



National Institutes of Health
Office of Extramural Research



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

Updated: June, 2014





- NIH-CAP Overview
- Why NIH-CAP Matters!
- NIH-CAP Benefits
- NIH-CAP Participant Feedback
- NIH-CAP Participants and Tracking
- NIH-CAP Timelines and Outcomes





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

Participants

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**

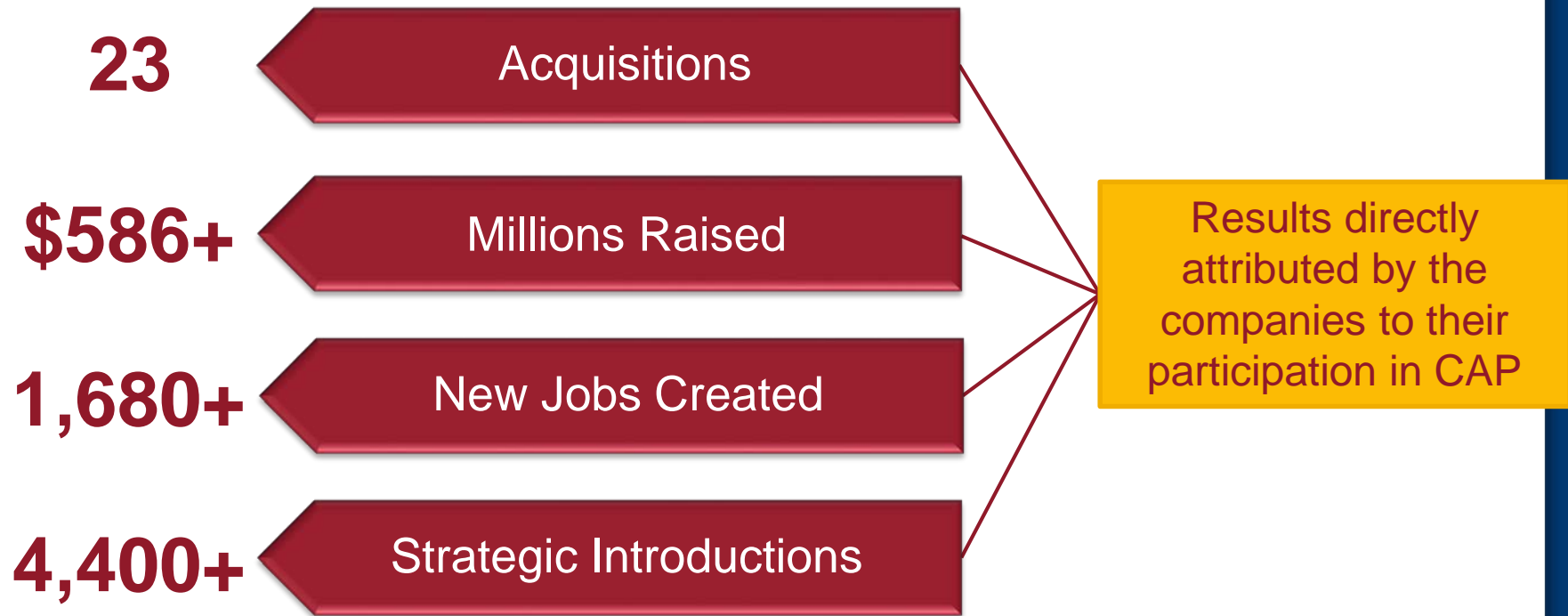
***Personalized Business
Mentoring; Knowledge
Transfer; Business Outcomes!***

- **Business & strategic planning**
- **Investor & partnership pitch**
- **Technology Valuation**
- **FDA regulatory requirements**
- **IP & Licensing Issues**
- **Go-to-market strategies**





WHY NIH-CAP MATTERS!





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

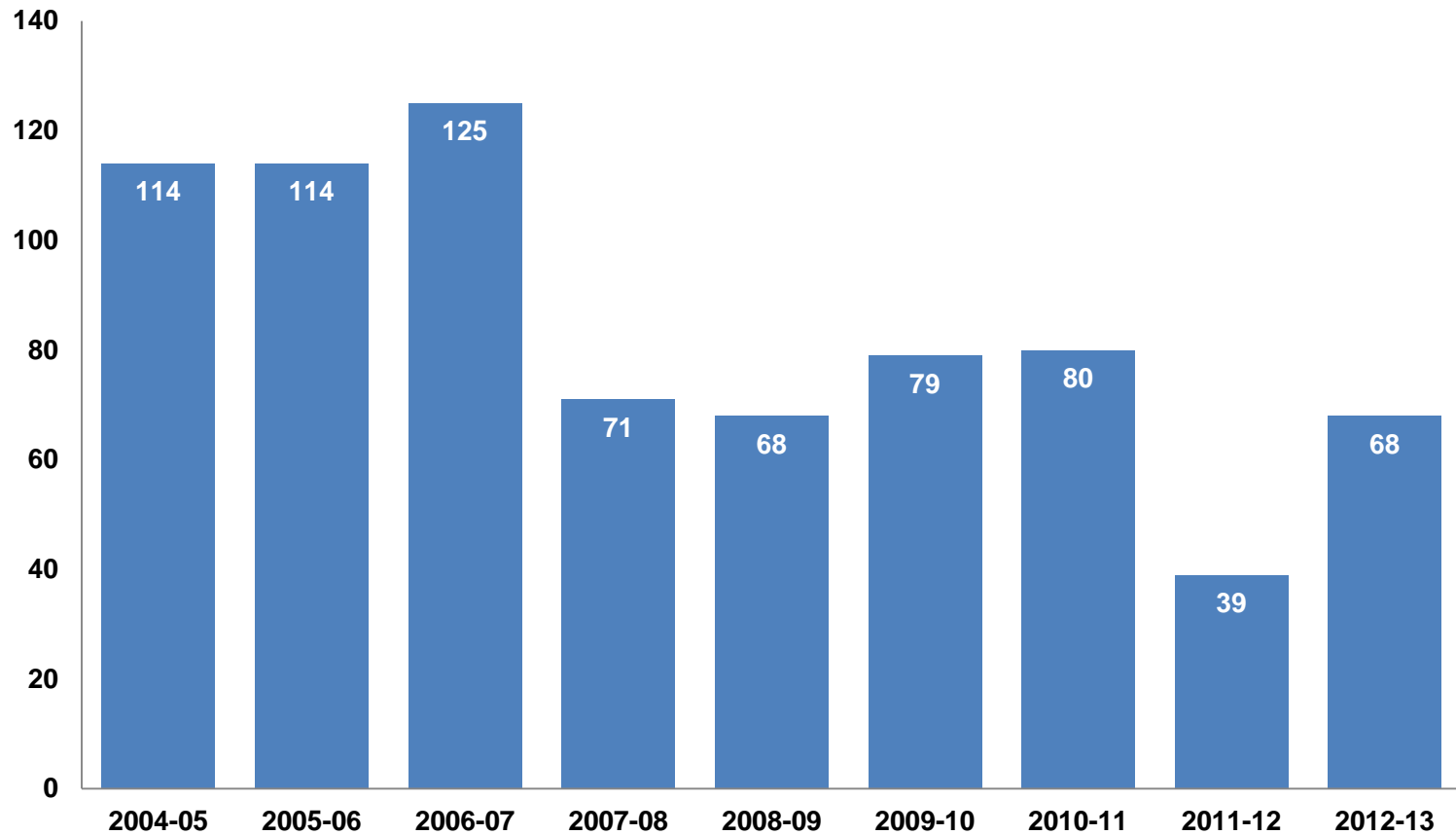
- Access to business development resources, tools
- Develop case for strategic market entry
- Hired key members of management team (sales, marketing, business development)
- Improved, adopted, adapted, expanded marketing efforts
- Access to industry expertise – advisors and outside mentors (feedback)
- Opportunities for discussions with strategic partners
- Outside perspectives and recommendations (technical, commercial, financial)

Access to Industry



NIH-CAP PARTICIPANTS: 2004-2013

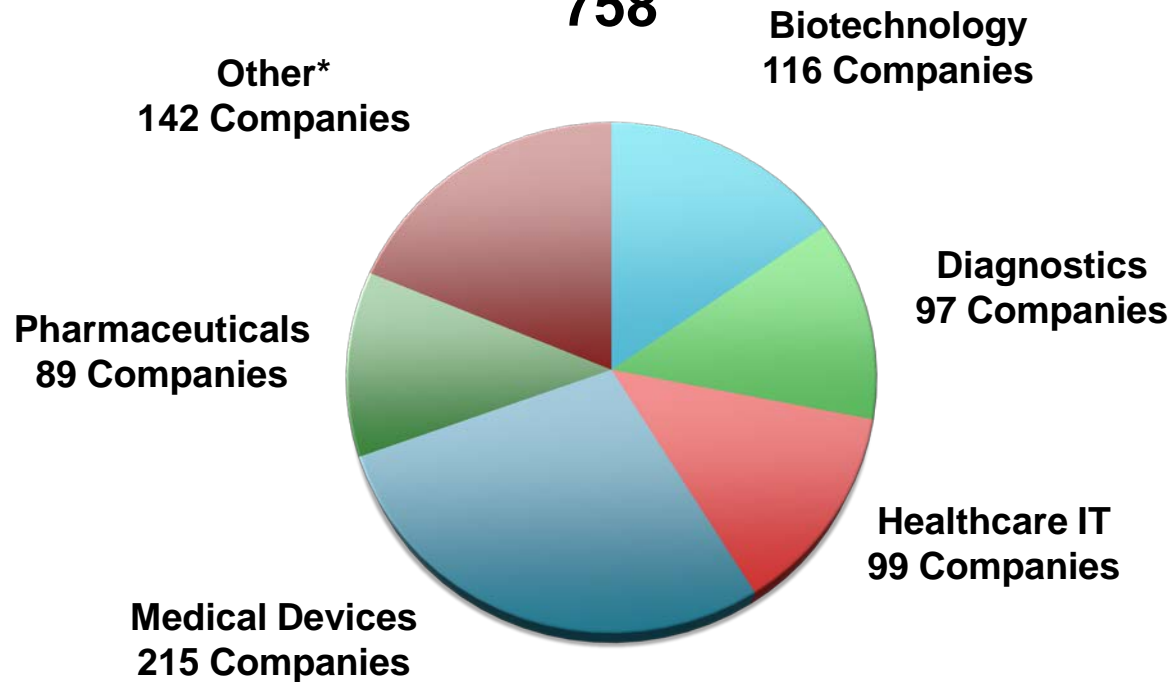
Total Participating Companies: **758**





2004-2013 Participating Companies:

758



*Includes Clinical Research, Instrumentation, Research Tools



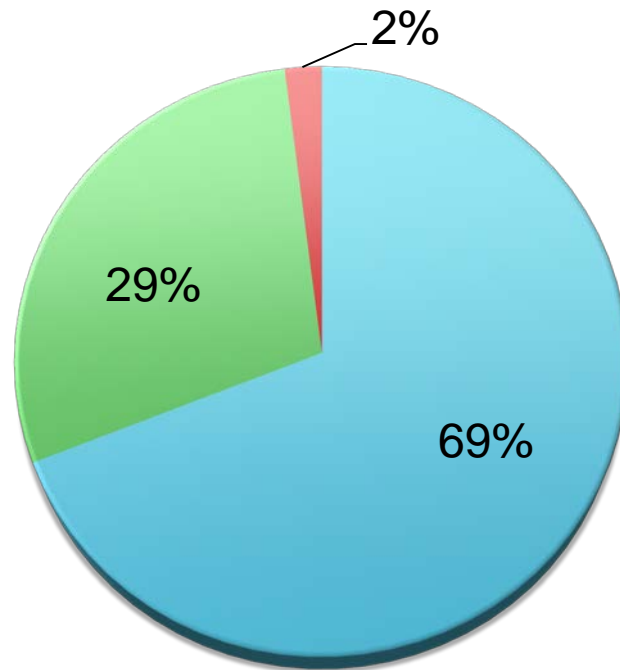


•The following slides were generated based on tracking data provided by NIH-CAP program participants over an 18-month period* since the completion of the program , including a baseline period covering activities and accomplishments during the 10 months of CAP, in the following areas:

- 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.



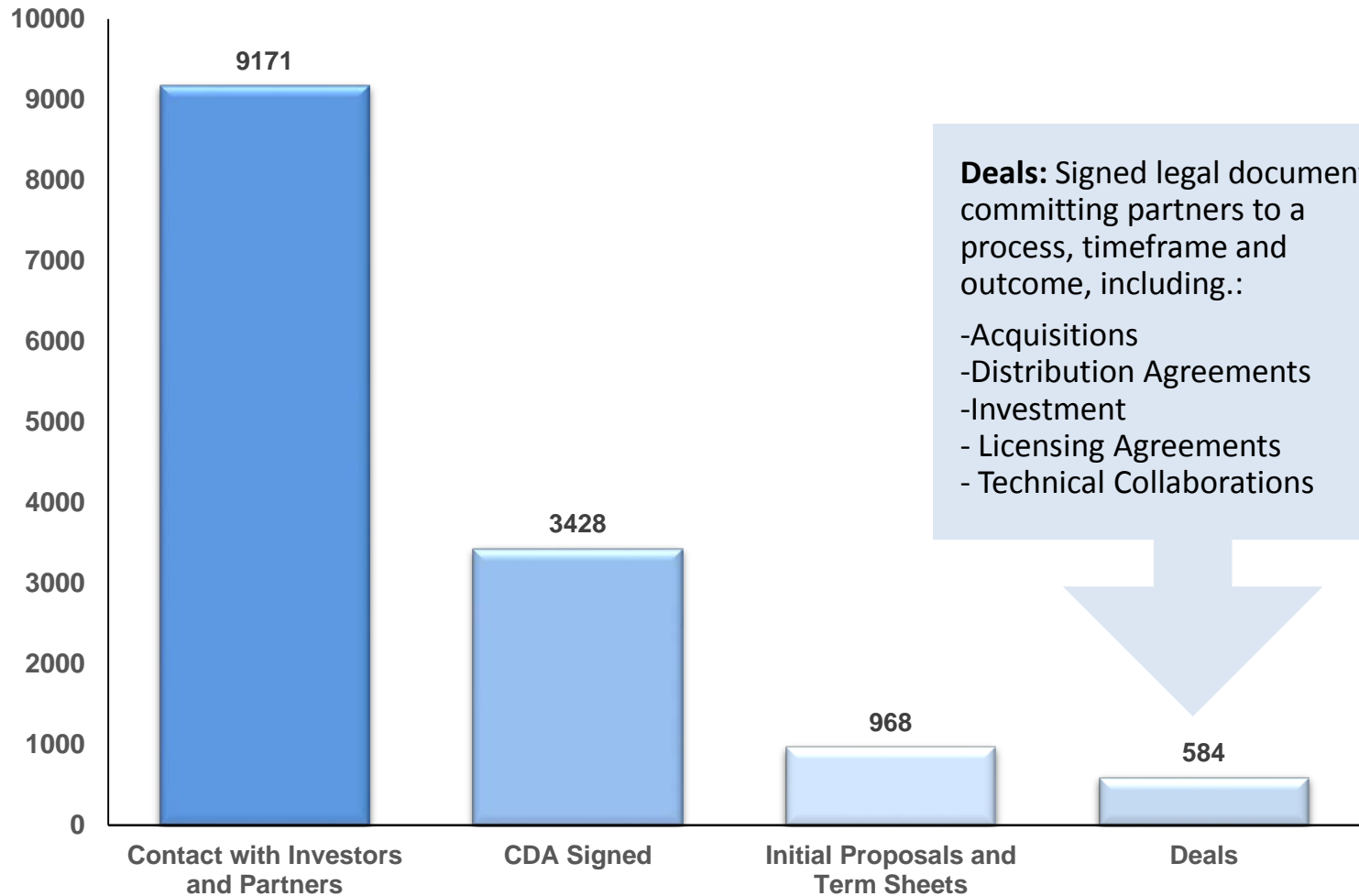


69% of participant companies reported the NIH-CAP had a major or valuable impact on their commercialization progress

■ Valuable & Major Impact ■ Little or No Impact ■ No Response



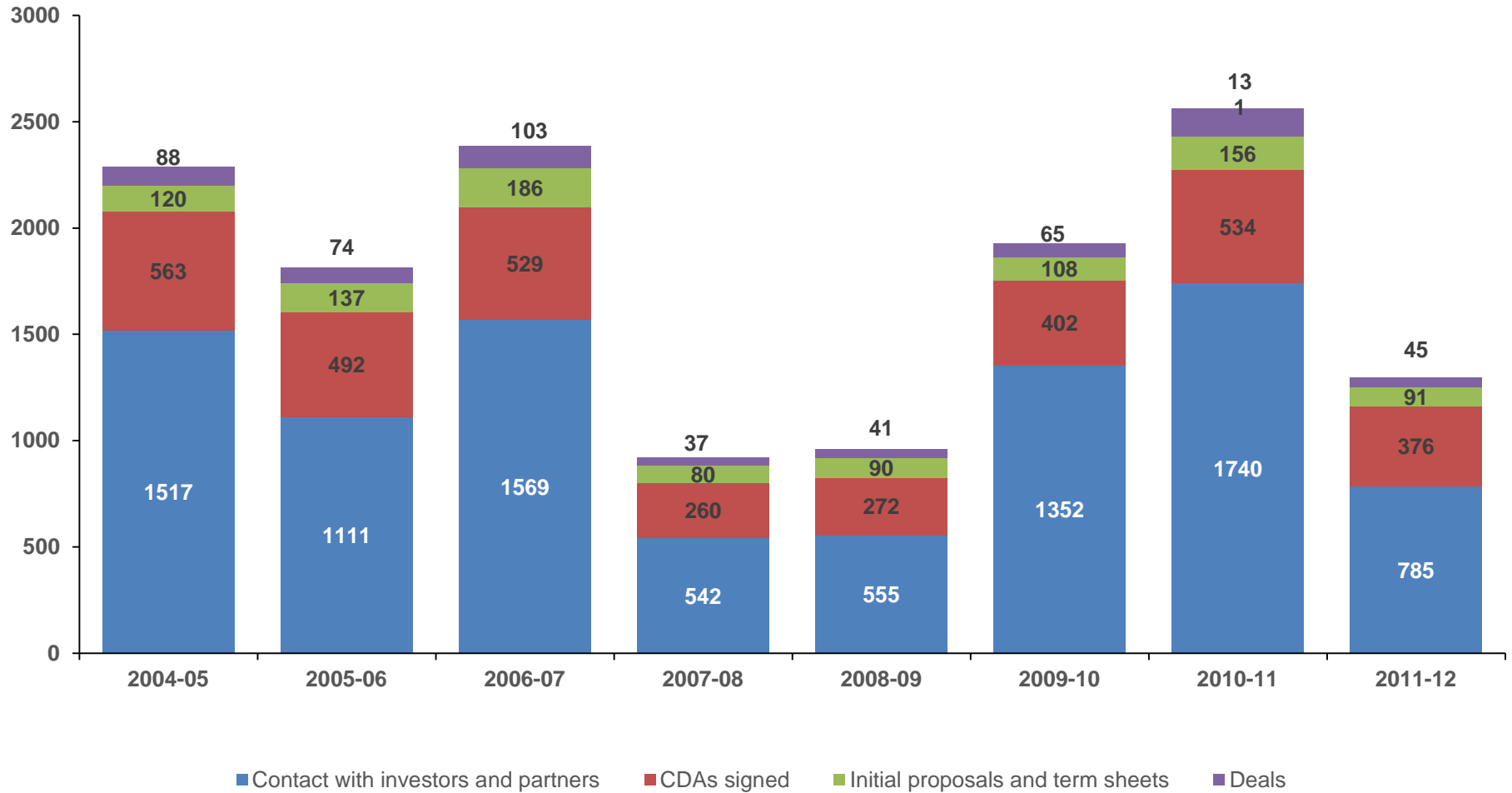
NIH-CAP RESULTS: 2004-2012





NIH-CAP RESULTS: 2004-2012

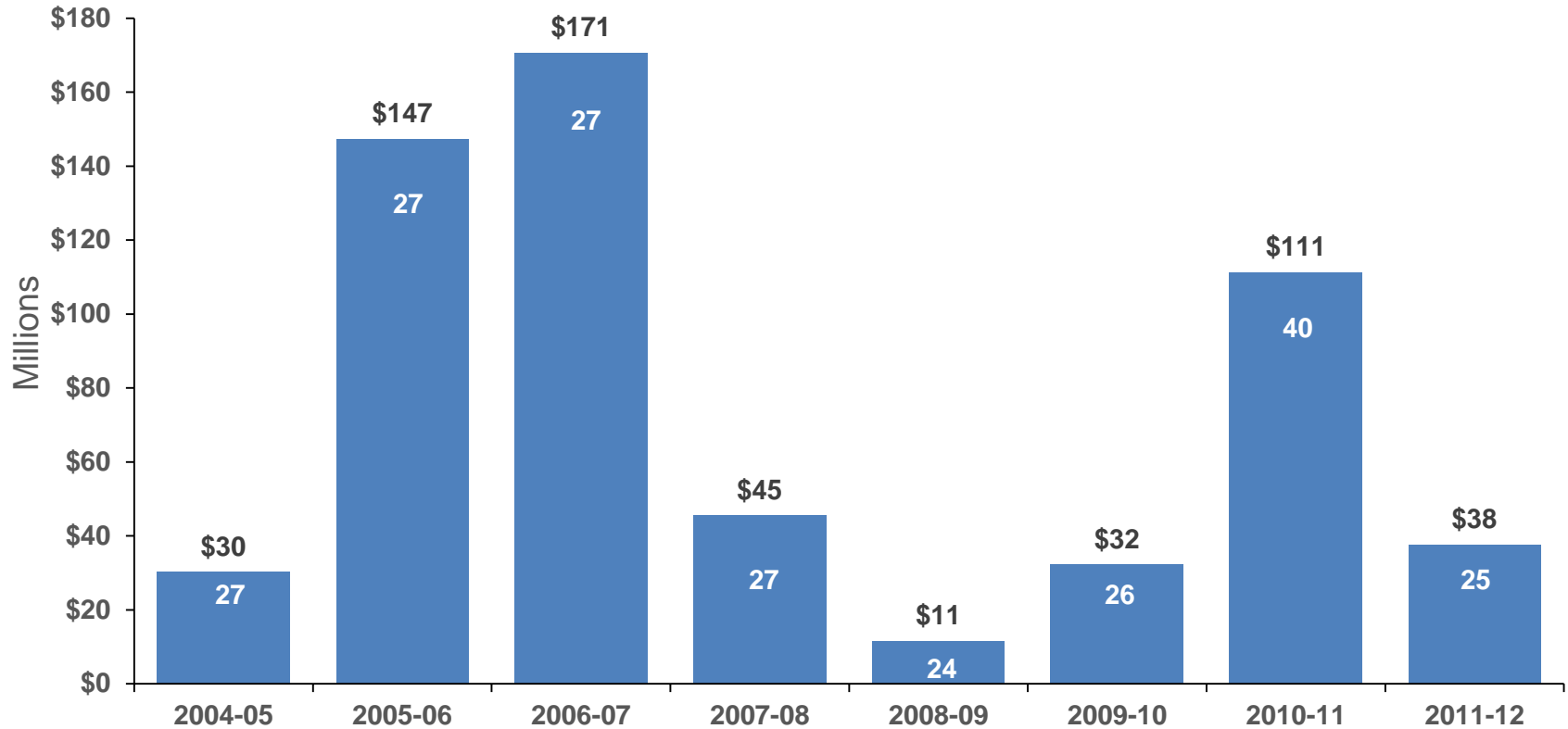
Contacts to Deals





NIH-CAP RESULTS: 2004-2011

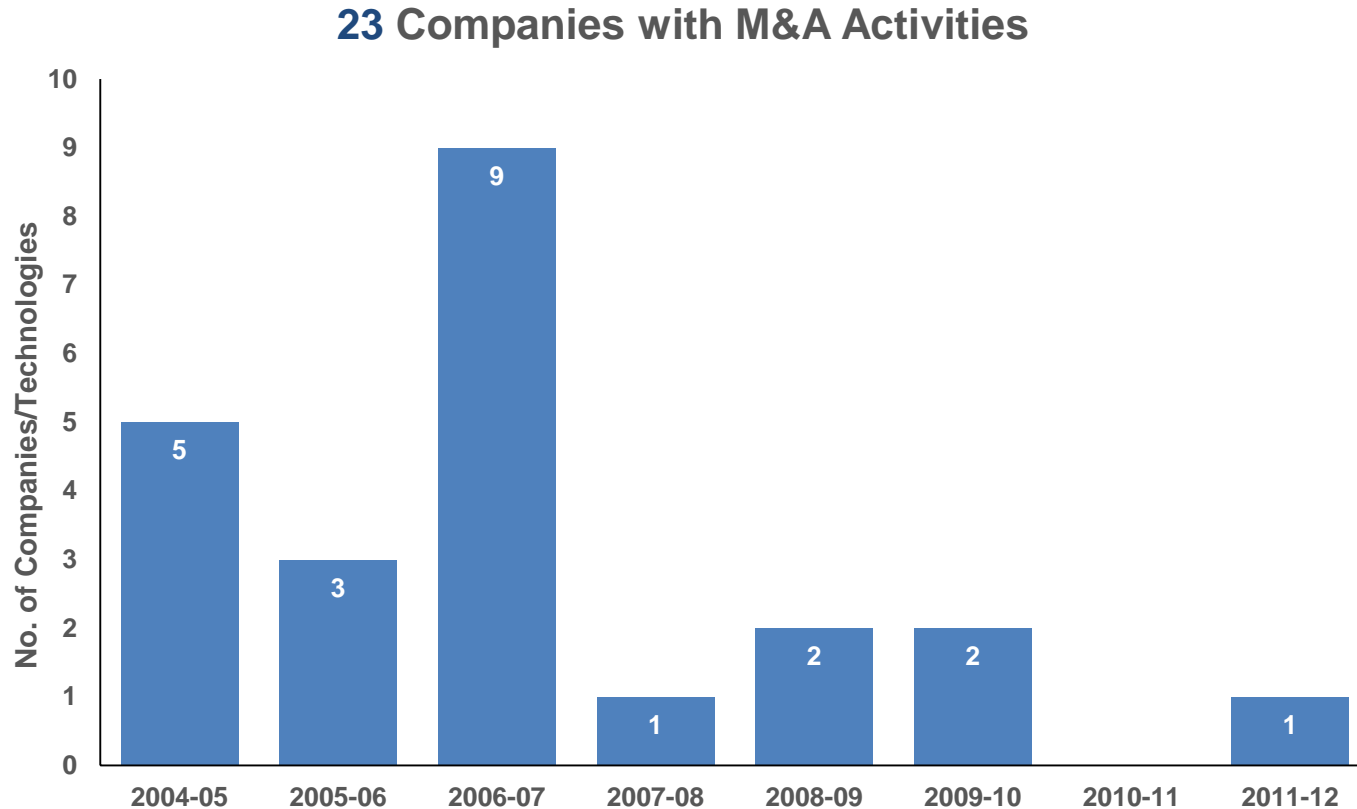
Non Government Funding* Raised: **\$586,060,324**



*Angel, family, venture capital, industry

NIH-CAP RESULTS: 2004-2012

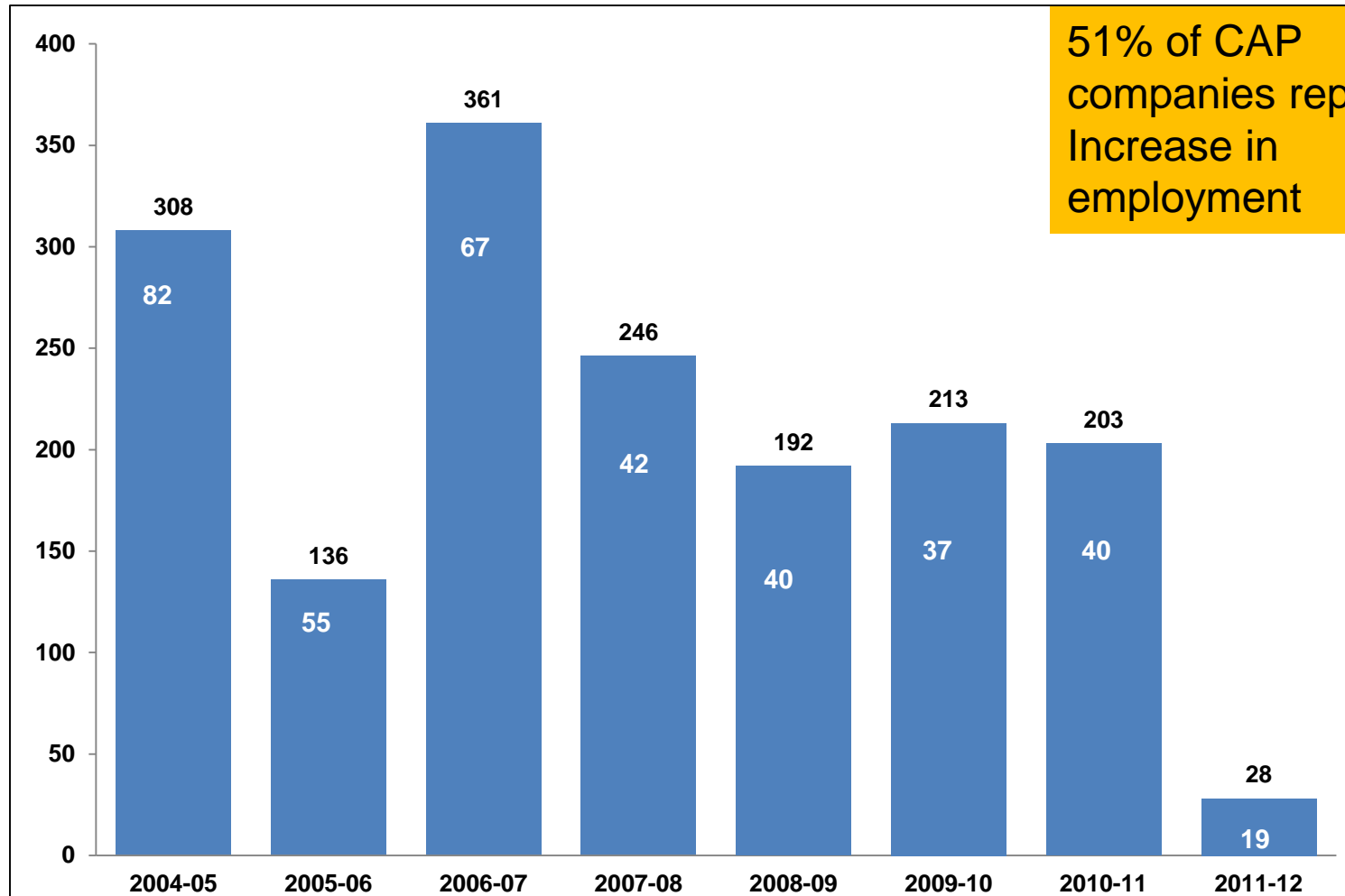
Mergers & Acquisitions



***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



Number of New Jobs By Number of Companies Per CAP Cohort



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

