



Strengthening Your Small Business with Academic Partnerships

HHS Small Business Program Conference
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Panelists



Kelly Drew
Chief Executive Officer,
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Jonathan Holifield
Senior Vice President of New
Economies,
Bitwise Industries



Monique Kuykendoll Quarterman
Executive Director
Kentucky Commercialization
Ventures



Ashim Subedee
Academic Innovation Lead
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Academic Partnerships for SBIR/STTR

**Award always
made to
small business**

	SBIR	STTR
Partnering Requirement	Permits partnering	Requires a non-profit research institution partner (e.g., university)
Work Requirement	Guidelines: May outsource 33% (Phase I) 50% (Phase II)	Minimum Work Requirements: 40% small business 30% research institution partner
Principal Investigator	Primary employment (>50%) must be with the small business	PI may be employed by <u>either</u> the research institution partner or small business



Academic Partnerships are Common

- STTR projects **are required** to have academic partnerships
- A majority of SBIR projects also have academic partnerships
- National Cancer Institute SBIR Analysis (2017):
17% of SBIR and 44% of STTR grant dollars were subcontracted to academic institutions.



Why Academic Partnerships?

- Innovative Ideas
- Expertise
- Resources



Scored Review Criteria

- Significance (Real Problem/Commercial Potential)
- Innovation (New or Improved?)
- Investigators (PI and team)
- Approach (Research Design, Feasible)
- Environment (Facilities/Resources)

Innovative Ideas

Expertise

Resources



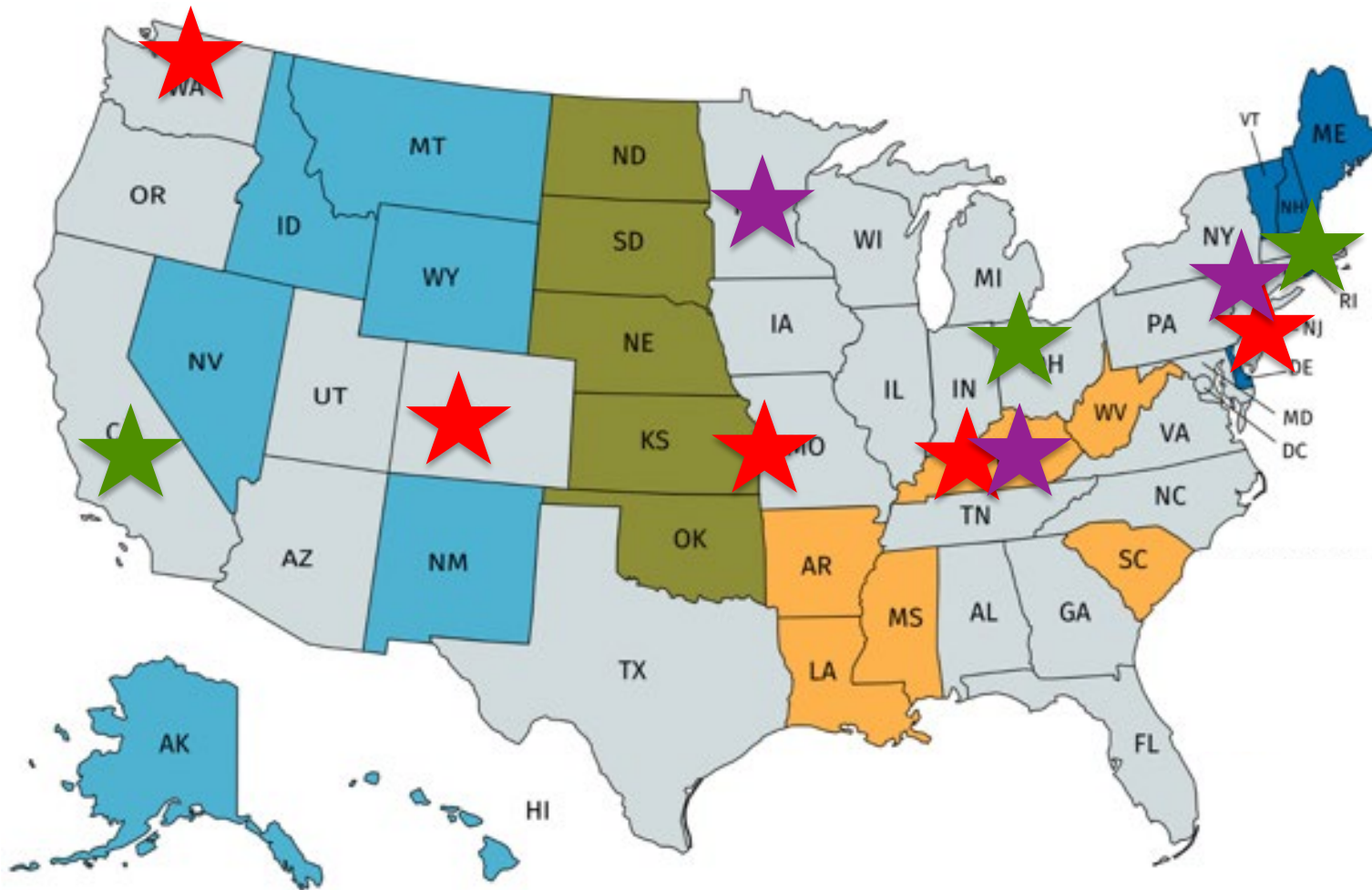
Key Considerations for Partnership

- Official Agreement
- Intellectual Property
- Clear communication of roles and expectations

<https://sbir.nih.gov/sites/default/files/STTRModelAgreement.doc>



NIH Proof-of-Concept Network: NCAI, REACH, IDeA Accelerator Hubs



NIH Centers for Accelerated Innovation (NCAI) - 2013

- NHLBI focus
- 28 universities/research institutions

Research Evaluation And Commercialization Hubs (REACH) – 2015 and 2019

- Trans-NIH
- 6 universities – REACH 2015
- 43 universities/colleges – REACH 2019

NIGMS IDeA States Regional Technology Transfer Accelerator Hubs (2018)

- Southeast: XLerator Network
- Northeast: DRIVEN
- Central: SHARP
- Western: ASCEND



Diverse Perspectives SEEDing Impactful Innovations

STTR Awards with partners at Minority Serving Institutions

Year	% of STTR Awards with MSI partners
2019	9 %
2020	7 %

<https://cmsi.gse.rutgers.edu/sites/default/files/MSI%20List%202021.pdf>

List is based on 2020 data from the U.S. Department of Education



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Administrative Supplement to Promote Diversity in Research and Development Small Businesses

Purpose: Improve the diversity of the research workforce

- Small Businesses with active small business awards (SBIR/STTR)
- Recruit and support individuals from underrepresented groups in health-related research



Career Level:

- Undergraduate
- Graduate
- Degree Holders
- Postdoctoral
- Developing Independent Career



Amount:

\$5,000- 100,000*

*Depending on candidate career level



37 Awards to Date



Rolling Deadline



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