

INNOVATION THROUGH COLLABORATION
NCI Technology Transfer Center

**“Working with Non-Traditional
Collaboration/Licensing Partners”**

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Commercialization Challenges for the NIH

Challenges:

- **Recent court decisions** raised the bar on requirements to obtain biomedical patents
- Biomedical technologies are **high risk** to commercialize
- NCI's inventions typically **early stage** and often require additional development to be attractive for licensing.



Opportunity:

- **57%** of NCI's portfolio remains **unlicensed**

Response:

- TTC initiated multiple new approaches to advance development of NCI inventions through creation of the IDMU

Common Myths About Working with NIH



- **Basic research**
FACT: Translational/clinical assets
- **Only drugs**
**FACT: Devices/Dx/Biomarkers/Wearables/
Tools/Digital Health**
- **No exclusive licenses**
FACT: Exclusivity can be negotiated
- **Cumbersome process**
FACT: We are transaction experts
- **Only develop internal ideas**
FACT: Ideas can originate in company partners

NIH Patent Portfolio

- Assets available for licensing/collaboration:
 - **Therapeutics**
 - **Vaccine**
 - Devices
 - Diagnostics
 - Tools
 - Software
 - Wearables and digital health
- **Pre-clinical** and **clinical stage** technologies
- Non-patented technologies available as **Research Tools** under Non-exclusive licenses (e.g., animal models, antibodies & cell lines)


Who are our Potential Partners?

- **The Usual Suspects:**

- Large & Mid-size Companies

- **Newer players in the ecosystem:**

- Start-up companies
- Technology Scouts
- Investors (e.g., angels and venture capitalists)
- Entrepreneurs
- Economic development entities
- Foundations and philanthropies
- Service providers (e.g., law, accounting & consulting firms)

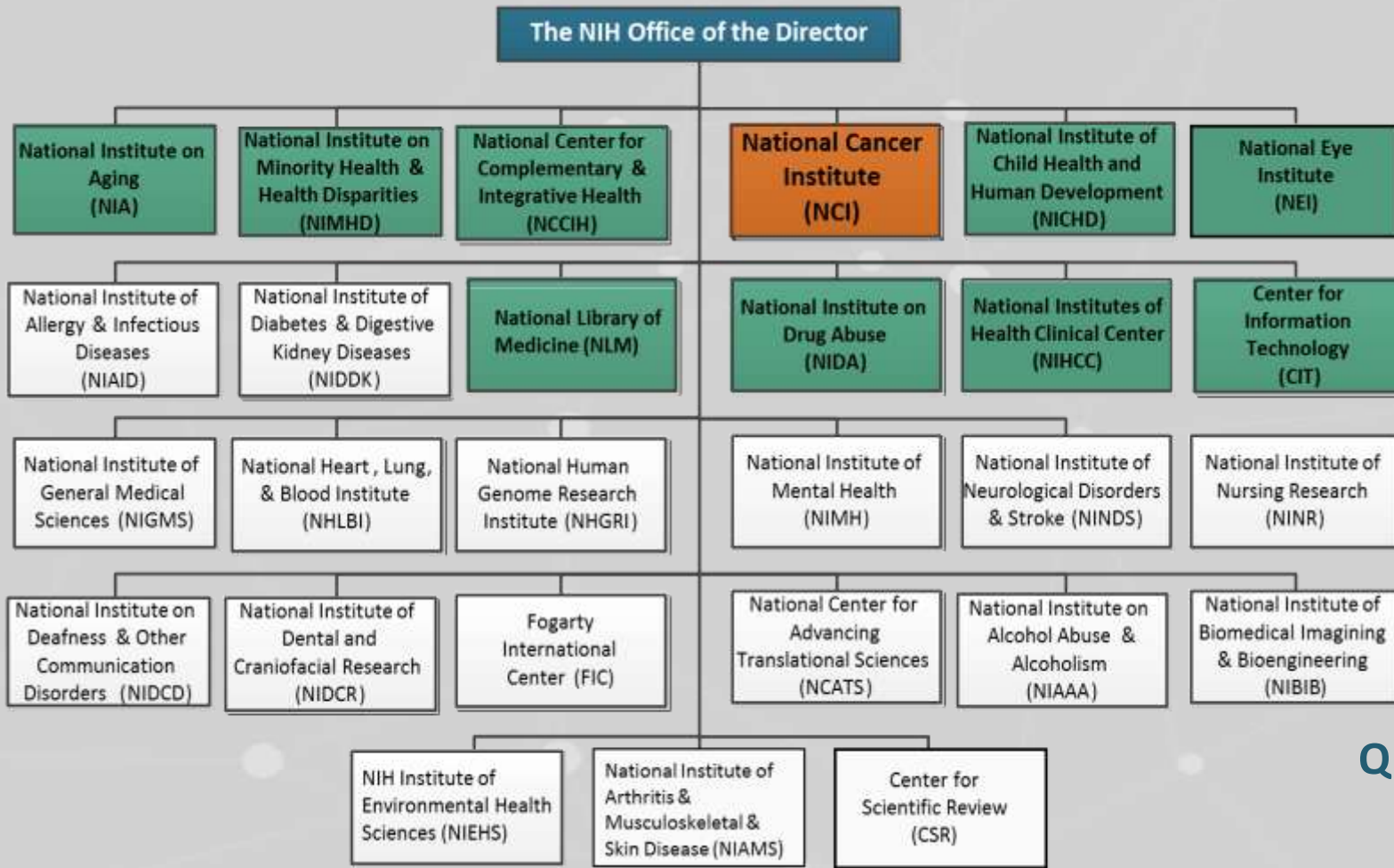


**We make them
part of our
marketing team**

IDMU - How Do We Work with These Partners?

- **Recognize who's the potential licensee/collaborator**
 - **Company created** by VC is the Party
 - **Company represented** by the Tech Scout is the Party
 - VC/Scouts can be parties to CDAs
- **Treat them like any other company we traditionally work with**
 - **Company's capabilities**
 - Determine level of sophistication (**VC → Experienced Start-Up → Green Start-Up**)
 - Only work with those who can deliver
 - **PI interest**
 - Is there a research/technology development match with a PI?
 - Is the PI willing to work with the Company?
- **Customized outreach for each audience**
- **Build relationships**

IDMU - Whatever Your Technology Area, One of the 27 Institutes/Centers Can Help



Technology Transfer Center (TTC)
manages technologies from **NCI**
and **nine other Institutes/Centers**



**Q: What if you are interested in a technology
outside these Institutes/Centers?**

A: Any TT office is glad to connect you!

NCI Start-Up 2.0: Term-limited, Exclusive Evaluation Option License

- **Companies developing early-stage technologies from intramural research of NIH Institutes and Centers served by the TTC: NCI, NEI, NIA, NICHD, NIDA, NIMHD, NIH CC, NCCIH, NLM, and CIT**
- **Companies that are:**
 - **< 5 years old**
 - **< \$5M in capital raised**
 - **< 50 employees**
- **24-month option period**
- **\$5K execution royalty within 60d of effective date;\$5K royalty due one year later**
- **NIH partner pays on-going patent expenses during option period**
- **Option to convert to an Exclusive Patent License**

Pursuing a Partnership with NCI – Our Technology Transfer Center Can Help

- **Not a special program**
- **Not a competitive process**
- **No application deadlines**
- **Get started via email or phone call**
 - Reach out with small amount of technical information
 - Know your “ask”
- **We try to identify internal champion (NIH investigator)**

NIH Value Proposition

\$7B Product sales from licensed NIH/FDA IP (FY13)

- ✓ **Validate your technology and/or test in humans**
- ✓ **Usually No equity position**
- ✓ **10% overhead rate**
- ✓ **Doesn't take your IP**
- ✓ **World-renowned researchers and resources**
- ✓ **Prestige factor: Collaboration = higher company profile**

Partnering with NIH Offers Significant Commercialization Potential

Acquisition



acquired by



for US \$11B

Collaborators and Licensees

Organization	Product	2017 Worldwide Sales
		US \$2.3B
		US \$1.3B
		US \$1.8B
		US \$13M
		US \$12M

Contact Us – Let's Explore Working Together

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