NIH SBIR/STTR Commercialization Assistance Program (NIH-CAP): Impact Overview 2004-2013

Updated: June, 2014
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Background

- Established in 2004
- Completed ninth year in 2013
- NIH-funded; contractor-managed
- At no cost to NIH SBIR / STTR Ph II or IIB grantees
- Assisted 758 Phase II life science companies to date

Participants

- Grantees from the past 5 years are eligible
- Since 2009 two tracks offered:
  - Advanced Commercialization Training Track (ACT)
  - Commercialization Training Track (CTT)

Activities & Timeline

- 10-month program
- Personalized 1-on-1 business mentoring
- Industry connections

Results

- Tracking tools
- Data analysis
For phase II SBIR/STTR awardees

Active projects or 5 years since completion of project are eligible

Personalized Business Mentoring; Knowledge Transfer; Business Outcomes!

• Business & strategic planning
• Investor & partnership pitch
• Technology Valuation
• FDA regulatory requirements
• IP & Licensing Issues
• Go-to-market strategies
WHY NIH-CAP MATTERS!

- **23** Acquisitions
- **$586+** Millions Raised
- **1,680+** New Jobs Created
- **4,400+** Strategic Introductions

Results directly attributed by the companies to their participation in CAP.
NIH-CAP BENEFITS

**CAP**
- NIH-CAP viewed as exemplary grantee assistance program
- NIH regarded as “partner”

**Impact**
- Company revenue
- Equity investment
- Partnership and deal-related activities
- Strategy, positioning, market orientation

**Approach and Processes**
- Customized approach
- High-level industry and commercial expertise
  - Live feedback from active industry contacts
  - Mediated connections to industry partners and investors
- High-quality workshops and events
- Nationwide network of resources, referrals
Market Readiness

- Access to business development resources, tools
- Develop case for strategic market entry
- Hired key members of management team (sales, marketing, business development)
- Improved, adopted, adapted, expanded marketing efforts

Access to Industry

- Access to industry expertise – advisors and outside mentors (feedback)
- Opportunities for discussions with strategic partners
- Outside perspectives and recommendations (technical, commercial, financial)
NIH-CAP PARTICIPANTS: 2004-2013

Total Participating Companies: 758
2004-2013 Participating Companies: 758

- Biotechnology: 116 Companies
- Diagnostics: 97 Companies
- Healthcare IT: 99 Companies
- Pharmaceuticals: 89 Companies
- Medical Devices: 215 Companies
- Other*: 142 Companies

*Includes Clinical Research, Instrumentation, Research Tools
The following slides were generated based on tracking data provided by NIH-CAP program participants over an 18-month period* since the completion of the program, including a baseline period covering activities and accomplishments during the 10 months of CAP, in the following areas:

- Financial indicators
- Grant/loans received
- Investment funds raised
- New jobs created
- New products
- Partnerships
- Product sales
- Qualitative assessment

* Note: tracking of participants from the 2012-13 CAP is still underway.
69% of participant companies reported the NIH-CAP had a major or valuable impact on their commercialization progress.
NIH-CAP RESULTS: 2004-2012

Deals: Signed legal documents committing partners to a process, timeframe and outcome, including:
- Acquisitions
- Distribution Agreements
- Investment
- Licensing Agreements
- Technical Collaborations
NIH-CAP RESULTS: 2004-2012
Contacts to Deals
NIH-CAP RESULTS: 2004-2011
Non Government Funding* Raised: $586,060,324

*Angel, family, venture capital, industry
NIH-CAP RESULTS: 2004-2012
Mergers & Acquisitions

23 Companies with M&A Activities

*M&A activities are attributed to year when company participated in CAP, not when M&A occurred
NIH-CAP RESULTS: 2004-2011

1,687 New Jobs Created by 355 Companies

51% of CAP companies reported Increase in employment

Number of New Jobs By Number of Companies Per CAP Cohort

- 2004-05: 308 jobs
- 2005-06: 136 jobs
- 2006-07: 67 jobs
- 2007-08: 246 jobs
- 2008-09: 192 jobs
- 2009-10: 213 jobs
- 2010-11: 203 jobs
- 2011-12: 28 jobs
If you would like additional information or have questions about the CAP, please visit our website, sbir.nih.gov or contact Lenka Fedorkova at fedorkoval@od.nih.gov