NIH Technical and Business Assistance (TABA) Program

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SEED (Small business Education & Entrepreneurial Development)
Office of the Director | Office of Extramural Research | National Institutes of Health
NIH Small Business Programs (SBIR and STTR)

The largest sources of early-stage capital for life sciences in the U.S.

- Helps small businesses **accelerate discoveries** from bench to bedside
- **Free money** – not a loan
- Companies own the **data and intellectual property** they create
- Awardees can **leverage funding** to attract investors and partners

Small Business Innovation Research + Small Business Technology Transfer = $1.2 billion every year!
New Support for Awardees

Technical and Business Assistance (TABA)

- TABA Needs Assessment
- TABA Funding (requested in grant application)
- TABA Consulting Services (coming soon)

Education

- I-Corps at NIH
  - Concept to Clinic: Commercializing Innovation (C3i) Program

Funding and Support

- CRP Funding
  - Phase II/IIB
- Regulatory & Business Development Consultants

Partnering and Investment Opportunities

- Company Showcase

https://sbir.nih.gov/support-for-awardees
The Technical and Business Assistance (TABA) Program helps small businesses identify and address their most pressing product development needs.

Enables companies to:

• Make better technical decisions
• Solve technical problems that are beyond the scope of the funded R&D
• Minimize technical risks
• Commercialize the product
Grantees may request TABA Funding as part of their grant. TABA costs **may not** exceed:
- $6,500 in additional funding **per year** for a Phase I
- $50,000 in additional funding **per project period** for a Phase II

Institutes can set individual budget guidelines for their SBIR and STTR programs - **Talk to program staff before submission**

Projects that are awarded TABA Funding **cannot** use centralized TABA Programs (TABA Needs Assessment or TABA Consulting Services) during that SBIR/STTR Project Phase.
TABA Funding Guidelines

Funding supports services (subcontracts or consultants) to provide:

- Access to subject matter experts,
- Assistance with product sales,
- Intellectual property protections,
- Market research and/or validation,
- Development of regulatory plans,
- Development of manufacturing plans,
- Access to technical and business literature available through on-line databases.

Funding **cannot** provide:

- Part of the R&D activities of the award
- Activities that the recipient can provide internally
- General maintenance of or investment in an applicant/division within the small business, an affiliate/investor of the small business, or a subcontractor/consultant required as part of the award R&D
- Contributions to the SBIR/STTR fee
- Not applicable to the scope of the award
- Contingency costs
- Audit services
- Patent costs **above and beyond those outlined for the NIH funded program and funding**
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• Provides a third party, unbiased assessment to help small businesses identify their most pressing product development needs and better utilize TABA Funding and other Support Programs

• Supports companies developing all types of technologies
Vikriti Management Consulting evaluates a company’s product development path in 10 areas:

- Target Market Attractiveness
- Technology and Market Needs
- Regulatory/Clinical
- Business Model Profitability
- Reimbursement
- Competitive Advantage and Intellectual Property
- Market Access/Sales and Marketing Strategy
- Management Team
- Strategic Partners
- Funding Status

Suggests highest priority steps to improve the commercial potential.
Eligibility:

- SBIR and STTR Phase I and Phase I Fast-Track awardees who have had an active Phase I grant or contract within the past two years

- Projects that received Niche Assessment or TABA Funding in the Phase I are **ineligible**

- Participation in other Support Programs (e.g. I-Corps at NIH or C3i) **does not** make a company ineligible
Request Process

- Open all year
- **MUST** submit a request at: [https://sbir.nih.gov/support-for-awardees/taba-needs-assessment](https://sbir.nih.gov/support-for-awardees/taba-needs-assessment)
- Requests are reviewed monthly
- Notification of status within 60 days of submission
- If selected:
  - Initial phone interview within 2 weeks
  - Report will be completed in 2-3 months
  - Post-report meeting after delivery
About Vikriti

The VIKRITI Approach

We facilitate conversations

Develop strategic and operational playbooks

Implement the game-changing play

Strategic and Business Planning

Change Management

• Industry Trends/Market Research & Analysis
• Business Capability Assessment and Road-mapping
• Strategic Planning Facilitation
• IP/Competitive Landscape Analysis
• Regulatory Review
• Financial/Funding Planning
• Change Management
• Governance
• Communication Strategy
• Talent and Resource Strategy
• Business Process Management
• Business Continuity Planning
• Exit Planning

Life Sciences and Healthcare Practice

• Commercialization Path Analysis and Planning
• Technology Roadmap Planning
• Strategic Planning and Alignment
• Capacity Planning
• Life Sciences Business Operations Consulting
• Clinical Strategy Review and Consulting
• Healthcare Business Operations Consulting
• Telemedicine Change Management
• Altheia – Predictive Health Analytics

Technology Practice

• Technology Assessment and Strategy
• Business and Technology Architecture
• Product Definition
• Product Lifecycle Management
• Manufacturing Strategy and Consulting
• Supply Chain Management Strategy and Consulting
• Infrastructure Delivery
• Custom Solutions Development
• Maintenance and Support
• Near/Off-shoring, Captive and Vendor models
• Disaster Recovery

Aligning Your Team to Harness the Momentum of the Marketplace

Change begins with People