

THE ROADMAP FOR COMMERCIALIZATION

1 HAVE AN IDEA?

commercialization starts with innovation

3 HARNESS THE ECOSYSTEM

tap into entrepreneurial training, mentorship and funding opportunities

4 BUILD A BUSINESS PLAN

outline a strategy for growing the new venture

2 DISCLOSE NEW IP

licensing experts will explore IP protection & commercial viability

5 OBTAIN EOC APPROVAL

key university leadership will review the development plan

6 CREATE A BUSINESS ENTITY

obtain legal counsel to determine ideal business structure

7 BUILD A TEAM

assemble an experienced, dynamic management team

8 PURSUE FUNDING

accelerate growth through investments and grant funding

THE NEW INNOVATOR TOOLKIT



ENTREPRENEURSHIP RESOURCES

Tap into training, mentorship and funding opportunities on campus and locally



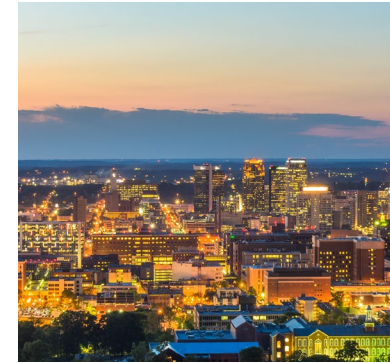
FUNDING OPPORTUNITIES

Accelerate growth through funding dedicated to research and development



UAB POLICIES

Understand the policies for launching a startup and using university resources



KEY UNIVERSITY PARTNERS

Harness the interdisciplinary network driving UAB research commercialization



PROCESS & TIMELINE

Navigate campus requirements for starting or growing a new venture

BILL L. HARBERT INSTITUTE FOR INNOVATION & ENTREPRENEURSHIP

- Licensing experts dedicated to helping UAB inventors pursue research commercialization
- Disclose intellectual property
- Explore IP protection and market potential
- Harness an industry mentor network



CCTS SCIENCE INNOVATION PANELS

- Scientific discussion forum (iPanels) for advancing innovative discoveries to commercial applications
- Connect with experts, business leaders, health innovators, research administration and UAB's technology development team
- Addresses the market potential, funding opportunities and strategies to translate research insights to commercial impact





UAB i-CORPS

- The premier federally-funded program for research commercialization
- Tailored programs based on industry application
- I-Corps@NCATS sponsored by CCTS tailored to innovation in life sciences
- Learn lean startup techniques to determine commercial viability of an invention
- Receive funding for customer discovery
- Build a business model
- Grow a partner and mentor network
- Explore the value and impact of research

STARTUP GUIDE FOR EMPLOYEE INVENTORS & ENTREPRENEURS

*NOW WITH SBIR/STTR GUIDANCE



SBIR/STTR TIMELINE

EARLY STAGE

60-90 DAYS
BEFORE DUE DATE

30-60 DAYS
BEFORE DUE DATE

0-30 DAYS
BEFORE DUE DATE

POST-DUE DATE
PRE-AWARD

POST- AWARD



FACULTY

- Submits Financial Disclosure as necessary (within 30 days of acquiring the Financial Interest)
- Discusses idea with Dean or Dept. Chair

- Submits External Activity Request if appropriate

- Identifies UAB scope of work and budget
- Submits 30-Day Notice of Intent to Submit a SBIR/STTR Proposal to OSP

- Submits all Required Documents to OSP 5 days before SBC's submission

- If award is not made, notifies OSP with intent to resubmit or abandon Project.

- Performs work within the scope of budget and UAB G&A procedures including closeout



SBC

- Identifies funding mechanism
- Identifies university/faculty partner

- Obtains external IRB and other approvals
- Works with HIIE to create company development plan

- Provides working copy of application to UAB PI at least 5 days before submission
- Submits application to agency on or before due date

- Negotiates option or license with HIIE for background IP

- Provides subaward to UAB OSP for processing



CCTS

- Facilitates discussion of scientific optimization & value proposition
- Works with PI to explore market & business opportunity
- Navigates funding opportunities for proof of concept

- Reviews proposals and written strategy prior to submission

- Further refinement of extramural applications

- Scientific optimization and implementation strategy



HIIE

- Refers PI and UAB Start-Up Entity to commercialization ecosystem (e.g., I-Panels, TIES, I-Corps, OIE consultation)

- Creates Company Development Plan if company is a UAB Start Up Entity

- Receives 30-Day Notice of Intent to Submit an SBIR/STTR and performs preliminary review

- Negotiates option or license with SBC for background IP

- Performs agreement compliance including for achievement of milestones via periodic reports



OSP

- Receives 30-Day Notice of Intent to Submit an SBIR/STTR and performs preliminary review
- Forwards Notice to HIIE and CIRB

- Provides pre-submission grant review
- Provides Letter of Support to SBC for proposal
- Coordinates Allocation of Rights for Project IP

- Processes subaward received from SBC



UAB DEPT

- Reviews External Activity Request if appropriate (approval required)

- Reviews scope of work and budget (approval required)
- Reviews Request for Use of UAB Resources (approval required)

- Reviews SBIR/STTR Extramural Checklist prior to submission to OSP (Dean or Dept. Chair signature required)

- Provides financial monitoring as appropriate



CIRB

- Receives 30-Day Notice of Intent to Submit an SBIR/STTR from OSP and performs preliminary review

- Issues a management plan to the PI if a conflict of interest is identified (final review occurs upon receipt of award)