

May 8, 2024 | UMB outreach

# From Lab to Market: Funding and Commercialization Resources for Early-stage Start-ups from The National Cancer Institute

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**Jonathan Franca-Koh, PhD, MBA**  
**Monique Pond, PhD**

Small Business Innovation Research (SBIR) Development Center  
National Cancer Institute (NCI)



# TODAY'S SPEAKERS

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**Jonathan Franca-Koh, PhD, MBA**  
Team Leader & Program Director  
SBIR Development Center  
National Cancer Institute



**Monique Pond, PhD**  
Team Leader & Program Director  
SBIR Development Center  
National Cancer Institute

# OUTLINE OF THE TALK

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- Overview SBIR/STTR Program
- Funding Opportunities
- Commercialization Resources and Assistance for Applicants
- Application Tips and How Program Directors Can Help
- Q & A

# OVERVIEW SBIR/STTR PROGRAM

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# CONGRESSIONALLY MANDATED PROGRAM

Set Aside for FY23

<b>SBIR</b> SMALL BUSINESS INNOVATION RESEARCH	Set-aside program for small business concerns to engage in Federal R&D with the potential for commercialization <i>Federal agencies with an extramural R&amp;D budget &gt; \$100M</i>	<b>\$178M (3.2%)</b>
<b>STTR</b> SMALL BUSINESS TECHNOLOGY TRANSFER	Set-aside program to facilitate cooperative R&D between small business concerns and U.S. research institutions with the potential for commercialization <i>Federal agencies with an extramural R&amp;D budget &gt; \$1B</i>	<b>\$25M (0.45%)</b>
	Total	<b>\$203M for NCI \$1.3B for NIH</b>

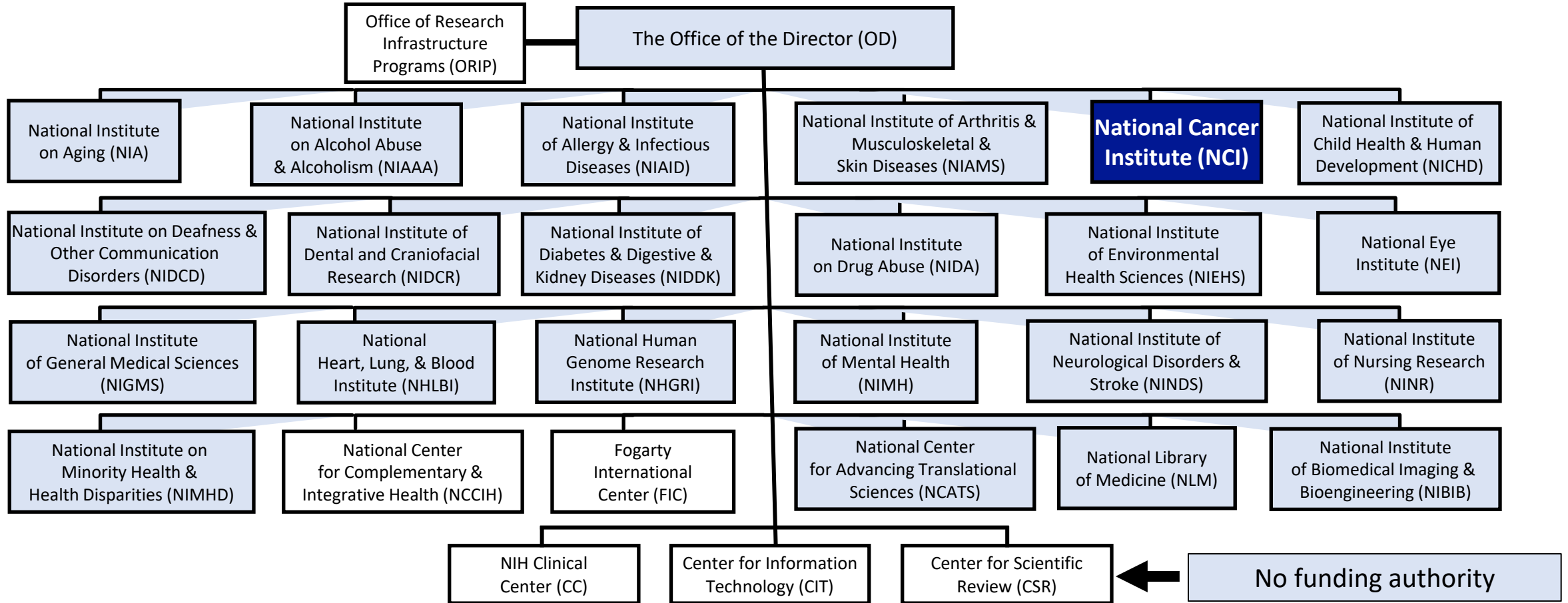
# SBIR AND STTR PARTICIPATING AGENCIES



## 11 Federal Agencies



# 27 INSTITUTES & CENTERS AT THE NIH



# WHY SEEK SBIR FUNDING?

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**Provides seed funding for innovative technology development //**

**Not a Loan**

No repayment is required  
Doesn't impact stock or shares in any way (i.e., non-dilutive).

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**IP rights retained by the small business //**

NIH does not request intellectual property for the SBIR- or STTR-funded technologies.

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**Provides recognition, verification, and visibility //**

Every application is rigorously assessed by NIH Peer Review system.

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**Helps attract additional funding or support //**

In addition to funding, we provide commercialization resources to help advance your project.

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# ELIGIBILITY

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Applicant must be a Small Business Concern (SBC)



Organized for-profit U.S. business (based in the U.S. and work performed in the U.S.)



500 or fewer employees, including affiliates



> 50% U.S.- owned by individuals and independently operated

OR

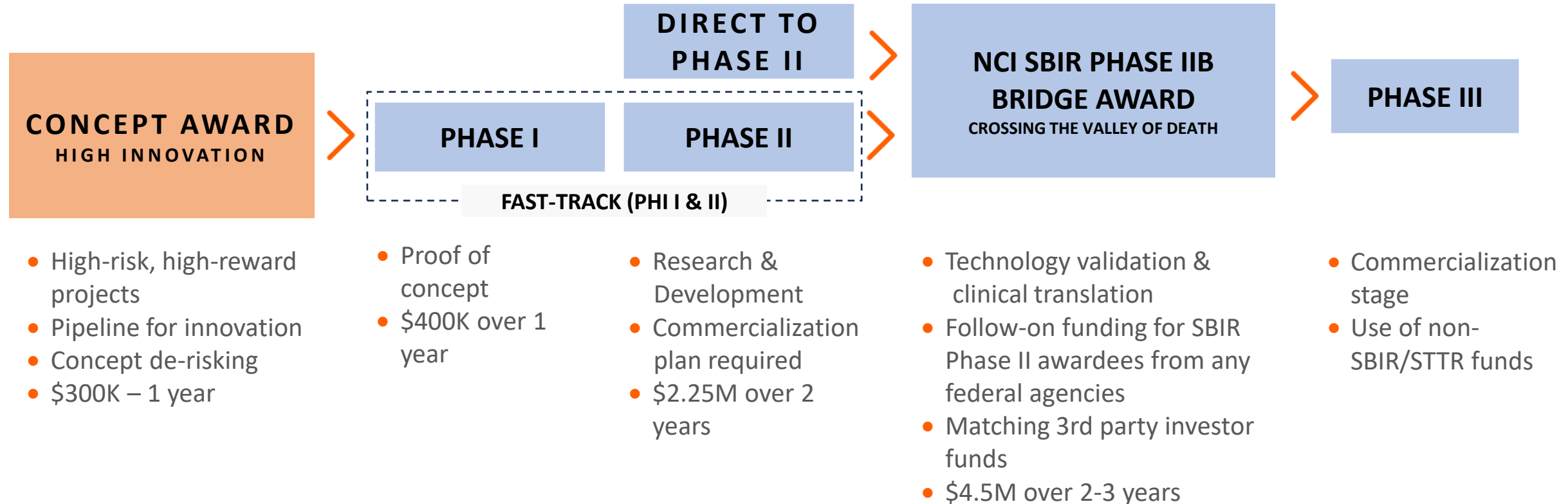
> 50% owned & controlled by another (one) business concern that is > 50% owned & controlled by one or more individuals

OR

> 50% owned by multiple venture capital operating companies, hedge funds, private equity firms, or any combination of these (SBIR ONLY)

**The award is ALWAYS made to the small business concern**

# SBIR/STTR FUNDING PHASES



# SBIR VERSUS STTR

SBIR		STTR
<p><u>Permits</u> research institution partners (e.g., universities)</p>	<b>PARTNERSHIP</b>	<p><u>Requires</u> research institution partners (e.g., universities)</p>
<p>Small business may outsource ~33% of Phase I activities and 50% of Phase II activities</p>	<b>DIVISION OF LABOR</b>	<p>Minimum 40% of the work should be conducted by the small business (for profit), and minimum of 30% by a U.S. research institution (non-profit)</p>
<p>The PD/PI's primary employment (i.e., &gt;50%) MUST be with the SBC for the duration of the project period</p>	<b>PI INVOLVMENT</b>	<p>PI primary employment not stipulated (min.10% effort to project)</p>

**The award is ALWAYS made to the small business concern.**

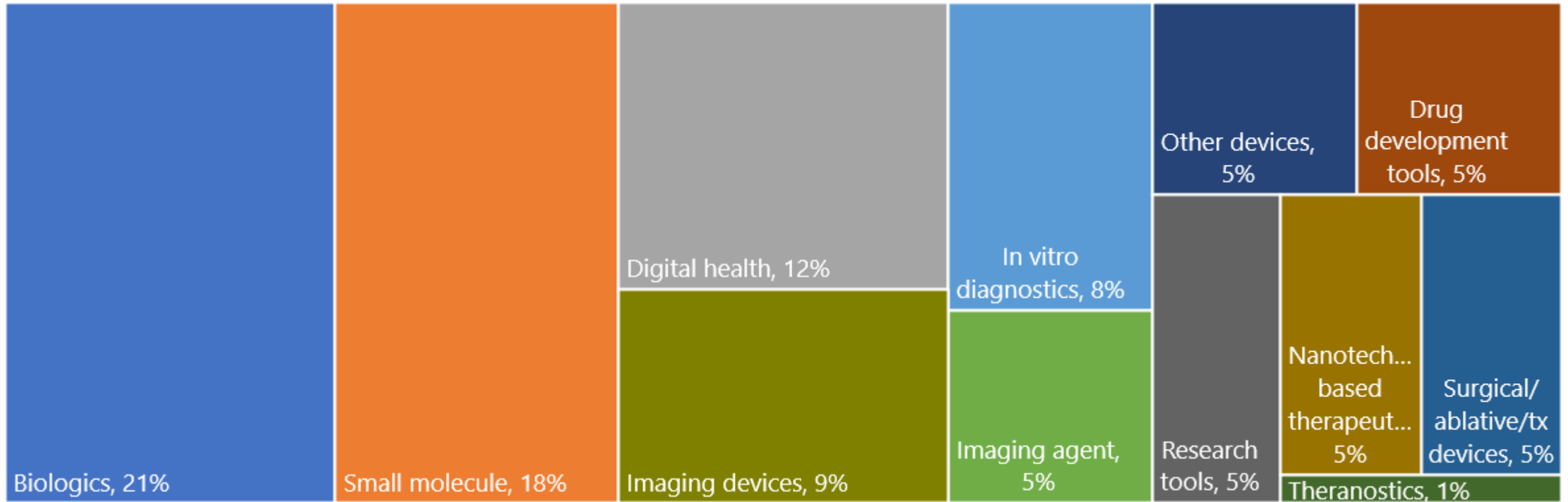


# **NCI SBIR DEVELOPMENT CENTER & FUNDING OPPORTUNITIES**

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# PORTFOLIO

- 475+ active projects
- \$192M SBIR/STTR funds in FY 2022 (81% grants, 19% contracts)



# PATIENT IMPACT (2020-2023)

**36**

Regulatory approvals

**38**

First dosed in human

**21**

IND/IDE applications

**13**

Product launches

## Mergers, Acquisitions, and Venture Financing

**\$113.88B**

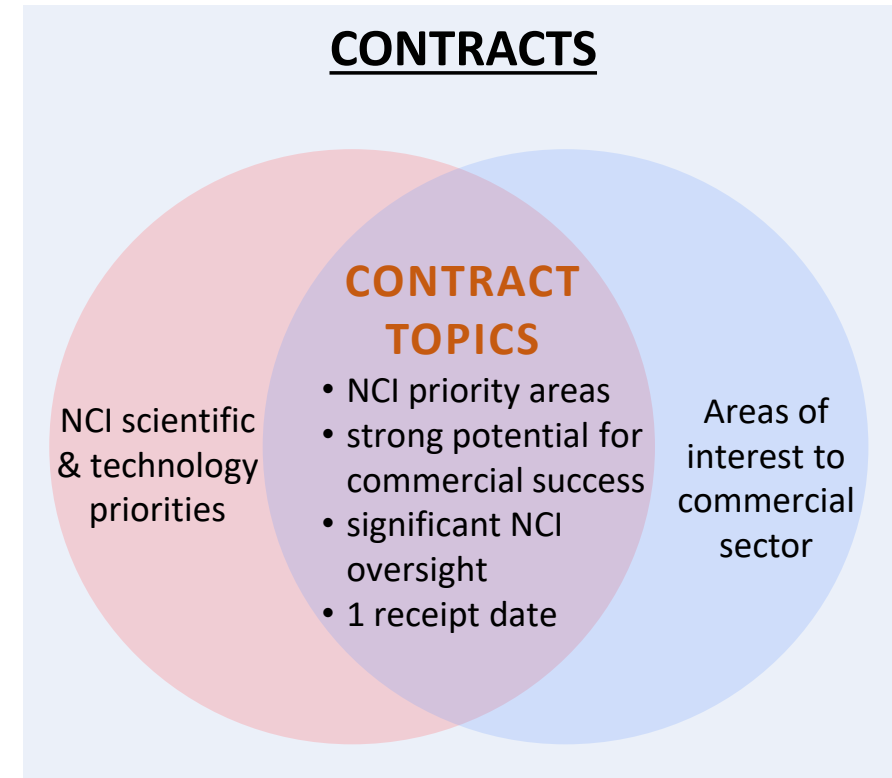
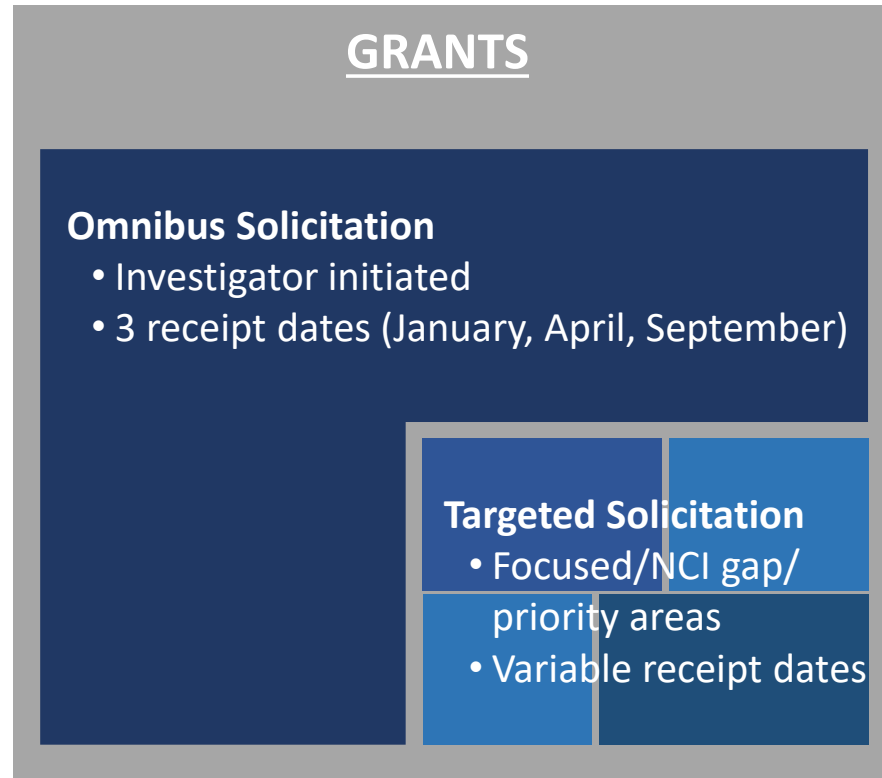
in M&A deals

**\$3.5B**

in venture financing

	M&A Deal Value (\$M)	Venture Financing Deal Value (\$M)
2020	28,862.00	846.70
2021	9,628.10	932.12
2022	7,696.80	1,079.27
2023	57,693.36	657.79
<b>Total</b>	<b>113,880.26</b>	<b>3,515.88</b>

# FUNDING MECHANISMS



# GRANTS VERSUS CONTRACTS

GRANTS		CONTRACTS
Investigator-defined within the mission of NIH	Scope of the proposal	Defined by the NIH (focused)
NIH Center for Scientific Review (CSR)	Peer Review Locus	NCI DEA (target 50% business reviewers)
May speak with any Program Officer	Questions	<b>MUST</b> contact the contracting officer
3 times/year for Omnibus	Receipt Dates	Only ONCE per year
NO	Set-aside of funds for particular areas?	YES
Based on score during peer review	Basis for Award	If proposal scores well during peer review, must then negotiate to finalize deliverables with NIH
One final report (Phase I); Annual reports (Phase II)	Reporting	Kick-off presentation, quarterly progress & final reports



# FUNDING OPPORTUNITIES

TITLE	SBIR NOFO	STTR NOFO	RECEIPT DATES
<b>Omnibus Solicitation</b>	PA-23-230 (General) PA-23-231 (Clinical trial required)	PA-23-232 (General) PA-23-233 (Clinical trial required)	
NOSI: Cancer Prevention, Diagnosis, and Treatment Technologies for Low-Resource Settings	NOT-CA-21-062	NOT-CA-21-062	Standard due dates (January 5; April 5; September 5)
NOSI: SBIR Technology Transfer	NOT-NS-22-017	N/A	
NOSI: Utilization of Cohorts and Prospective Study Designs for Liquid Biopsy Assay Validation for Early Detection of Cancers	NOT-CA-23-004	NOT-CA-23-004	
NOSI: RNA Delivery Technologies to Allow Specific Tissue Target Homing (RNA-DASH)	NOT-AI-24-007	NOT-AI-24-007	
Small Business Transition Grant for Early Career Scientists	N/A	RFA-CA-23-035	Closed
NCI SBIR Phase IIB Bridge Award	RFA-CA-23-034		Closed
NCI SBIR Concept Award (Contract)	75N91023R00034		Closed
Contract Solicitation	PHS 2024-1		Closed

# INNOVATIVE CONCEPT AWARD



Solicitation: [75N91024R00013](#)

## Deadlines:

- **White Paper:** June 5, 2024
- **Full Proposals:** September 23, 2024

## Informational Webinar Registration Links:

- [May 9, 2024 at 2:00 p.m. ET](#)
- [May 23, 2024 at 2:00 p.m. ET](#)

## Goal

- Support early stage **high-risk/high-reward** technologies in pediatric/rare cancers
- De-risk **disruptive innovation**
- \$300K Contract – 1-year projects

## Special Features

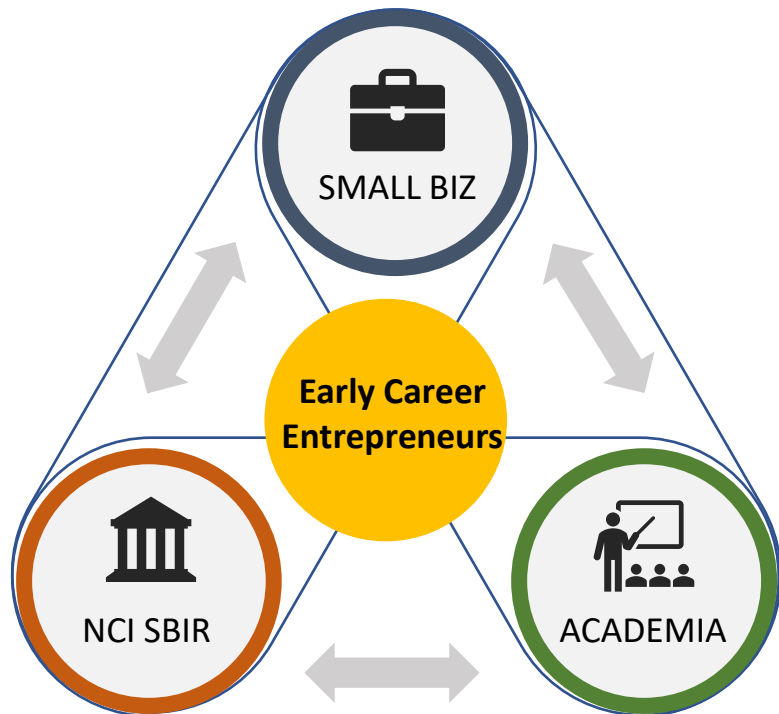
- Preliminary data are not required
- Submission of White Paper to get Program input
- Short proposals (25 pages v/s 50) – fillable template
- Special review criteria (50 % scoring is based on innovation)
- Make awards rapidly (within six months)

## Support

- Leverage NIH I-Corps Program
- Transition to Phase II awards for top performers
  - Phase II \$3M
  - Fast-track \$3.5M

# SMALL BUSINESS TRANSITION GRANT

*Funding support for early-career academic entrepreneurs (e.g., Postdocs) to advance innovative technologies from the academic lab bench to the clinic.*



- First of its kind of funding opportunity at the NIH and the NCI.
- \$2.4M Fast-track award for early-career entrepreneurs that combines a Phase I STTR & Phase II SBIR. (Maximum 10-years from terminal degree)
- Mentoring team is key component of the award – critical for successful transition to product development.
- Created to directly address gap reported by academic entrepreneurs at NCI-designated Cancer Centers.
- Solicitation (2023): [RFA-CA-23-035](#)
- Application deadline: ~August 2024
- Anticipated release date for a new solicitation: April 2024
- Interested companies to send **letter of intent** 30 days prior to deadline

# SMALL BUSINESS TRANSITION GRANT

## FAST-TRACK

### Phase I STTR

#### TRAINING

- SBC PI: Postdoc
- Mentoring plan required including a Technical and a Business Mentor

#### TECHNICAL

- PI preps technology to move to SBC
- I-Corps at NIH required

**BUDGET: \$400K (12 months)**

### Transition

#### PERSONNEL

- PI moves to SBC

### Phase II SBIR

#### TRAINING

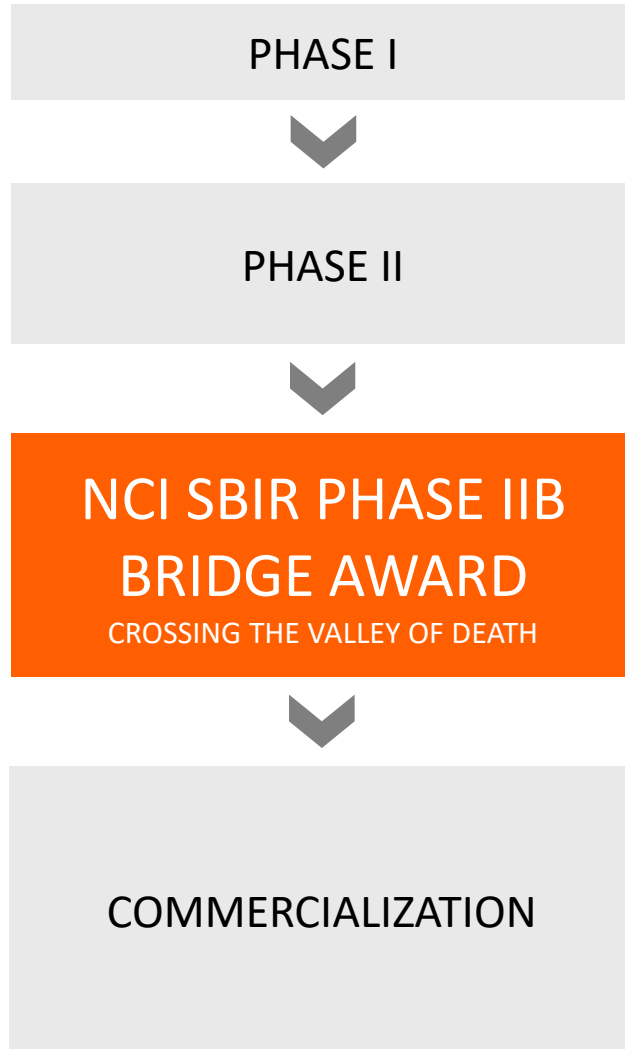
- Same PI (non-transferrable)
- Mentoring continues

#### TECHNICAL

- Most research conducted at SBC site
- Small pivots allowed

**BUDGET: \$2M (2 years)**

# NCI SBIR PHASE IIB BRIDGE AWARD

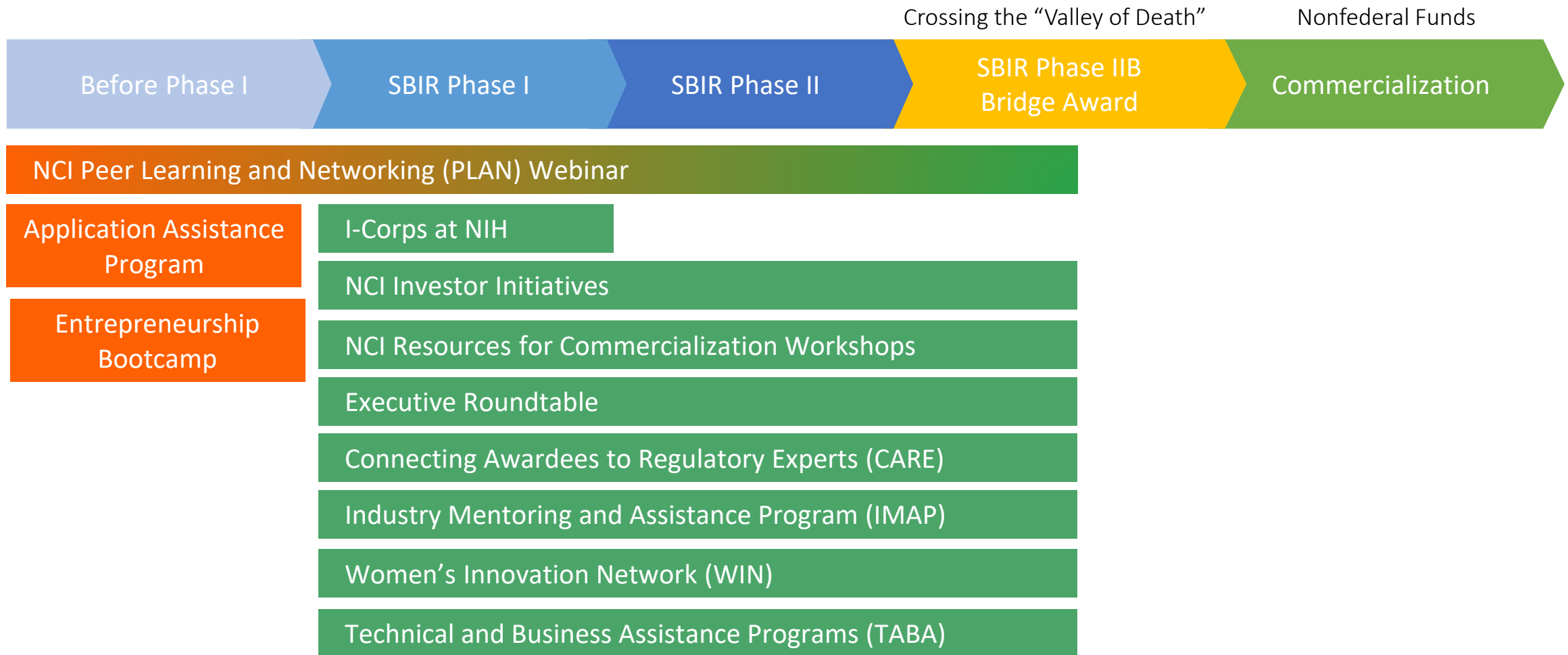


- Solicitation: [RFA-CA-21-036](#) (Closed)
- **Funding: \$4.5 Million** over the period of 2-3 years
- **Eligibility:** Phase II awardees from any Federal agency with cancer-focused projects
- **Matching funding:**
  - Awardees leverage federal funding to attract private investments and partnership with strategic partners
  - Competitive preference and funding priority to applicants that can raise substantial third-party funds (i.e.,  $\geq 1:1$  match)
- Through FY 2021, Phase IIB Bridge program has made
  - 2-6 awards/year (46 awards in total)
  - **\$121 Million** in funding distributed
  - **Companies leveraged NCI SBIR funding to secure \$4 from third party for every \$1 from NCI SBIR (2017 data)**
  - **16 products launched including new devices, diagnostics, and research tools for cancer patients**

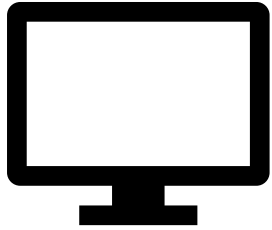
# **NCI SBIR PROGRAM COMMERCIALIZATION RESOURCES**

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# NCI SBIR ASSISTANCE: NON-FUNDING RESOURCES

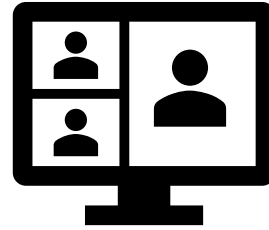
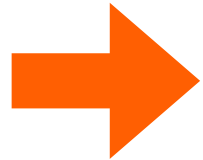


# PEER LEARNING AND NETWORKING WEBINARS



## Part I. Presentation

Watch pre-recorded panelist presentation on the PLAN webpage prior to joining the webinar and write down your questions.



## Part II. Panel Session

Attend real-time panel session and ask your questions to the panelists and/or the moderating NCI SBIR program director.

### Video Content Available Online:

- First Steps for Starting a Small Business (4 speakers)
- Implementing a Quality Management System (QMS) (6 speakers)
- How to Write a Good Specific Aims Page (4 speakers)
- Keys to a Successful IND Submission (4 speakers)



# PEER LEARNING & NETWORKING (PLAN)

Next Webinar:

**How To Write A Strong Commercialization Plan**

June 13, 2024

[Registration Link](#)



Sid Selvaraj  
Arima Genomics  
CEO



Beatrice Langton-webster  
Cancer Targeted Technology  
CEO

## Content To Be Covered:

- Commercialization Plan Resources
- Market, Customer, and Competition
- Intellectual Property Protection
- Finance Plan
- Production and Marketing Plan
- Revenue Stream
- Regulatory Pathway
- Reimbursement Considerations



Manijeh Goldberg  
Privo Technologies  
CEO



Madelyn Trupkin Herzfeld  
Carevive Systems  
Founder & Vice Chairman



Carlos Castro-Gonzalez  
Leuko  
Cofounder & CEO

# NIH ENTREPRENEURSHIP BOOTCAMP

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## Notice: [NOT-OD-24-103](#)

- Designed to equip life science investigators and nascent companies with entrepreneurship training
- Target audience: innovators that have not yet been awarded an SBIR/STTR; don't need to have company
- Teaches participants to develop stronger business models, market strategies, and commercialization plans in advance of their initial SBIR/STTR application.
- 2 person teams consisting of a technical lead and business lead
- 8-week program
- First due date for applications: May 13

# I-CORPS AT NIH

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## Funding Opportunity Announcement (FOA) [PAR-22-073](#)

- Intensive *Entrepreneurial Immersion* course aimed at providing teams with skills and strategies to reduce commercialization risk
- Curriculum emphasizes *Reaching out to Customers* to test hypotheses about the market(s) for the technology
- Teams are expected to conduct over *100 interviews* in 8 weeks
- Format is focused on *Experiential Learning*
- NCI SBIR designed, launched, and manages the program for NIH
- 24 Institutes at NIH and CDC participate

<https://sbir.cancer.gov/icorps>

# NIH APPLICANT ASSISTANCE PROGRAM (AAP)

**FREE** 10-week program that provides a mentor for applicants, who have never applied/won an SBIR/STTR award, to prepare and submit a Phase I SBIR/STTR application



**One-on-one, weekly mentoring for application preparation support**



**Review of every application component (i.e., specific aims page, budget, etc.)**



**Guidance on registration and submission process**



**Omnibus deadlines**

Next application opens April 25, 2024



**Especially encourage businesses that are:**

- Owned/run by women
- Owned/run by racial/ethnic groups underrepresented in biomedical research
- Owned/run by individuals from socially and economically disadvantaged backgrounds
- Located in NIH IDeA states

# NIH APPLICANT ASSISTANCE PROGRAM (AAP)

## COVERED TOPICS INCLUDE:

- Registrations
- Specific Aims Page
- One-on-one meeting with NIH SBIR Program Director
- Research Strategy
- Budget
- Biographical Sketches
- Letters of Support
- Submission Platform Navigation



### AAP PROVIDES

Phase I SBIR/STTR application preparation support and review

Specific Aims page review and advice

Submission process coaching



### AAP DOES **NOT** PROVIDE

Grant writer

Research plan development

Small business registration or NIH application submission services



# TIPS ON GETTING STARTED & WRITING A STRONG SBIR/STTR PROPOSAL

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# GETTING STARTED

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**Read the solicitation & SF424 carefully to understand the requirements.**

<https://grants.nih.gov/grants/how-to-apply-application-guide/forms-g/sbir-sttr-forms-g.pdf>

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**Review similar, currently-funded NIH SBIR/STTR projects.**

<https://projectreporter.nih.gov/reporter.cfm>

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**Look at some sample applications.**

<https://www.niaid.nih.gov/grants-contracts/sample-applications#r43r44>

<https://sbir.cancer.gov/resources/forapplicants#Sample>

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**Check out our Peer Learning And Networking (PLAN) Videos.**

[\*How to Write a Good Specific Aims Page\*](#)

[\*First Steps for Starting a Small Business\*](#)

FORMS VERSION H SERIES

Released: August 5th, 2023



**SBIR/STTR INSTRUCTIONS FOR NIH  
AND OTHER PHS AGENCIES**

SF424 (R&R) APPLICATION PACKAGES

# HELPFUL TOOLS: NIH PROJECT REPORTER

*Search using key words what NIH has previously funded*

The screenshot shows the NIH RePORTER website. At the top left is the NIH logo and 'RePORT RePORTER' navigation. On the right are links for 'FAQs', 'API', 'ExPORTER', and a 'Sign In' button. The main content area features a 'Quick Search' section with a search input field and a 'Search' button. Below the search field is a text prompt: 'Enter just about anything in the RePORTER Quick Search box above (text, PI names, project numbers, fiscal year, agency) or launch the Advanced Search to precisely configure searches using separate search fields.' An 'Advanced Search' button is located below this text. To the right of the search area is a 'Welcome to the NIH RePORTER' message, stating that each award supported by NIH promotes efforts to seek fundamental knowledge about the nature and behavior of living systems and/or the application of that knowledge to enhance health, lengthen life, and reduce illness and disability. A 'Guided Tour' button is positioned below the welcome message. Below the search area are two interactive charts: 'Active Funding by State' and 'Active Projects by Institute/Center'. The 'Active Funding by State' chart is a map of the United States where users can select a state to view projects. The 'Active Projects by Institute/Center' chart is a bar graph showing the number of active projects for various NIH institutes and centers.

Institute/Center	Number of Active Projects
CLC	0
FIC	~500
NCATS	~1000
NCCIH	~1000
NCI	~10500
NEI	~2000
NHGRI	~1000
NHLBI	~7500
NIA	~6500
NIAAA	~1500
NI/ID	~9000
NIAMS	~2000
NIBIB	~1500
NICHD	~4000
NIDA	~3000
NIDCD	~1500
NIDCR	~1500
NIDDK	~5500
NIHHS	~1500
NIGMS	~8500
NIMH	~4500
NIMHD	~1000
NINDS	~6500
NINR	~500
NLM	~500
OD	~1500

[Quick Tutorial](#)



# TIP #1: REFINE YOUR PRODUCT VISION

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- **Start informal discussions to clarify the product vision**
  - Technical experts, potential customers, investors, commercialization partners, and other stakeholders
- **Determine the scope of your project and identify the appropriate funding opportunity**
  - Reach out to SBIR program staff to discuss whether your project is a good fit



Innovative solution to significant unmet clinical need



Leverage the expertise of the company/founder

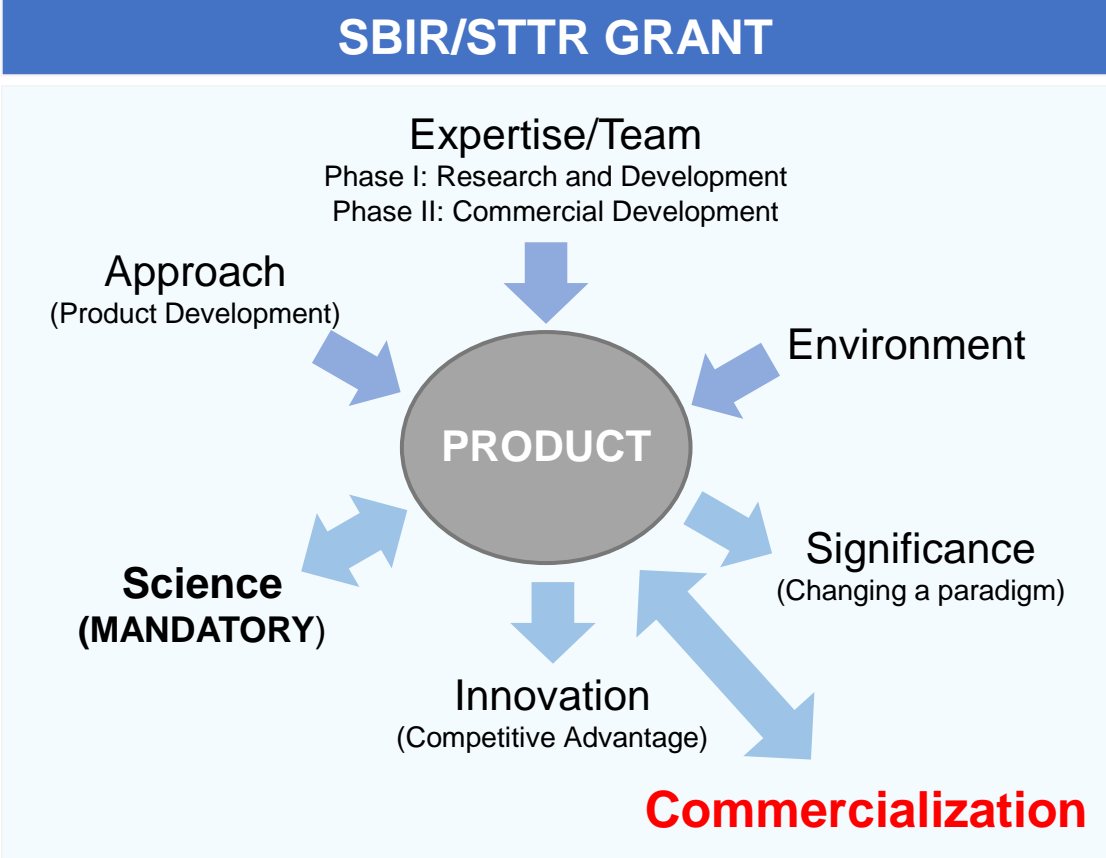
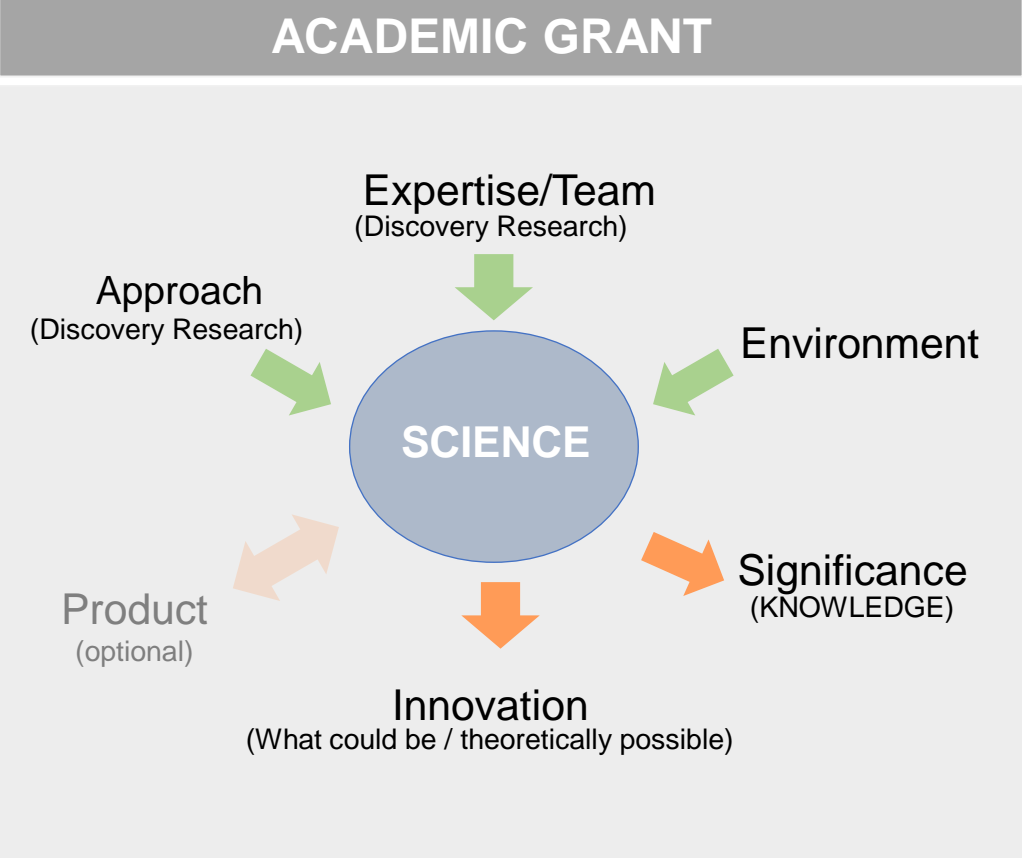


Solution that has significant commercial potential



Translate federally funded research into the clinic

# PRODUCT FOCUSED SCIENCE



# PHASE I PROOF OF CONCEPT EXAMPLES



## THERAPEUTICS

- Prelim data: *in vitro*, MOA identification
- Proposed studies:
  - Lead molecule selection
  - Mostly *in vitro* (assay development, efficacy, MOA confirmation)
  - Preliminary *in vivo* efficacy
- Phase I critical milestone: *in vivo* **efficacy**



## DIAGNOSTICS

- Prelim data: biomarker selection, small cohort
- Proposed studies:
  - Analytical validation (sensitivity and specificity)
  - Preliminary efficacy using human subject samples
- Phase I critical milestone: **efficacy** (clinical evaluation)



## INTERVENTIONAL DEVICES & DIAGNOSTICS

- Prelim data: lab prototype, initial engineering
- Proposed studies:
  - Develop a working prototype
  - Feasibility in animal models or phantoms
- Phase I critical milestone: **efficacy** studies



## HEALTH IT

- Prelim data: initial algorithm development, surveys with potential users
- Proposed studies:
  - Develop a working prototype
  - Reimbursement model development
  - Usability and acceptability testing
- Phase I critical milestone: usability and early **efficacy**

# TIP #2. START EARLY

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- **Strong proposals take time to develop**
  - Refine your product
  - Gain access to equipment, facilities, other resources
  - Assemble a strong scientific team
  - Obtain letters of support collaborators (and others!)
  - Complete required registrations

Resources for New Applicants:

<https://sbir.cancer.gov/resources/forapplicants>

# REQUIRED REGISTRATIONS FOR NIH GRANTS

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1. [System for Award Management](#) (SAM) – Applicants must complete and maintain an active registration, which requires renewal at least annually. The renewal process may require as much time as the initial registration.
2. [Grants.gov](#) – Grants.gov is a federal-wide portal to find and apply for federal grant funding. It is used by all 26 federal grant-making agencies.
3. [eRA Commons](#) – eRA Commons is NIH’s Electronic Research Administration system that allows applicants, grantees, and NIH staff to access, share and transmit application/grant information.
4. [SBA Company Registry](#) – All applicants are required to register at the SBA Company Registry prior to application submission and attach proof of registration to their application.

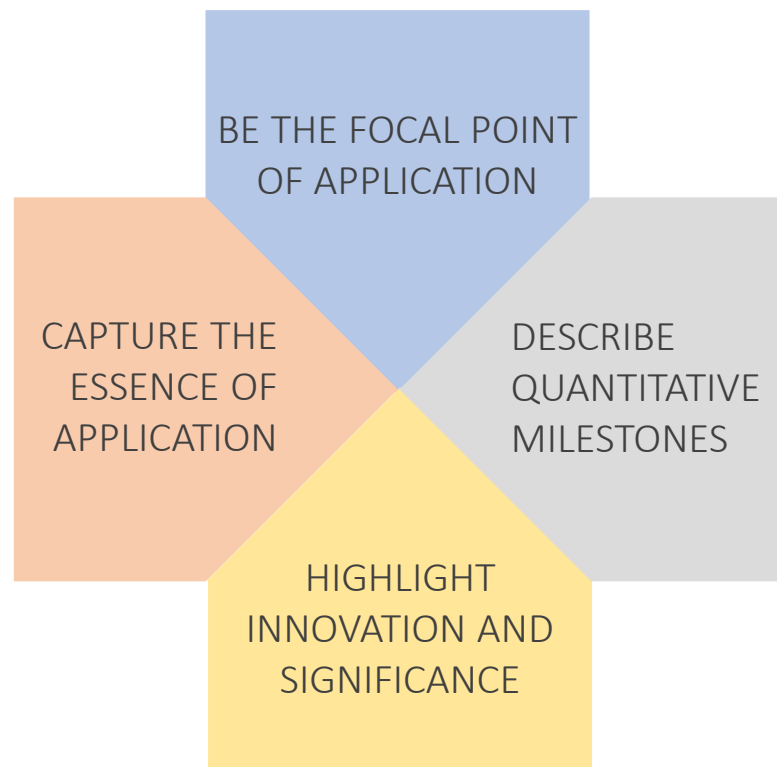
# TIP #3. REMEMBER THE REVIEW CRITERIA



\*Not a score driving criteria alone, but commercialization potential is evaluated as part of significance

# TIP #4. KNOW THE APPLICATION COMPONENTS

## SPECIFIC AIMS



**SPECIFIC AIMS PAGE ADVICE**

**The Aims Page**

The specific aims page is a critical page in an SBIR/STTR application. The aims page should be treated as a standalone page from which a reviewer can get a reasonable understanding of the project's critical components without needing any other parts of the application. Applicants are only allowed one page for their specific aims. Applications are assigned to 3 or 4 primary reviewers who are responsible for initial scoring and acting as primary discussants during the larger peer review panel. Often the primary reviewers are the only members of the peer review panel to read the application in its entirety. For applications that are discussed, the final priority score will be set after discussion by a panel of 20+ peer reviewers. Many of the peer reviewers will likely only read the aims page of an application. Therefore, it is critical that the aims page clearly convey why this application should be selected out of the roughly thousand applications received by NCI SBIR the program annually.

**The first half to two-thirds of the aims page should cover key background information.** The background should clearly convey three things:

1. **The product.** A clear product description is critical to an SBIR application and is often a key difference separating an SBIR application from a basic science or discovery science application. SBIR grants are intended primarily for product development, whereas basic/discovery grants are primarily intended for the advancement of knowledge.
2. **The Significance.** A problem/proposed solution format often works well to convey significance. If there is an unmet clinical need, it will help the application for this need to be clearly stated.
3. **The Innovation.** How will the product change the current paradigm or practice? How will those affected by cancer benefit from the product being commercially available? The aims page should convey this information as well as provide some textual highlights of the preliminary data as supporting evidence that the product will perform as proposed.

**The second half to one-third of the aims page should state your specific aims.** An often-successful format for the aims is one in which a clear bolded aims statement is made, followed by key assays and models proposed to complete each aim, with appropriate milestones. It is critical that each aim have clearly articulated success criteria. Whenever reasonable, the success criteria should be defined by quantitative metrics. However, in cases where only qualitative success criteria are appropriate, they should be clearly stated. For fast-track applications, a go/no-go decision at the end of the phase I component should be obvious.

A statement of next steps is often a nice way to wrap-up an aims page. A statement about what will be accomplished during phase II (for phase I applications) or after the award ends (for phase II applications) allows reviewers to judge if the aims will adequately prepare the project for the next step. A statement of next steps also provides an opportunity to show the reviewers that the company is focused on moving the product forward on a path to commercialization.

Overall, an SBIR application should focus on the product. Each section of the application should focus on how the proposed work will improve product commercialization. Successful SBIR/STTR applications clearly describe how the product will benefit a population affected by cancer, and identify the customer.

**IMPORTANT:** This guide page is meant to be used as advice for applicants and is not intended as program requirements. This advice page was developed based only on the opinions of several NIH SBIR Program Directors and successful SBIR awardees.

### BACKGROUND:

Product  
Innovation  
Significance

### AIMS:

Goals-based statements  
Key assays and models  
Quantitative milestones

### CONTEXT:

These studies will get us to...  
Next we will...  
This data will be used for...



Check out our Peer Learning And Networking (PLAN) videos  
[How to Write a Good Specific Aims Page](#)

# BUDGET CONSIDERATIONS

## TOTAL COST BUDGET (DIRECT + INDIRECT + PROFIT FEE)

### Total Costs

- SBIR budgets are defined by total cost, and subcontracting is limited. Know the rules and the criteria.
- Check the budget allowance for each funding opportunity.

### Check IC Limits

- Budgets vary by IC
- Waiver for technology-specific areas
- NCI- Phase I-\$400,000; Phase II-\$ 2.25 million

### Fee

- Can request a 7% fee: Company profit
- Part of the total budget

### Technical Assistance Money (TABAs)

- Phase I- \$6,500
- Phase II- \$50,000
- Use for non-R&D activities. (e.g., regulatory consultant)

### CRO-type activities (Fee for service)

- Counted as small business direct costs.
- It is a commercially available service
- The small business does all analysis
- It is a fee per basis (no indirect costs by fee for service providers)



# TECHNICAL & BUSINESS ASSISTANCE (TABA)

TABA Programs help small businesses identify and address their most pressing product development needs

	Applicant requests TABA Funds (at time of submission)	OR	Applicant uses NIH-provided TABA services
Phase I	<p><b><u>TABA Funding</u></b></p> <ul style="list-style-type: none"><li>Up to \$6,500 for Phase I to use your own vendors</li><li>Request as other direct costs (must include quote) in application, on top of \$400,000 budget cap</li></ul>		<p><b><u>TABA Needs Assessment</u></b></p> <ul style="list-style-type: none"><li>NIH-vetted third party company prepares an unbiased assessment of areas critical to success (IP/barriers to entry; market needs/competitive advantages; regulatory, manufacturing, and/or clinical plan; business model profitability)</li></ul>
Phase II	<p><b><u>TABA Funding</u></b></p> <ul style="list-style-type: none"><li>Up to \$50,000 across all years for Phase II to use your own vendors</li><li>Request as other direct costs (must include quote) in application, on top of \$2,000,000 budget cap</li></ul>		<p><b><u>TABA Consulting Services</u></b></p> <ul style="list-style-type: none"><li>NIH-vetted third party identifies vendors to provide consulting services worth up to \$50,000 in one of these areas: IP, market analysis, regulatory, or reimbursement strategy and services</li></ul>

<https://sbir.cancer.gov/commercialization/business/tabab>

# TIP #5. TALK TO A PROGRAM DIRECTOR

Send us your specific aims page:

<https://sbir.cancer.gov/>



Michael Weingarten, MA  
Director



Greg Evans, PhD  
Lead Program Director

Cancer Biology, E-Health,  
Epidemiology, Research Tools



Jonathan Franca-Koh, PhD, MBA  
Lead Program Director

Cancer Biology, Biologics, Small  
Molecules, Cell Based Therapies,  
Phase IIb Bridge



Monique Pond, PhD  
Lead Program Director

Biologics, Small Molecules,  
Therapeutic Devices, Digital Health,  
Regulatory Resources



William Bozza, PhD  
Program Director

Therapeutics, Biologics, Small Molecules,  
Regulatory (CMC), Concept Award, PLAN  
Webinar



Sarra Djemil, PhD  
Program Director

Therapeutics & Mentoring



Melissa Li, PhD  
Program Director

Therapeutics, Small Molecules,  
Digital Health, AAP



Jian Lou, PhD  
Program Director

In-Vitro Diagnostics, Theranostics,  
early-stage drug development,  
Bioinformatics, Investor Initiatives



Saroj Regmi, PhD  
Program Director

Therapeutics, Diagnostics, Imaging,  
Digital Health, Investor Initiatives,  
Small Business Transition Grant,  
I-Corps



Swamy Tripurani, PhD  
Program Director

Therapeutics, Biologics, Small  
Molecules, diagnostics, devices, and  
Regulatory (CMC and Nonclinical))



Patricia Weber, DrPH  
Program Director

Digital Health, Therapeutics,  
AAP, Investor Initiatives



Ming Zhao, PhD  
Program Director

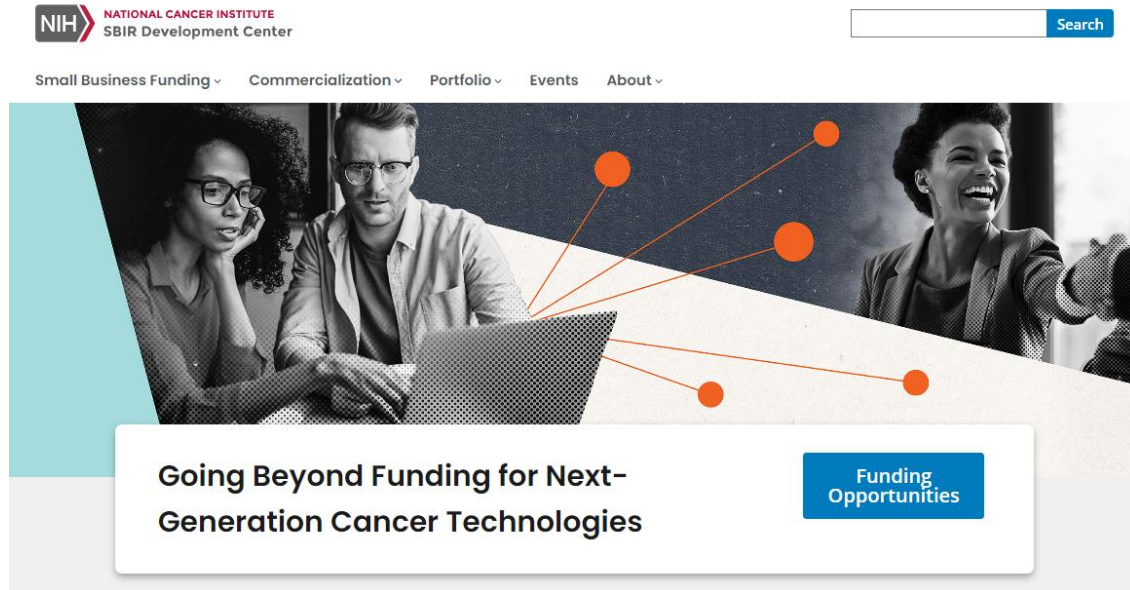
Cancer Diagnostics & Therapeutics,  
Cancer Control & Prevention,  
Molecular Imaging, Bioinformatics,  
Stem Cells



Linda Zane, PhD  
Program Director

Therapeutics, Diagnostics,  
Research Tools

# STAY IN TOUCH!



<https://sbir.cancer.gov>



<https://www.linkedin.com/company/nci-sbir-development-center/>



<https://twitter.com/ncisbir>

# Q&A

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# THANK YOU

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## CONTACT INFO

NCI SBIR DEVELOPMENT CENTER

[ncisbir@mail.nih.gov](mailto:ncisbir@mail.nih.gov)

240.276.5300

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