



# ***NIH Technical and Business Assistance (TABA) Program***

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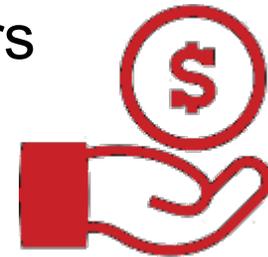
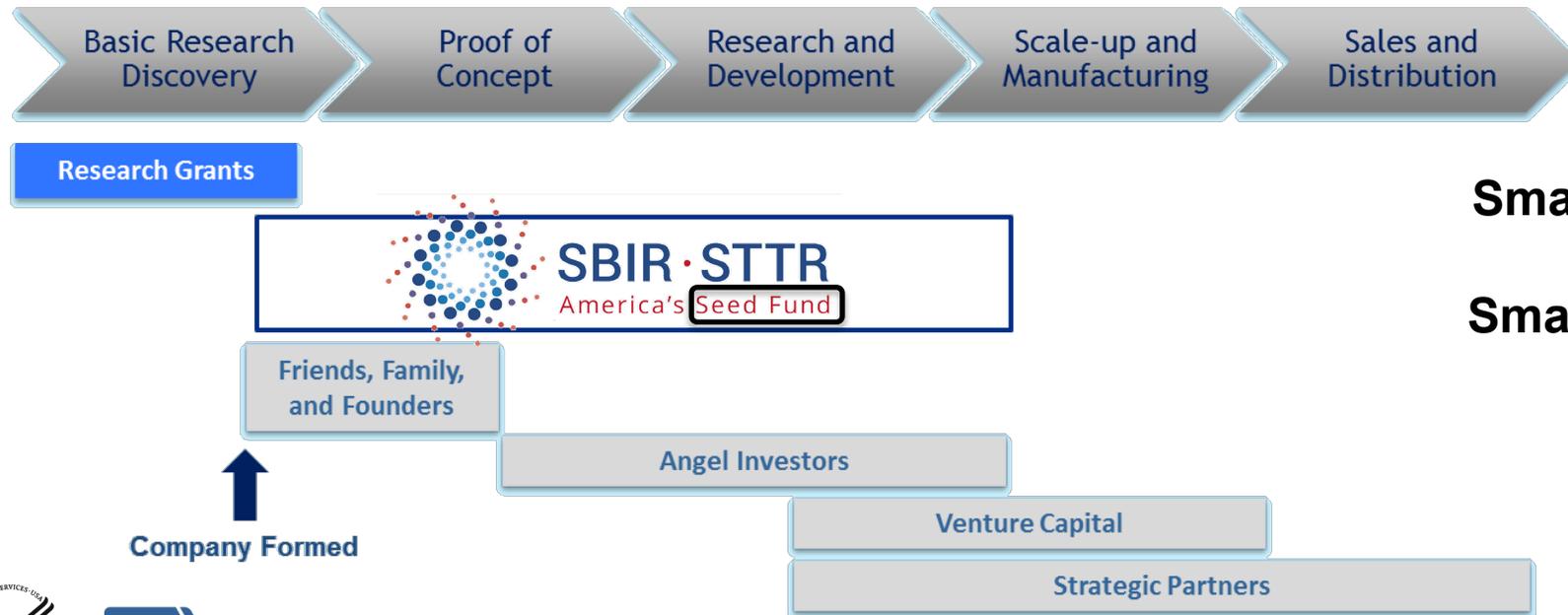
**SEED (Small business Education & Entrepreneurial Development)**  
**Office of the Director | Office of Extramural Research | National Institutes of Health**



# 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  
=

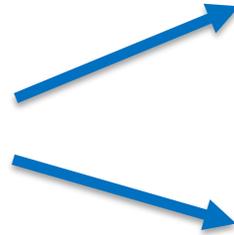
**\$1.2 billion  
every year!**



# New Support for Awardees

## Technical and Business Assistance (TABA)

TABA Needs Assessment



TABA Funding  
(requested in grant application)

TABA Consulting Services  
(coming soon) Phase II/IIB

## Education

I-Corps at NIH Phase I

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



**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.

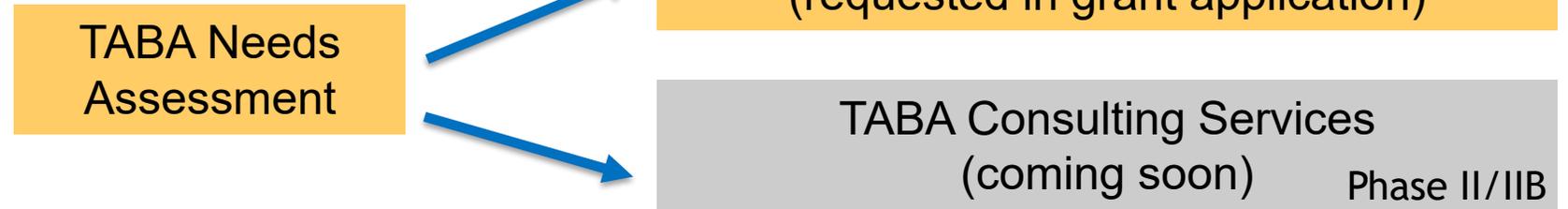
Funding **cannot** provide:

- 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*



# New Support for Awardees

## Technical and Business Assistance (TABA)



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## NOT-OD-21-023

- 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



SBIR/STTR Home > Technical and Business Assistance - Needs Assessment

## Technical and Business Assistance - Needs Assessment

The TABA Needs Assessment Report provides a third party, unbiased assessment of your progress in 10 technical and business areas that are critical to success in the competitive healthcare marketplace:

- 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

The report will also suggest the highest priority steps you can take to improve the commercial potential of your product or service. The TABA Needs Assessment is performed by Vikriti Management Consulting on behalf of NIH and a sample report may be found here. There is no cost for this report and the time commitment for participation is minimal - selected companies are required to participate in a small number of information gathering interviews with Vikriti's team of commercialization experts and a feedback session. Needs Assessment Reports will be completed in 2-3 months.

**Eligibility:** Companies that have held an active Phase I SBIR/STTR grant or contract within the past two years

**Deadline:** The Needs Assessment Program will be open throughout the year. Requests will be reviewed on a monthly basis with notification of status within 60 days of submission.

Learn more about the TABA Needs Assessment Report on **Tuesday, December 1 at 1:00pm ET.**

**Register for the webinar today!**

**Request a Needs  
Assessment Report**



- Open all year
- **MUST** submit a request at:  
<https://sbir.nih.gov/support-for-awardees/ta-ba-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

VIKRITI Management Consulting, LLC.

recognized by **IRTECH**  
**Outlook** magazine as

TOP 10  
**CHANGE**  
**MANAGEMENT**  
CONSULTING/SERVICES COMPANIES - 2019

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and impacting the marketplace*

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Management Consulting

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<https://sbir.nih.gov>

[NIH Guide for Grants and Contracts](#)  
(weekly notification)



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