



NIH as a Technology Development and Commercialization Partner

Q2 2023



NIH: Economic Development is Part of Our Mission



IP utilized for
technology
development/
commercialization



Attract new
R&D
resources



Obtain return
on public
investment



Benefit
Public Health



Stimulate
economic
development

Your Six Top NIH Business Tips and Opportunities



- **In-licensing of NIH technology**
- **Technology development collaborations with intramural NIH**
- **Getting grants & contracts from NIH**
- **Using pre-clinical / clinical NIH services**
- **Selling products / services to NIH**
- **Utilizing NIH information sources**

Common Myths About Working with NIH



- **Only basic research**
FACT: Translational/clinical programs and assets
- **Only study drugs**
FACT: Devices/Dx/Biomarkers/Wearables/Tools/e-Health
- **No licenses/no exclusive licenses**
FACT: NIH does license/exclusivity can be negotiated
- **Only develop internal ideas**
FACT: Ideas can originate in company partners
- **Only work with U.S. companies**
FACT: We work internationally

Our Target Market

- **Traditional partners:**
 - **U.S. medium/large companies and current customers**
- **Newer players in the ecosystem:**
 - **Int'l companies – all stages**
 - **Investors**
 - **Entrepreneurs**
 - **Technology scouts**
 - **Trade associations and economic development entities**
 - **Foundations**
 - **Service providers (law, etc.)**

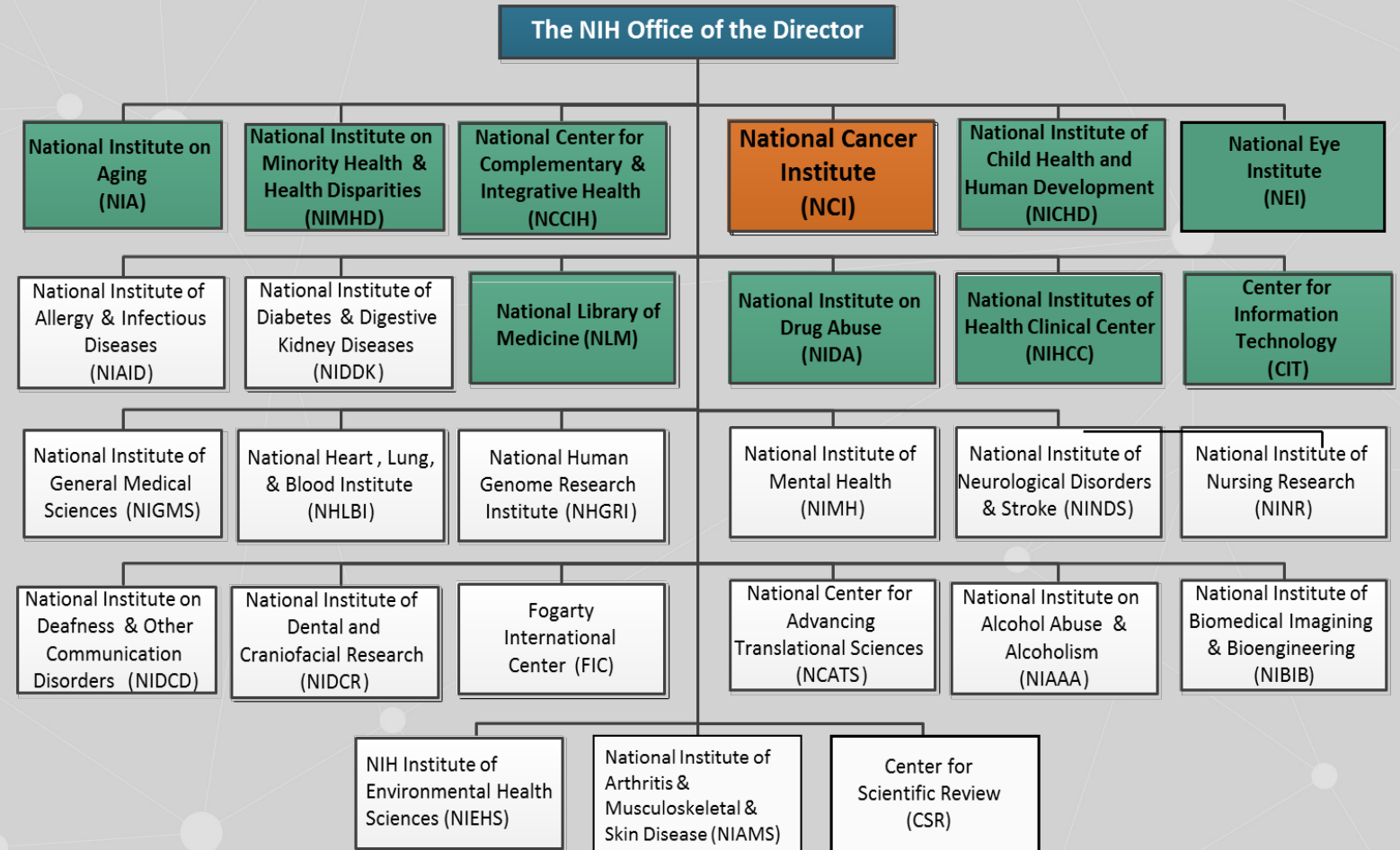
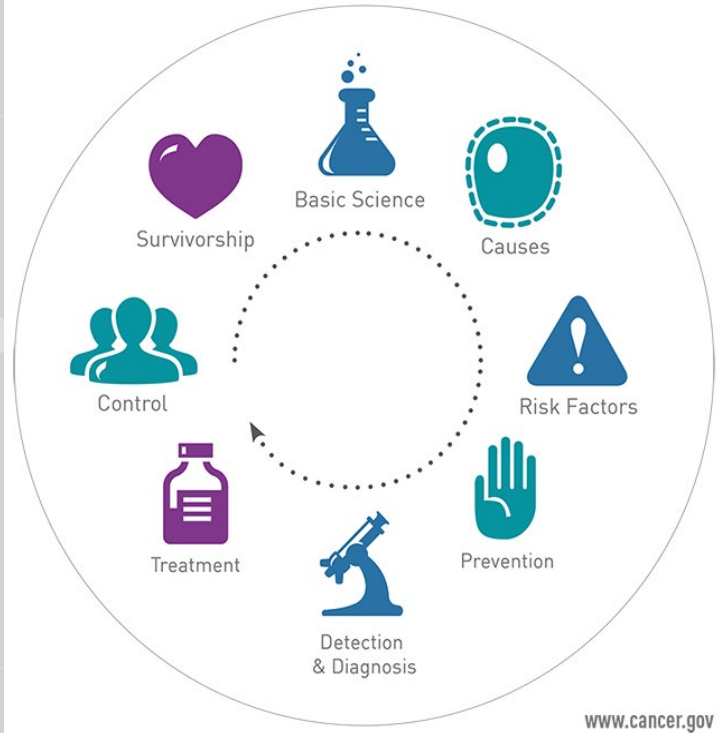


Potential partners
once we create awareness

Referral sources
once we create awareness

Whatever Your Clients' Technology Area, One of the 27 Institutes/Centers Can Help

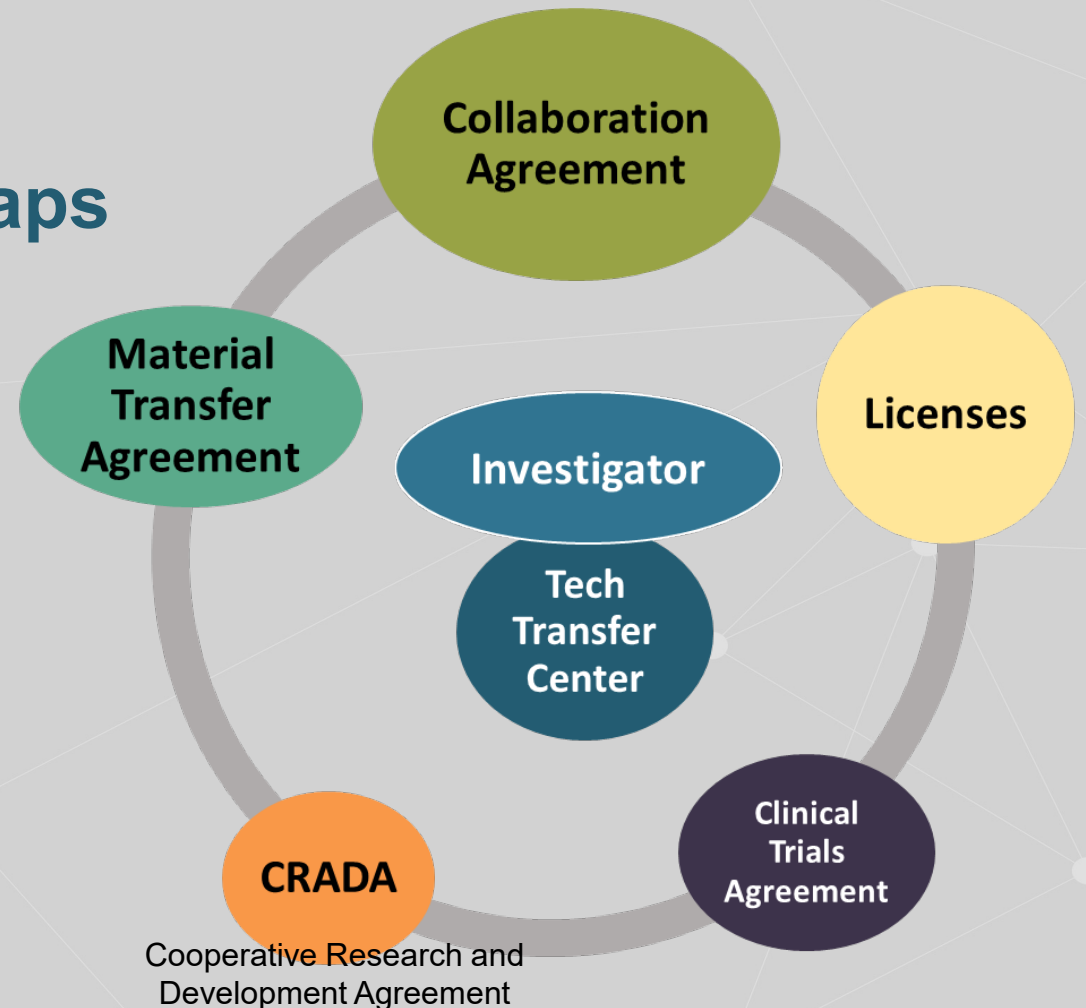
SCOPE OF OUR WORK



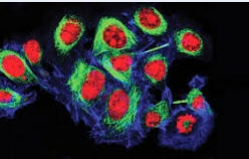
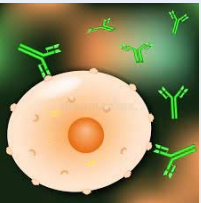




NCI Technology Transfer Center covers the institutes in **orange** and **green**.
For others, we provide referrals.

NIH Agreements

- We help with a needs assessment
- Address technology/knowledge gaps
- Enhance pipeline
- Who does/pays for what?
 - Negotiated
 - Usually shared effort and cost
- We're not a CRO
- We don't do sponsored research



Licensing Research Tools/Products

	Commercialization	Internal Use
Exclusivity	No	No
Materials	Provided	Provided
Typical licensee	Smaller firms	Larger firms
Costs/fees	Lower upfront, higher royalties	Lower annual, paid-up term licenses
“Reach through” to new discoveries	N/A	No
Product examples	   	 

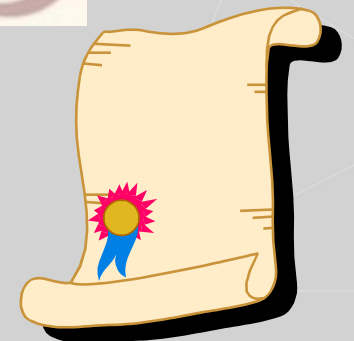
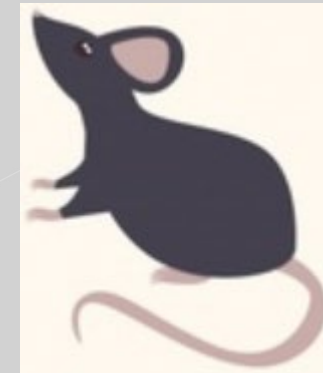
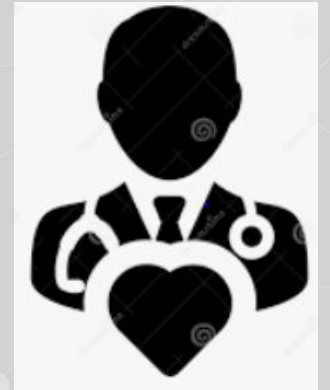
Licensing Therapeutic, Diagnostic or Vaccine Products

	Commercialization
Exclusivity	If required for development
Materials	Provided
Typical licensee	Large(r) pharmas/biotechs Statutory preference for smaller firms
Costs/fees	Larger upfront fees, Moderate earned royalties Benchmark payments Share sublicensing payments
US requirement	US manufacturing for US sales
Other requirements	Detailed development plan, Benchmarks, Performance monitoring



What are the Advantages for Your Company/Clients?

- **Access to scientific and regulatory expertise**
- **Access to unique reagents and resources**
- **Licensing w/ compelling business terms**
 - ☺ 0% equity
 - ☺ Fair value for public dollar
- **Collaborations leading to new IP**
 - ☺ 0% overhead / indirect rate
 - ☺ Reasonable milestone payments and royalties
 - ☺ NIH cannot spin out a company to compete for the new IP
 - ☺ Exclusive license option to co-owned IP



What are the Advantages for NIH?

- **Access to cutting-edge innovations**
- **Access to commercial development expertise**
- **Funds for research project**
- **Satisfaction of getting medical solutions to patients**



Start-Up 2.0: Special Program for Early-stage Co's

- **Exclusive Evaluation Option License; “try before you buy”**
- **Provides short-term exclusivity to certain NIH technologies**
- **Evaluate a technology or raise funds for future development**
- **Eligibility:**
 - **< 5 years old**
 - **< \$5M capital raised**
 - **< 50 employees**

Partnering with NIH Offers Significant Funding, Commercialization Potential

Licensing Leads to Funding



2022 NCI License → \$200M Series A (2023)



2020 NCI License → \$6.95M Seed (2021)

Rakuten Medical 2013 NCI License → \$13M Series A → \$55M Series B → \$284M Series C

Collaboration, Licensing Leads to Acquisition



acquired by  for US \$11B (2017)

Collaboration, Licensing Leads to Blockbusters

Company	Product	2022 Worldwide Sales
		US \$6.9B
		US \$1.9B
 		US \$1.7B
  		US \$578M
		US \$340M (est.)

NIH Value Proposition's "Drop the Mic" Moments: Commercialization-friendly Business Model



>US\$7B Product sales from licensed NIH IP (2022)



No equity position



No overhead rate (indirect costs)



Won't take your IP



Validate your technology and/or test in humans



World-renowned researchers and resources



Prestige factor: Collaboration = higher company profile

Contact Us – Let's Explore Working Together

✓ **Introductory calls**

✓ **Webinars**

✓ **Conferences**

- JP Morgan Healthcare Week
- BIO Annual Conference

• **Michael Salgaller, PhD**

- Supervisor – NCI –
Invention Development and Marketing Unit
- Tel. 240-276-5476, email: michael.salgaller@nih.gov

• **Steve Ferguson, MBA**

- Special Advisor, NIH Office of Tech Transfer
- Tel. 301-435-5561, email: sf8h@nih.gov



- Websites: <https://www.ott.nih.gov/> (NIH)
<https://techtransfer.cancer.gov/> (NCI)
- Listserv distributions of new opportunities
- Social Media  
- General information email: NCITechTransfer@mail.nih.gov