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

Updated: June, 2014

National Institutes of Health
*Office of Extramural Research*

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

**NIH** National Institutes of Health
*Office of Extramural Research*

**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

**Participants**
- **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)*

**Activities & Timeline**
- 10-month program
- Personalized 1-on-1 business mentoring
- Industry connections

**Results**
- Tracking tools
- Data analysis

**For phase II SBIR/STTR awardees**

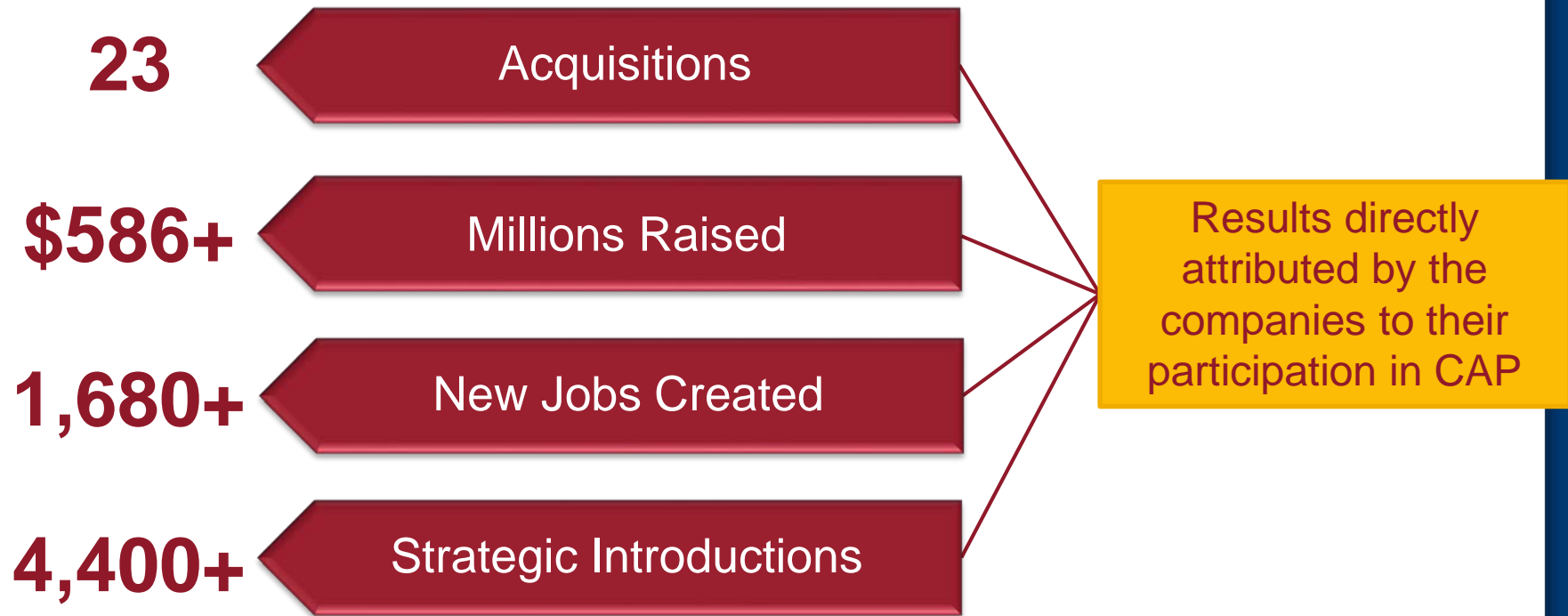**Active projects or 5 years since completion of project are eligible**

*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**

**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
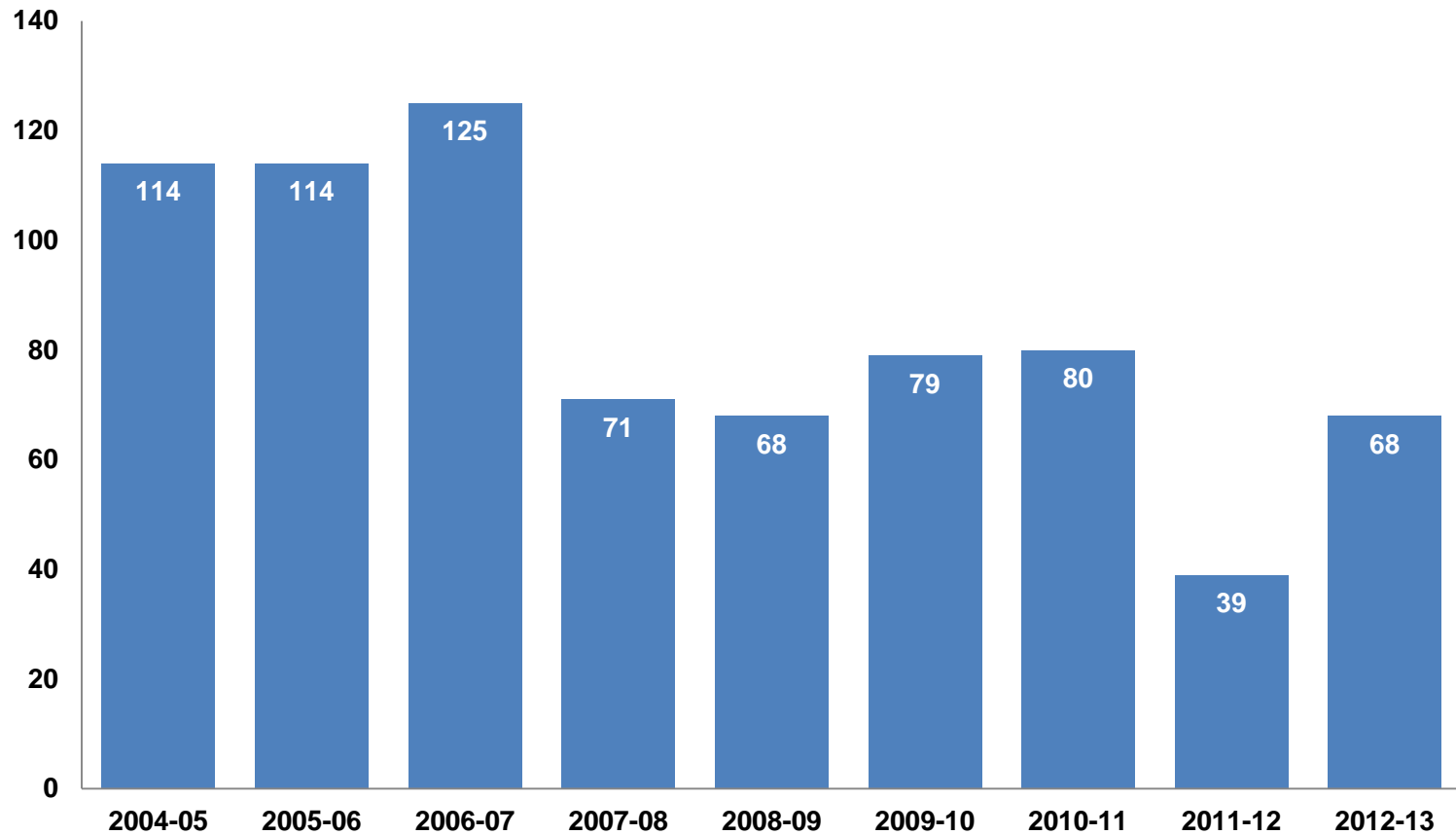
**Market Readiness**

- 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)

**Access to Industry**

- Opportunities for discussions with strategic partners

- Outside perspectives and recommendations (technical, commercial, financial)
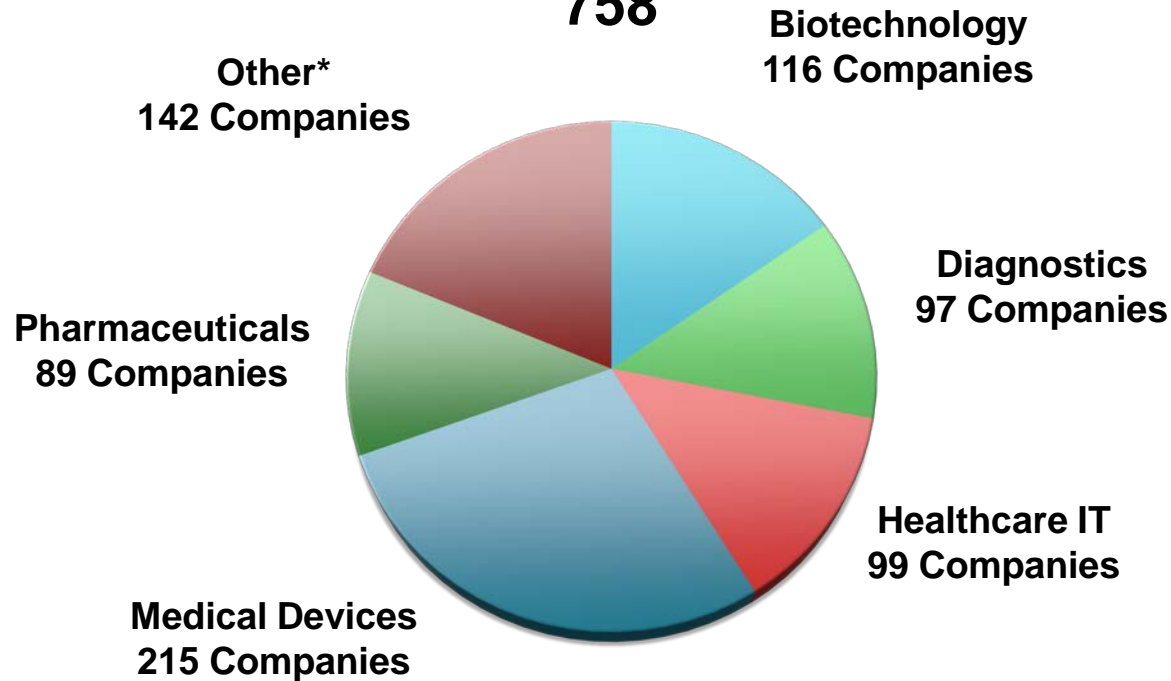
# NIH-CAP PARTICIPANTS: 2004-2013

**Total Participating Companies: 758**

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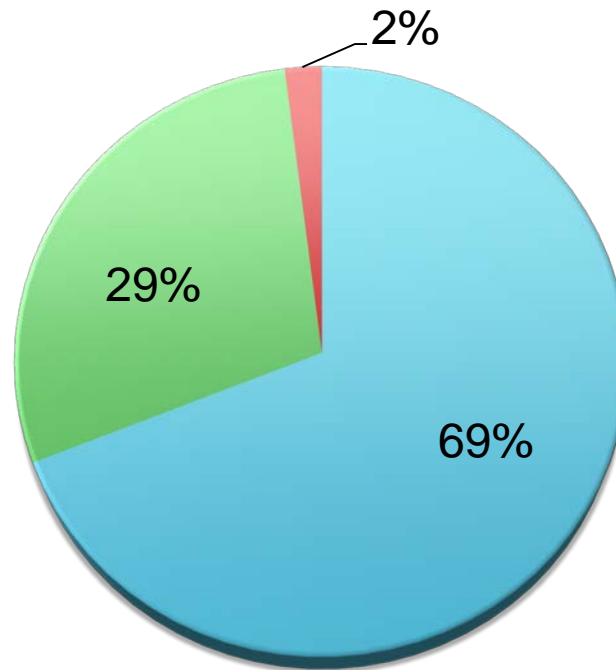
- Financial indicators
- Grant/loans received
- Investment funds raised
- New jobs created
- New products
- Partnerships
- Product sales
- Qualitative assessment

* Note: tracking of participants from the 2012-13 CAP is still underway.
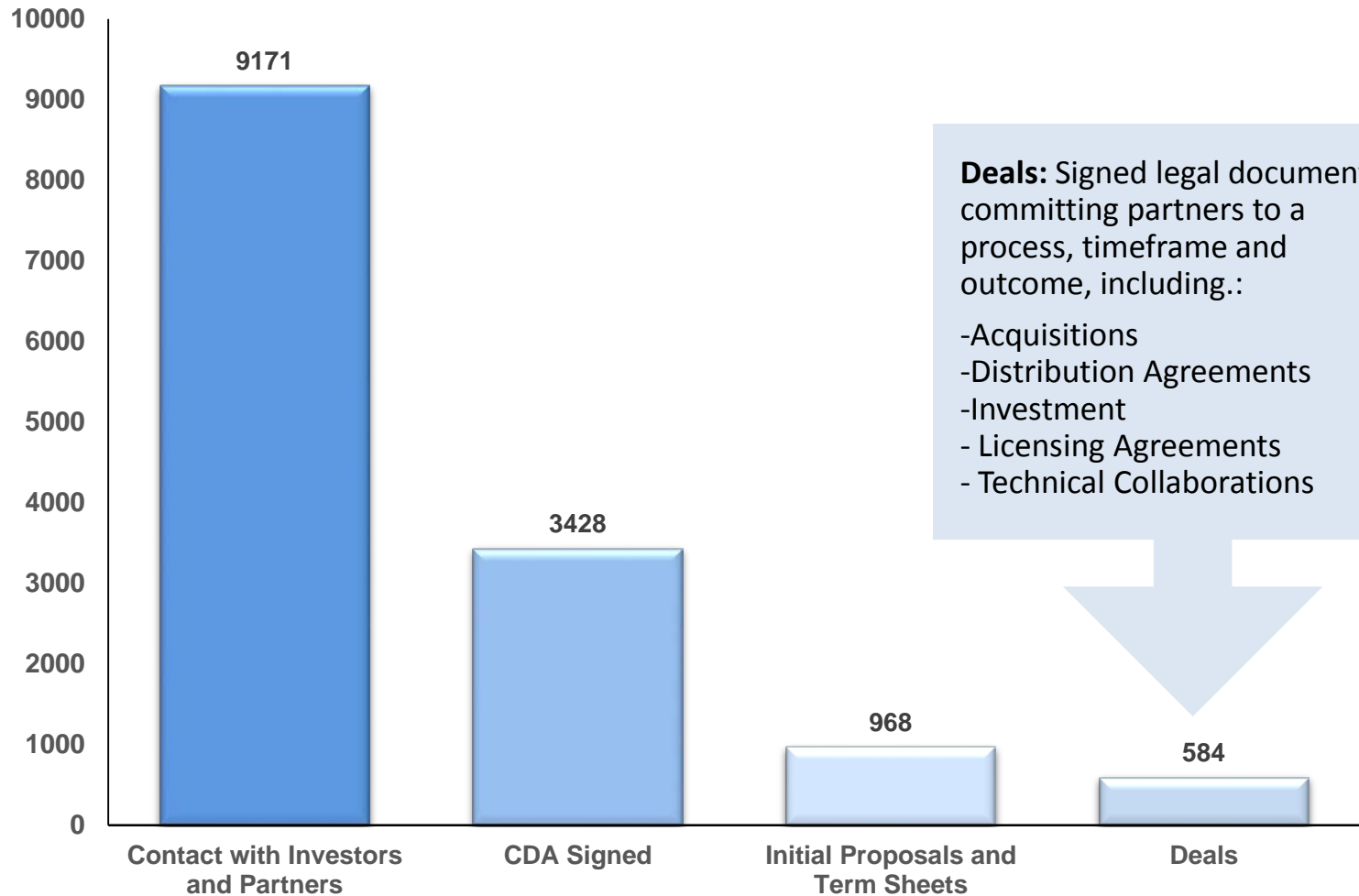
# NIH-CAP RESULTS: 2004-2012



**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



Stacked bar chart titled "NIH-CAP RESULTS: 2004-2012 Contacts to Deals" showing values by year:

| Year | Contact with investors and partners | CDAs signed | Initial proposals and term sheets | Deals |
|------|------|------|------|------|
| 2004-05 | 1517 | 563 | 120 | 88 |
| 2005-06 | 1111 | 492 | 137 | 74 |
| 2006-07 | 1569 | 529 | 186 | 103 |
| 2007-08 | 542 | 260 | 80 | 37 |
| 2008-09 | 555 | 272 | 90 | 41 |
| 2009-10 | 1352 | 402 | 108 | 65 |
| 2010-11 | 1740 | 534 | 156 | 131 |
| 2011-12 | 785 | 376 | 91 | 45 |

Legend: Contact with investors and partners; CDAs signed; Initial proposals and term sheets; Deals
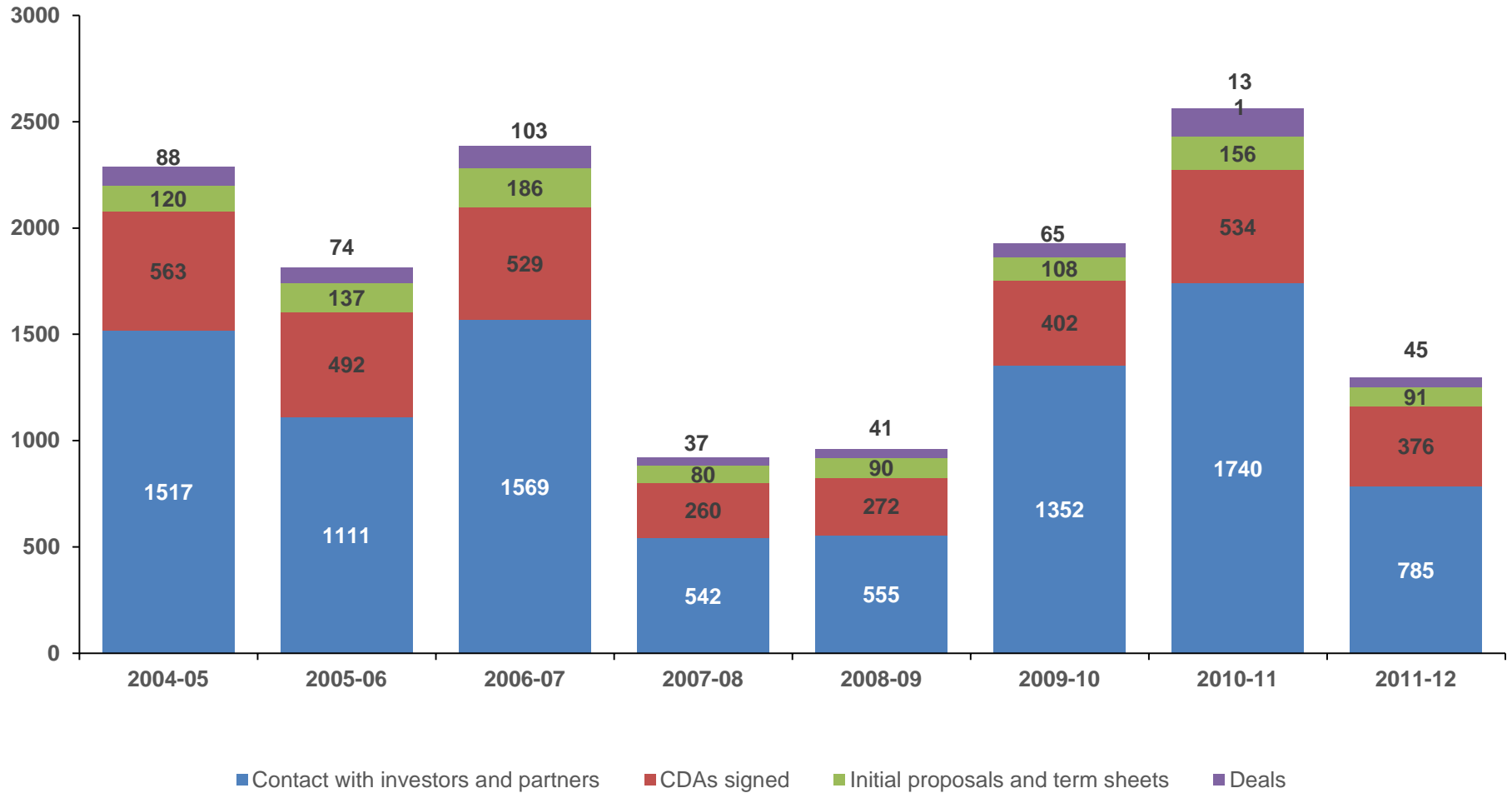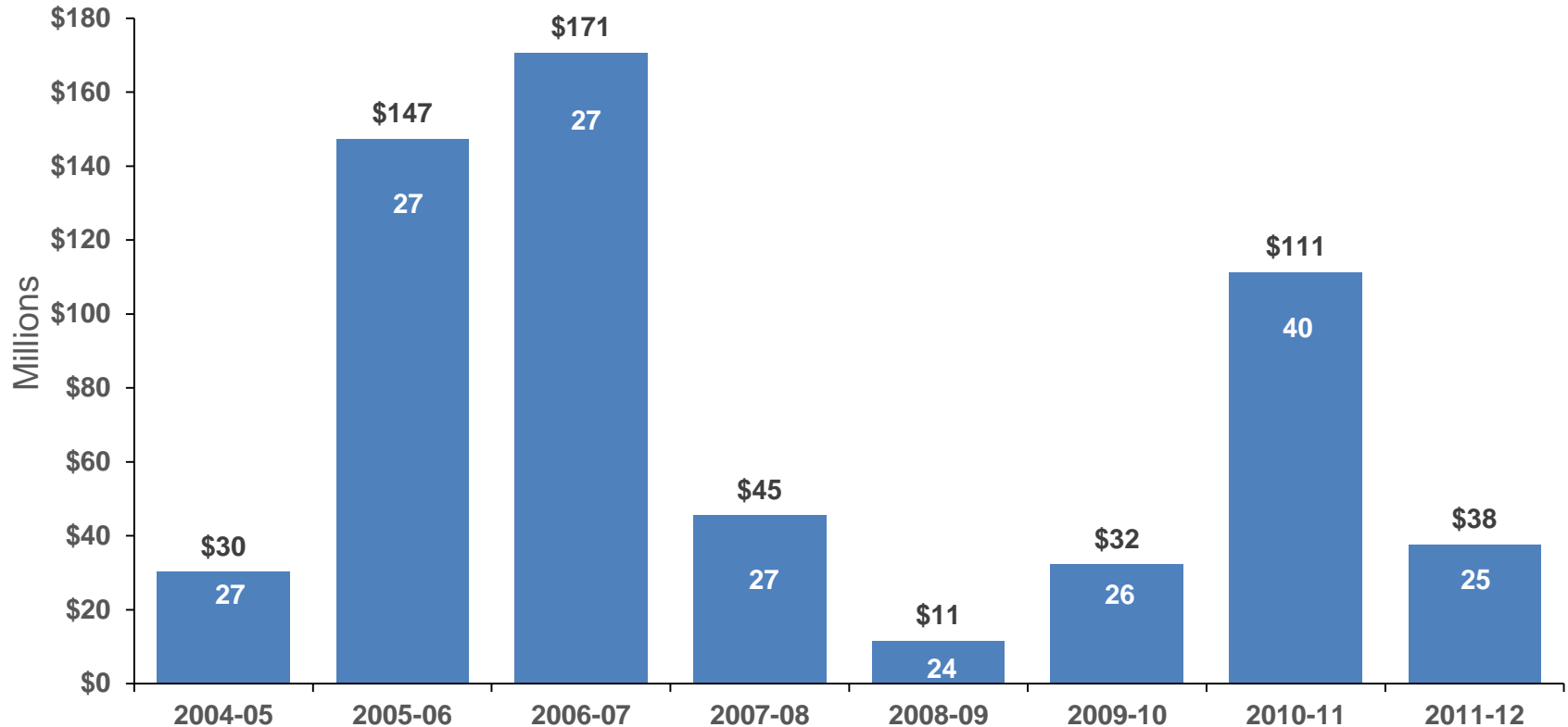
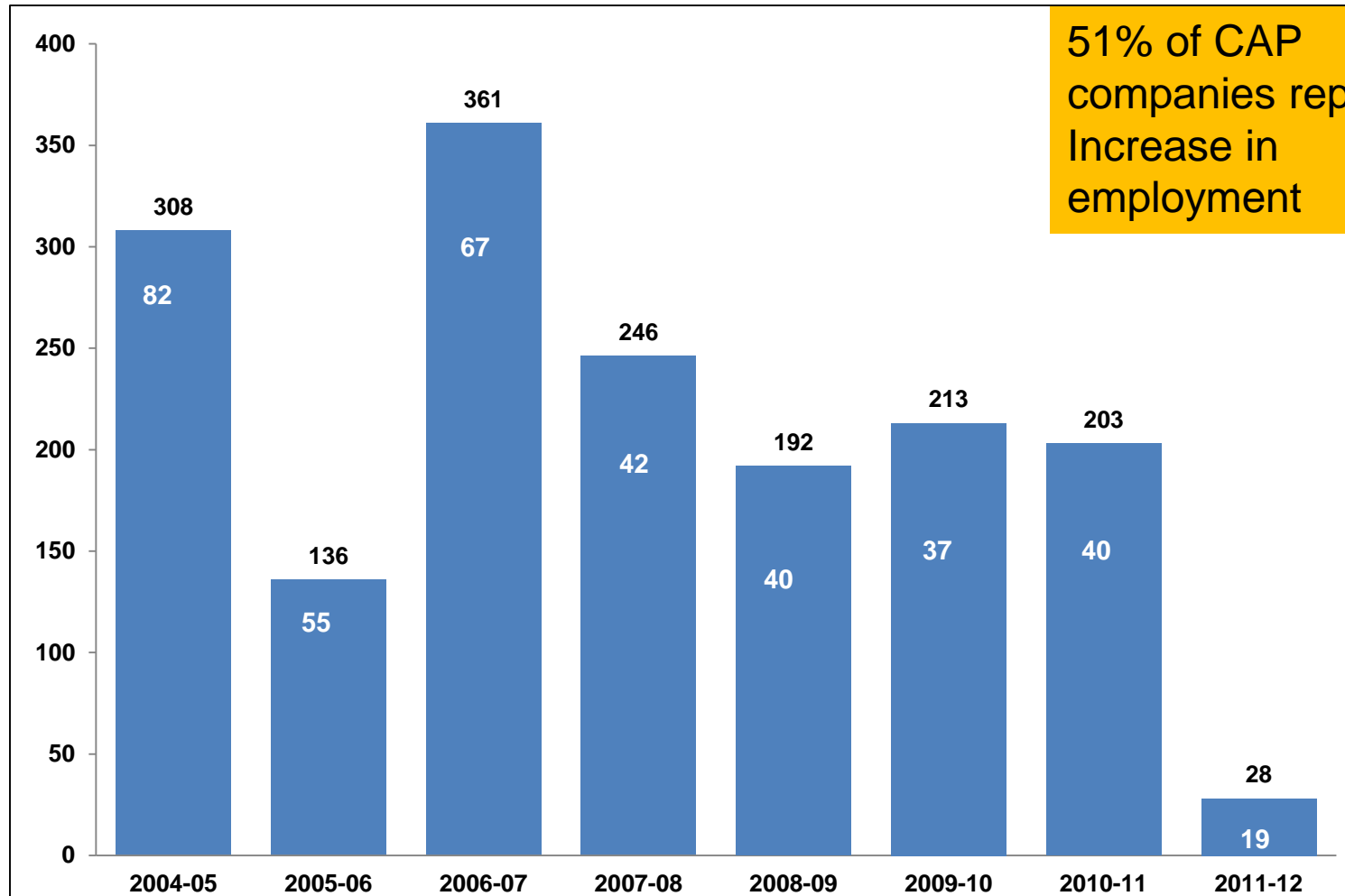# NIH-CAP RESULTS: 2004-2012
## Mergers & Acquisitions

**23** Companies with M&A Activities
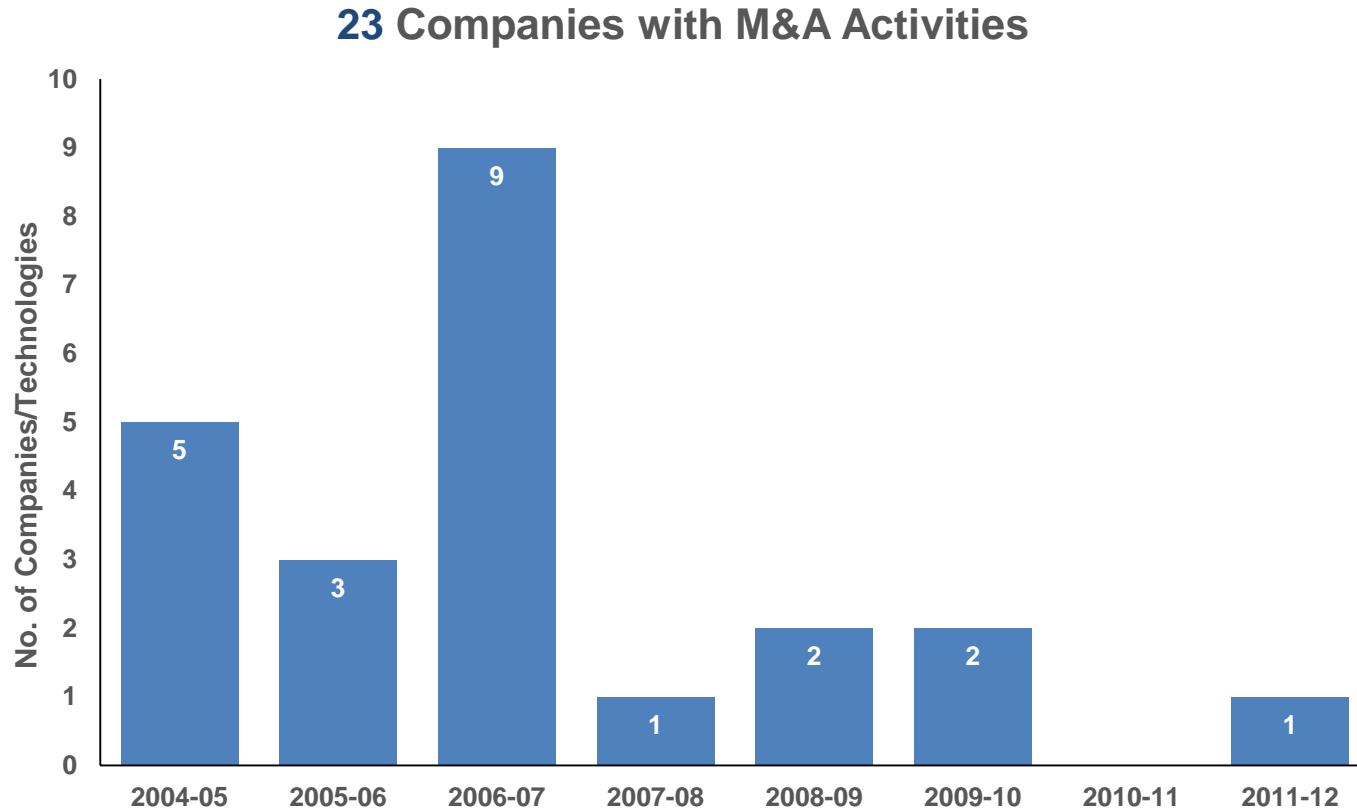


*M&A activities are attributed to year when company participated in CAP, not when M&A occurred

# 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**

| Cohort | New Jobs | Companies |
|--------|----------|-----------|
| 2004-05 | 308 | 82 |
| 2005-06 | 136 | 55 |
| 2006-07 | 361 | 67 |
| 2007-08 | 246 | 42 |
| 2008-09 | 192 | 40 |
| 2009-10 | 213 | 37 |
| 2010-11 | 203 | 40 |
| 2011-12 | 28 | 19 |

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