seed.nih.gov/aboutseed/diversify-entrepreneurial-workforce>

Connect with Us!

- Follow us on Twitter at [@NHLBI_SBIR](https://twitter.com/NHLBI_SBIR)
- Email us at NHLBI_SBIR@mail.nih.gov

Visit the I&C Website



Sign up for our I&C Newsletter

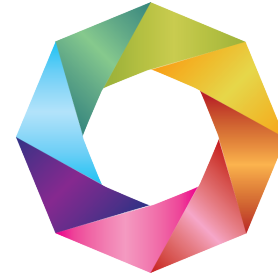


Thank you!



National Heart, Lung,
and Blood Institute

Foresight
science & technology



Innovator to Entrepreneur Program (ITEP)

Informational Webinar

Konstantin Izvolsky, Ph.D.

Director of Consulting and Training
Foresight Science & Technology, Inc.

December 6, 2023



National Institute of
Allergy and
Infectious Diseases



National Heart, Lung,
and Blood Institute



Presentation Overview

- ITEP Program Overview and Eligibility
- Foresight Science and Technology- Your ITEP Content Provider
- ITEP Structure
- ITEP Workflow and Key Dates
- Next Steps

SBIR/STTR Program

- Set aside program based on extramural research budget of agencies.
- Designed to stimulate R&D, innovation and commercialization of new technologies to meet the needs of the public (Grants) and Federal Agencies (Contracts).
- It is a well-known fact that participation in entrepreneurship has significant racial and socio-economic barriers. SBIR/STTR programs work diligently to address this disparity.

NIAID/NHLBI Innovator to Entrepreneur Program Overview

- The National Institute of Allergy and Infectious Diseases (NIAID) and the National Heart, Lung, and Blood Institute (NHLBI) established this program for inventors and early-stage entrepreneurs, providing them with entrepreneurship and SBIR/STTR grantsmanship training.
- ITEP will benefit inventors developing innovative products that align with NIAID/NHLBI interests who have no prior experience in SBIR/STTR grantsmanship, and little to no experience in entrepreneurship.

NIAID/NHLBI Innovator to Entrepreneur Program Overview

- ITEP has an emphasis on engaging and assisting groups underrepresented in extramural biomedical small business programs.
- ITEP may be of particular interest to organizations promoting innovation and entrepreneurship among minorities, women, and socially disadvantaged groups.

Program Eligibility

To be eligible for the program, participants must meet the following criteria:

- Be an individual inventor or represent the established small company.
- Have little to no previous experience in entrepreneurship.
- Have not previously received an SBIR/STTR award.
- Develop or plan to develop products that are within the scope of NIAID and NHLBI areas of interest.

Foresight Science & Technology: Your ITEP Service Provider

- Small-business consulting company headquartered in Massachusetts.
- Subject matter expertise: 60 Senior Consultants with expertise across all industries.
- Deep understanding of SBIR/STTR programs.

Foresight Science and Technology: Commercialization Training Services

- World-leading full-service provider of technology transfer, commercialization, entrepreneurship training, due diligence, and grantsmanship services for clients including government agencies, companies, laboratories, foundations, and universities.
- Expertise in delivering training content to audiences with various levels of commercialization expertise: from early-stage innovators to established companies.

Foresight Science & Technology: Supporting NIH SBIR Programs

- More than 15 years of providing commercialization support to NIH SBIR/STTR awardees.
- In-depth understanding of the needs of SBIR/STTR awardees, and preparation of technical/scientific sections of their proposals.
- The experience in drafting compelling commercialization plans necessary to bring new technologies to market.

ITEP Goals and Objectives

- Assisting participants in the transition from innovator to entrepreneur.
- Provide aspiring inventors and early-stage entrepreneurs with the skills and knowledge to successfully tackle the SBIR/STTR application process.
- Upon completion, participants will be equipped with the knowledge to launch their company and apply for the NIAID/NHLBI SBIR/STTR grants.

ITEP Structure

The training curriculum will cover topics necessary to understanding the SBIR/STTR Program and technology commercialization process.

Topics include:

- Building a Strong Business and Creating your Business Story
- Protecting Your Idea
- Search for Equity Funding
- SBIR/STTR Program Overview
- Specifics of NIH SBIR/STTR Program
- SBIR/STTR Compliance and Award Management
- Complexities of Health Technologies Development

ITEP Structure

- Material will be delivered via weekly live webinars and presented by Foresight consultants.
- The tiered program approach will consider participants' experience (Basic Track and Advanced Track).
- Two cohorts, up to 22 participants each.
- Training begins February 2024 and June 2024.

ITEP Structure

- 12 weekly webinars will be followed by one-on-one training with Foresight consultants.
- One-on-One training will be tailored to the needs of specific program participants.
- The goal of this training is to prepare an individual virtual presentation that includes plans and provisions to apply for NIAID/NHLBI SBIR/STTR funding.

ITEP Structure

- Final Presentations will be delivered after the end of One-on-One training.
- The Final Presentation is a pitch of a mock business plan for the technology within the area of NIAID/NHLBI interests.
- Presentations will include (ideally):
 - Technology Value Proposition
 - Competitive Intelligence Information
 - Market Information
 - IP Information
 - Revenue Model and Revenue Projections
 - Team And Resources Information

ITEP Program Timeline



Success of ITEP

- Always prepared:
 - Review areas of NIAID and NHLBI interest
 - Get basic understanding of SBIR/STTR programs (https://seed.nih.gov/NIAID_home)
 - Get basic understanding of technology commercialization process (Foresight Street: [youtube.com/user/ForesightSciTech](https://www.youtube.com/user/ForesightSciTech))

Next Steps

- ITEP application form will open on December 8.
- Please visit <https://www.cognitoforms.com/foresightsciencetechnologyinc/niaidnhlbiinnovatortoentrepreneurprogramitep>
- Enrollment is ongoing until both February 2024 and June 2024 cohorts are filled.

Thank You!

Konstantin Izvolsky, Ph.D.
Director of Consulting and Training
Foresight Science & Technology, Inc.

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401-273-4844 ext. 4003