

Innovating Healthcare Together

Innovation from a Federal Lens

Ed Simcox, Chief Technology Officer, U.S. Department of Health and Human Services





Detroit Startup Day Ed Simcox 7/15/2019

HHS At A Glance



























\$1.1 Trillion budget

80,000+ staff



Mission

To build an innovation-focused culture at HHS that improves health outcomes and reduces costs





"Working in tandem, the Government and the private sector can promote the nation's economic growth through innovation"

 Michael Kratsios, Mick Mulvaney August, 2017



Principles

- 1. Open data fuels insight and change
- 2. Partnerships accelerate mission
- 3. Consumer focus drives better healthcare



Inter-Agency Innovation Hub

Data

We open data to fuel internal & external innovation

Data Insights
Initiative

Talent

We cultivate talent through Ignite,

CoLab and EIR

∉IDEALAB

Partnerships

We leverage prize authority to address market failures



startupdays



Data



Increasing interagency data access

HHS Opioid Code-a-Thon Connecting data to Save lives

45 teams 3 \$10k prizes



Internal Innovation



Data Science CoLab Ignite Accelerator



21 EIRs15 projects



Partnerships



Public-private partnership \$25M in prizes



5 cities 1000 participants



36 countries



Innovating Healthcare Together

KidneyX Challenge

Rachel Meyer, Director of Policy and Government Affairs, American Society of Nephrology



Accelerating Innovation in the Prevention, Diagnosis and Treatment of Kidney Diseases



Rachel Meyer

Director of Policy and Government Affairs
American Society of Nephrology

MedHealth Start Up Day Detroit, Michigan Monday, July 15, 2019

Kidney X Mission:

Accelerate innovation in the prevention, diagnosis, and treatment of kidney diseases.



- How public-private partnerships can drive progress in otherwise neglected areas
- How a small organization can create transformative changes
- How realigning incentives can help patient needs come first



ADVANCING AMERICAN Kidney Health





"This executive order encourages private enterprises to partner with government to achieve incredible medical breakthroughs.

We are going to prioritize the development of an artificial kidney."

—President Donald J. Trump July 10, 2019



ADVANCING AMERICAN Kidney Health

Goal 1: Reduce risk of kidney failure

Goal 2: Improve access to and quality of person-centered treatment options

Goal 3: Increase access to kidney transplants

OBJECTIVE 3. Catalyze the development of innovative therapies including wearable or implantable artificial kidneys with funding from government, philanthropic and private entities through KidneyX, and coordinating regulatory and payment policies to incentivize innovative product development





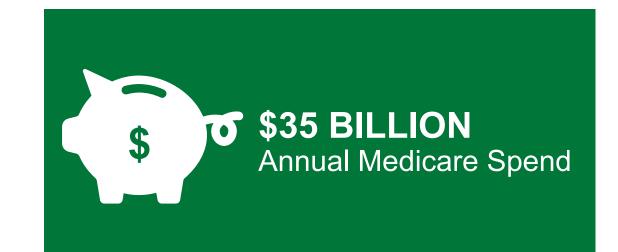
700,000 Americans have kidney failure

1% Medicare population has kidney failure

V

Medicare budget dedicated to their care

100,000 START DIALYSIS every year: >50% of them will DIE WITHIN 5 YEARS







12 Hours

A typical in-center hemodialysis patient spends 12 hours a week attached to a machine



93% Patients

Among patients ages 18-54 years old at the start of dialysis, 93% were classified as disabled



100,000

Each year, more than 100,000

Americans begin
hemodialysis as a result of
kidney failure



40 Million

40 Million adult Americans are currently classified as having chronic kidney disease



13 Patients

Every day 13 patients die waiting for a kidney transplant



48%

Of Stage 4 CKD patients, 48% were unaware of their severe CKD



3.5 Times

African-Americans are 3.5x more likely to develop kidney failure



1.5 Times

Hispanics are 1.5x more likely to develop kidney failure





SPOTLIGHT ON KIDNEY DISEASES IN MICHIGAN

1,331,312 PATIENTS WITH KIDNEY DISEASES

15,356 PATIENTS ON DIALYSIS

22,969 PATIENTS DIAGNOSED WITH KIDNEY FAILURE*

7,517 PATIENTS WITH A KIDNEY TRANSPLANT

2,437 PATIENTS WAIT-LISTED FOR A KIDNEY TRANSPLANT TODAY













HHS ASN

Research funder Nephrology expertise

Market regulator Global reach

Primary payer \$25 million committed

Public health steward Fundraising capacity











"There may be no better example than kidney care of how government domination of healthcare discourages innovation from providers...we need to flip that around."

HHS Secretary Alex M. Azar II
 July 10, 2019

"Catalyze the Development of Innovative New Therapies"

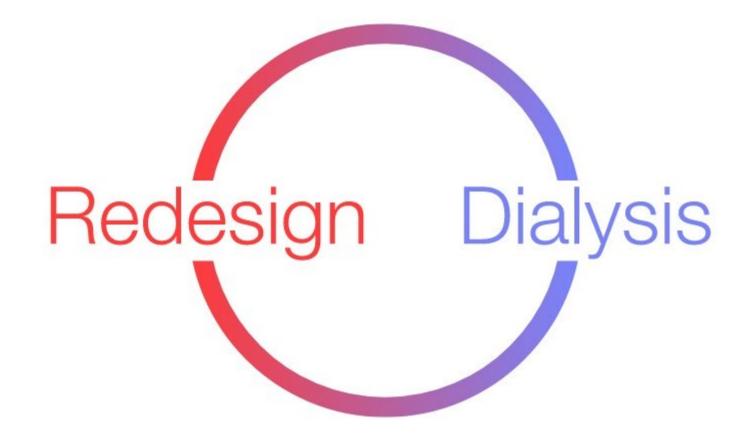
- 1. Offer funding opportunities
 Series of prize competitions
- 2. Coordinate regulatory and payment policies across HHS Clarify paths to commercialization (FDA, NIH, CMS)
- 3. De-risk commercialization
 Attract outside investment capital
- 4. Create a sense of urgency
 On behalf of people living with kidney diseases



KidneyX Principles

- Patient-Driven: Ensure all product development is patient-driven
- **Urgent:** Create a sense of urgency
- Achievable: Ground in scientifically-driven technology development
- Catalytic: Reduce regulatory and financial risks to catalyze investment
- Collaborative: Foster multidisciplinary approaches
- Additive: Addresses known barriers to innovation
- Sustainable: Invest in a diverse portfolio to balance risk







Redesign Dialysis: Solutions Sought

- Replacing kidney functions
- Improving patient quality of life
- Addressing engineering challenges
- Ancillary technologies
- Biomaterials development
- Biological and immunological modulation
- Biosensor development and safety monitoring





Phase One: Design Solutions

- Sought promising ideas on paper
- Awarded 15 teams \$75,000 in April 2019

"...we got 165 submissions, including a number of proposals that could help advance an artificial kidney...we're thrilled with this level of interest, and it shows what a prize competition can drive."

HHS Secretary Alex M. Azar II
 March 4, 2019













Phase Two: Develop Solutions

- Seek prototype or component technology
- Up to 3 prizes of \$500,000
- Submissions accepted Nov. 2019 April 2020

Phase Three: Test Solutions in Human Trials

- Advancing American Kidney Health Initiative mandate
- Launch prize competition in 2020





REDESIGN DIALYSIS: October 2018 - Q2 2020

Wearable or implantable dialyzers, bio-artificial kidneys, xenotransplant technology, etc.



MEDICATIONS

Drugs specifically designed to treat and slow progression of kidney diseases, as well as encompass the needs of kidney transplant patients



DEVICES

Devices that support the management and treatment of kidney diseases that are not dialyzers (such as vascular access technologies, etc.)



DIAGNOSTICS

Point-of-care or at home testing kits, real time kidney monitoring, etc.



PATIENT-CENTERED TOOLS

Tools designed to identify and track disease, applications to empower patients to manage kidney diseases (e.g., apps)



Patient Innovator Prize: Announced July 10

- Seek hacks and creative solutions from patients themselves
- Call for new ideas to address patient needs
- Run August 1 September 16, 2019



"KidneyX has given me hope. As I watch my husband's quality of life decline, I want to do more and proceed in a positive direction.

We devote about 32 hours/week to home hemodialysis. It is like having a full-time job again. We are searching for newer and better ways to treat my husband's kidney failure before he succumbs to it.

Please keep us informed about KidneyX."

-Wife of dialysis patient





Public-private Partnerships

Partnering with the Food and Drug Administration

Kevin Go, Center for Devices and Radiological Health Innovation and Payor Communication Task Force, U.S. Food and Drug Administration





FDA as a Driver of Medical Device Innovation

MedHealth Start-Up Day

Kevin Go CDRH Innovation July 15, 2019

Patients are at the Heart of What We Do





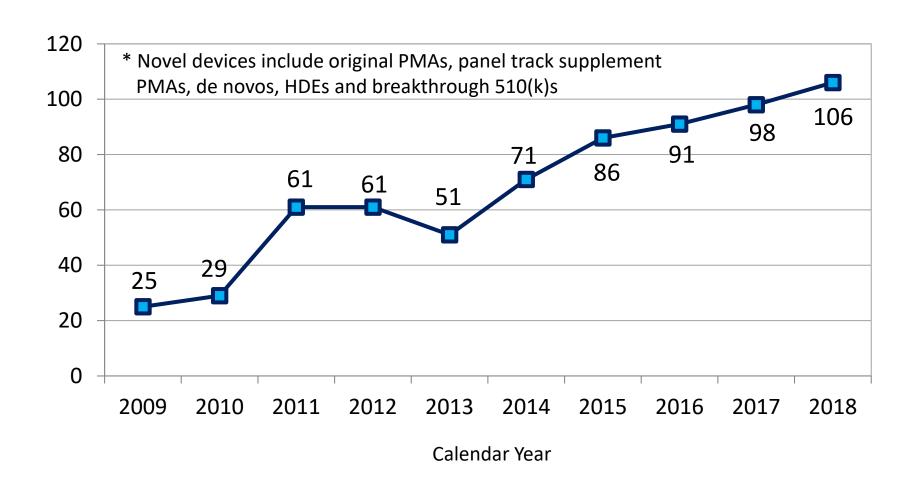
CDRH Vision

Patients in the U.S. have access to high-quality, safe, and effective medical devices of public health importance first in the world

Novel Device Approvals



>4-fold Increase in # of Novel Device Approvals



Early Feasibility Studies



 Voluntary, informal program that allows devices in the early stages of development to be evaluated in a small human clinical study in the US

• Intended to support the initiation of these trials in the US, providing access to US patients and physicians

- Pre-Submission interactions encouraged
- No formal request or designation process
- Additional flexibility and tools (e.g., Device Evaluation Strategy) support FDA's review
- Program support and division representatives



Early Feasibility Medical Device Clinical Studies, Including Certain First in Human Studies



Early Feasibility Studies: Perceptual Shifts in Ease of Conduct



	2014	2015	2016	2018
1	Australia	Australia	Australia	Australia
2	New Zealand	New Zealand	New Zealand	United States
3	Central America	Canada	Canada	Central America
4	Germany	Netherlands	Netherlands	New Zealand
5	Denmark	Germany	Denmark	Canada
6	Netherlands	United States	United States	Germany
7	Canada	Central America	Central America	Brazil
8	Brazil	Denmark	Germany	Netherlands
9	United Kingdom	United Kingdom	Brazil	France
10	United States	Brazil	United Kingdom	United Kingdom

^{*}Data provided by Aaron Kaplan/Dartmouth Device Development (3D) Symposium Annual Survey of 3D Participants

Breakthrough Devices Pathway(Formerly Expedited Access Pathway)





- devices accepted into the program since April 2015
- 1st breakthrough device approved December 2017
- breakthrough devices granted marketing authorization

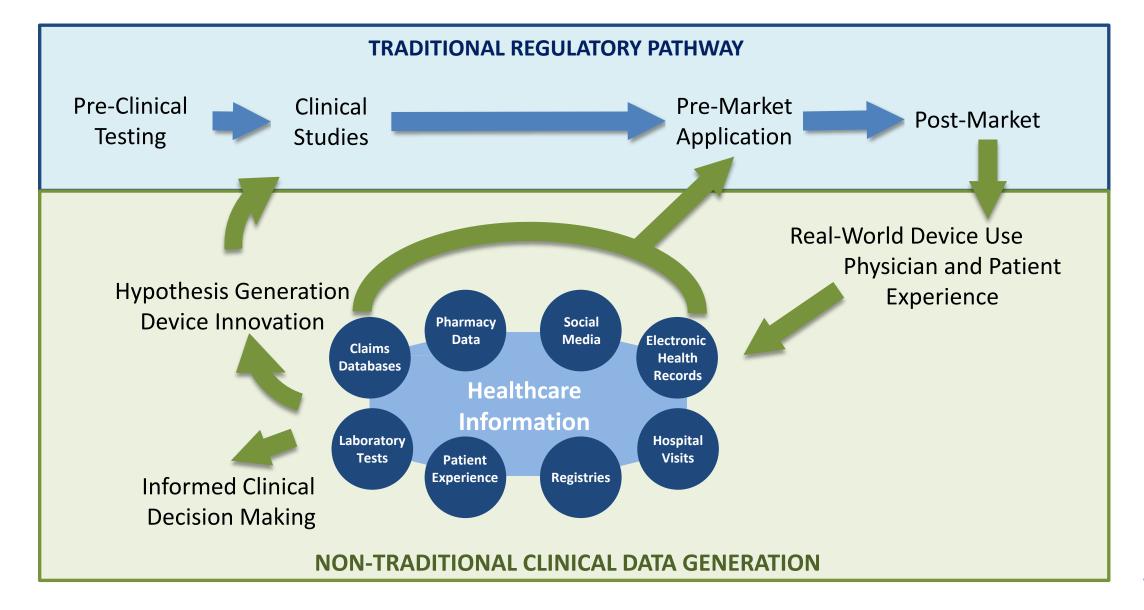
Breakthrough Devices Program Guidance for Industry and Food and Drug Administration Staff

Document issued on December 18, 2018.

- Interactive & Timely Communication
- Pre-Postmarket Balance
- Flexible Clinical Study Design
- Senior Management Engagement
- Priority Review

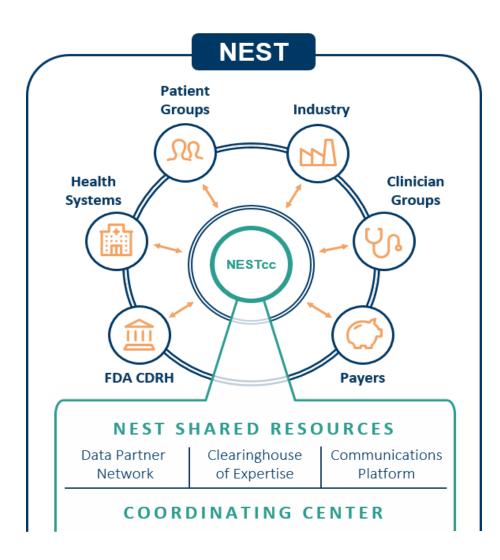
Evidence in Regulatory Decisions





National Evaluation System for Health Technology











Contains Nonbinding Recommendations

Use of Real-World Evidence to Support Regulatory Decision-Making for Medical Devices

Guidance for Industry and Food and Drug Administration Staff

Document issued on August 31, 2017.

The draft of this document was issued on July 27, 2016

For questions about this document regarding CDRH-regulated devices, contact the Office of Surveillance and Biometrics (OSB) at 301-796-5997 or CDRHClinicalEvidence@fda.hhs.gov. For questions about this document regarding CBER-regulated devices, contact the Office of Communication, Outreach, and Development (OCOD) at 1-800-835-4709 or 240-402-8010.

Clinical Trial Design Innovation:
Real-World Evidence

August 31, 2017

U.S. FOOD & DRUG

U.S. Department of Health and Human Services Food and Drug Administration

Center for Devices and Radiological Health

Center for Biologics Evaluation and Research

Communicating with FDA



Contains Nonbinding Recommendations

Requests for Feedback on Medical Device Submissions: The Pre-Submission Program and Meetings with Food and Drug Administration Staff

Guidance for Industry and Food and Drug Administration Staff

Document issued on September 29, 2017

Document originally issued on February 18, 2014

For questions regarding this document, contact the CDRH Program Operations Staff (POS) at 301-796-5640. For questions regarding submissions to the Center for Biologics Evaluation and Research (CBER), contact CBER's Office of Communication, Outreach and Development at 1-800-835-4709 or 240-402-8010.

- Covers informational meetings to explain device concepts to FDA
- To obtain guidance/advice prior to submitting a device application.
- Knowing as much as possible prior to a formal device submission benefits both FDA and the sponsor

FDA Approval ≠ Patient Access



New Program with Payors Aims to Accelerate Patient Access to Medical Devices

Posted on September 5, 2018 by FDA Voice

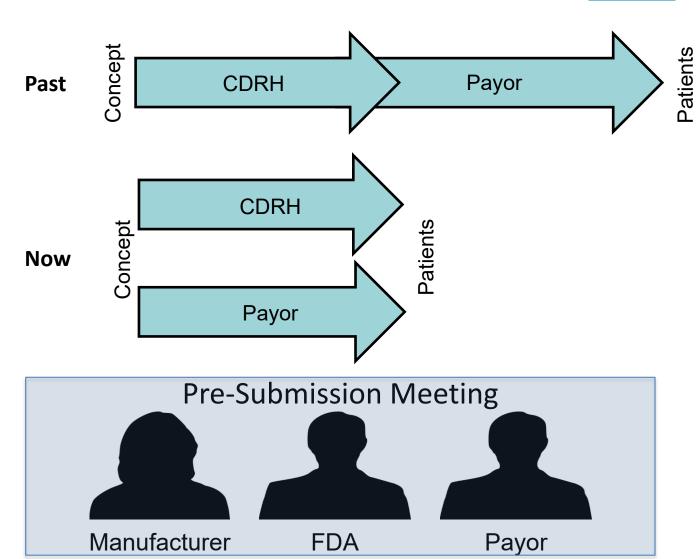
By: Scott Gottlieb, M.D.

Advancing the public health means helping to make sure patients have access to safe, effective medical products. Access is a matter of public health. And our commitments to patients don't stop at the time of a product's approval. We take many steps to make sure products can be safely accessed in the post-market setting, and that new innovations continue to deliver their anticipated benefits. We actively monitor for safety findings in the post-approval period. We have updated labeling to provide modern guidance to providers and patients. And as part of our dedication to the promotion of public health, we also look for opportunities to help advance wider access to safe and effective innovations.



Patients may not have access to an FDA approved or cleared device in the absence of adequate coverage. So, the FDA recognizes the importance of working collaboratively with the payor community to streamline the path from FDA market authorization to payor coverage and reimbursement.

Over the past few years, we've sought creative solutions to decreasing the gap between the FDA's decision to advance a product to the market and the time it takes both public (e.g., Medicare, Medicaid) and private payors to determine whether and how they will provide coverage.



Payor Programs



 Private or Public Payor Pre-Submission Participation: manufacturers may request payer input (public or private payer/HTA) on clinical trial design and other considerations. For questions email: CDRHPayerCommunications@fda.hhs.gov

 Parallel Review: a mechanism for FDA and the Centers for Medicare & Medicaid Services (CMS) to simultaneously review the submitted clinical data. For questions email: parallel-review@fda.hhs.gov

See our website for more details:

https://www.fda.gov/aboutfda/centersoffices/officeofmedicalproductsandtobacco/cdrh/cdrhinnovation/ucm456149.htm





Thank You

Public-private Partnerships

Partnering with the Centers for Disease Control and Prevention

Paula Braun, Entrepreneur in Residence, Centers for Disease Control and Prevention



Centers for Disease Control and PreventionNational Center for Health Statistics



Public Health for Startups

Paula Braun
Entrepreneur-in-Residence
Centers for Disease Control and Prevention

July 2019







Counseling and Education

Examples: Eat Healthy and Exercise

Smaller Impact

Clinical Interventions

Examples: Medicine for High Blood Pressure, Diabetes

Long-lasting, Protective Interventions

Examples: Vaccines, Smoking Cessation, Colonoscopy

Changing the Context to Make Individuals' Default Decision Healthy

Examples: Flouridation, Smoke-Free Laws, Tobacco Tax

Socioeconomic Factors

Examples: Poverty, Education, Housing, Inequality

Larger Impact

A SET OF DATA CLASSES TO SUPPORT NATIONWIDE INTEROPERABILITY

The USCDI Version 1 (USCDI v1) is proposed as a standard (§ 170.213). It reflects the same data classes referenced by the CCDS definition and includes new required data classes and data elements, noted below.

If adopted, health IT developers will need to update their certified health IT to support the USCDI for all certification criteria affected by this change.

USCDI v1

Assessment and Plan of Treatment











Provenance *NEW

- Author
- Author Time Stamp
- Author Organization



Care Team Members 🚴 🖧



Clinical Notes *NEW



- Consultation Note
- · Discharge Summary Note
- History & Physical
- Imaging Narrative
- Laboratory Report Narrative
- Pathology Report Narrative
- Procedure Note
- Progress Note

Goals













- First Name
- Date of Birth
- Last Name
- Ethnicity Previous Name

Patient Demographics

- Middle Name (including middle initial)
 - Address *NEW

Preferred

Race

- Suffix
- Birth Sex
- Language
- Phone Number *NEW

Problems



Procedures



Smoking Status



Unique Device Identifier(s) for a Patient's Implantable Device(s)

Vital Signs

- Diastolic **Blood Pressure**
- Svstolic **Blood Pressure**
- Body Height
- Body Weight
- Heart Rate
- Respiratory rate
- Body Temperature

- Pulse oximetry
- Inhaled oxygen concentration



- Pediatric Vital Signs *NEW
- BMI percentile per age and sex for youth 2-20
- Weight for age per length and sex
- Occipital-frontal circumference for children < 3 years old

Immunizations

Health Concerns



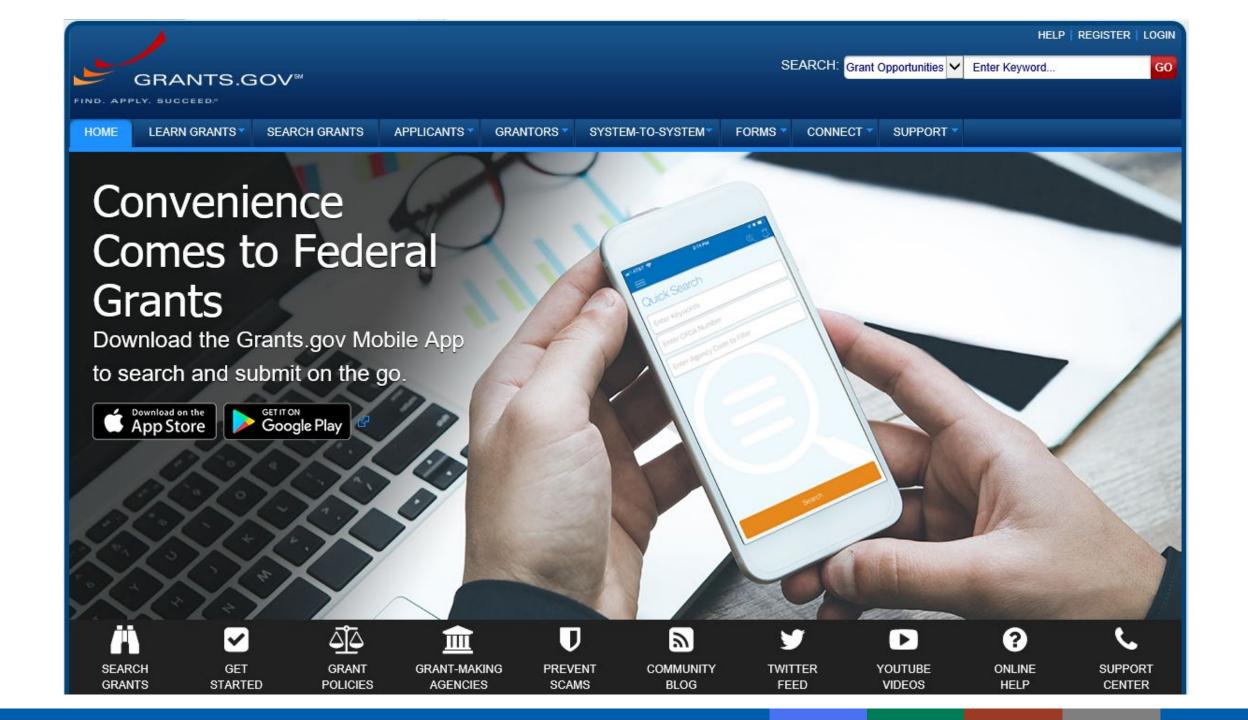
Reporting to Public Health

Clinical Decision
Support



New Possibilities for Public Health

FHIR-Connected Health Agencies



Questions?

Paula Braun

Phone: 404-498-6809

pabraun@cdc.gov

For more information, contact CDC 1-800-CDC-INFO (232-4636)
TTY: 1-888-232-6348 www.cdc.gov

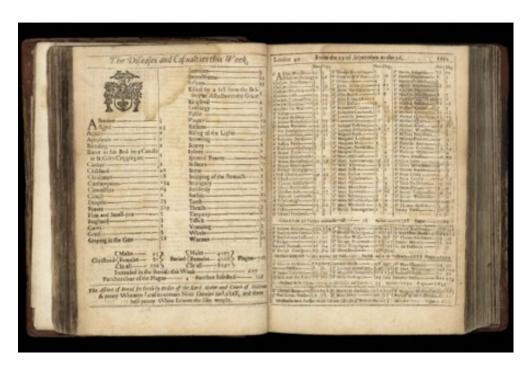
The findings and conclusions in this report are those of the authors and do not necessarily represent the official position of the Centers for Disease Control and Prevention.







Potential to Transform Public Health Surveillance







SOCIAL IMPACT ELEMENTS What value to society? Self transcendence TOMS Seventh Generation Provides hope Self LIFE CHANGING ELEMENTS actualization GNC Harley-Davidson How does it change my life? Solid Gold Leica Affiliation & Motivation Heirloom belonging Weight Watchers Patek Philippe Sierra Club Boston Red Sox Fitbit Bentley Reduces Rewards me Nostalgia Design / **Badge value EMOTIONAL ELEMENTS** anxiety Aesthetics Disney PayPal American Airlines Nike BMW AAA Starwood Lego Lululemon Prada How does it feel? Wellness Therapeutic Fun/ Attractiveness **Provides Entertainment** value access Busch Gardens Hugo Boss WebMD Ancestry.com L'Occitane CVS Health Victoria's Secret Celebrity Cruises iTunes Dr. Scholl's Saves time **Simplifies** Reduces risk Makes money Organizes Integrates Connects **FUNCTIONAL ELEMENTS** E-Z Pass Symantec The Container Store Microsoft Outlook Facebook Google Vanguard What does it do? MetLife TurboTax American Funds Verizon Zappos Samsung Apple Reduces effort Avoids hassles Variety Reduces cost Quality Sensory Informs appeal Cuisinart Walmart Tumi Etsy Starbucks Wikipedia Amex Consumer Reports USAA Prius CarMax Sephora Amazon Patagonia **INWARDLY-FOCUSED VALUE OUTWARDLY-FOCUSED VALUE**

FHIR Projects in Public Health: Collaboration with GT



Online Master of Science in Computer Science

Are you ready to earn your master's in computer science but not ready to stop working? Do you want a top-ranked degree without the top-ranked price tag?

If so, Georgia Tech has the answer.

https://cs6440.gatech.edu/



Public-private Partnerships

Partnering with the Office of the National Coordinator for Health Information Technology

Stephen Konya, Senior Innovation Strategist, Office of the National Coordinator for Health Information Technology







Partnering to Support National Health IT Innovation

MedHealth Startup Day w/ HHS July 15th, 2019

Stephen Konya, Senior Innovation Strategist, HHS-ONC



ONC's Mission

The Office of the National Coordinator for Health Information Technology (ONC) is at the forefront of the administration's health IT efforts and is a resource to the entire health system

"...to support the adoption of health information technology and the promotion of nationwide health information exchange to improve health care."

ONC is organizationally located within the Office of the Secretary for the U.S. Department of Health and Human Services (HHS).

ONC is the principal federal entity charged with coordination of nationwide efforts to implement and use the most advanced health information technology and the electronic exchange of health information.



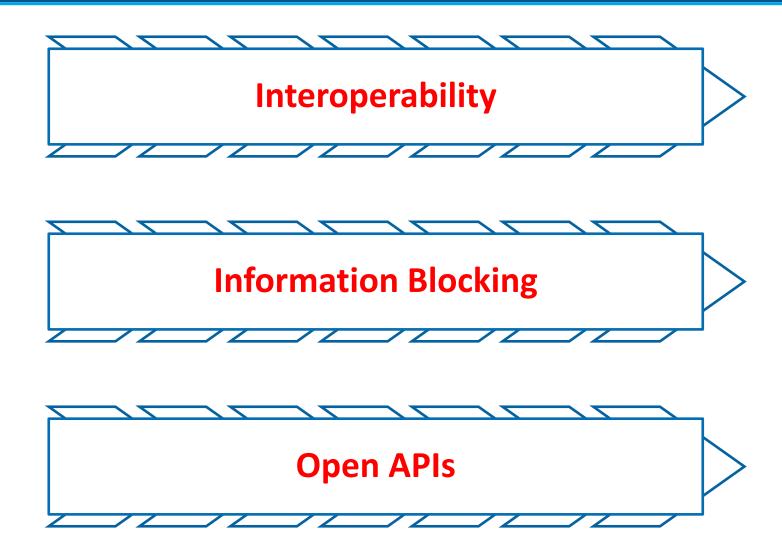
HITECH Act (3001(b)(10))

Among many duties, the National Coordinator is tasked with promoting:

- "...a more effective marketplace
- greater competition
- greater systems analysis
- increased consumer choice, and
- improved outcomes in health care services"



21st Century Cures Act



How does ONC support innovation?

#1: Direct (\$)

#2: Indirect

Challenge competitions

Toolkits / guides / technical resources

Cooperative agreements and grants

Role as a "National Coordinator"





National App & Idea Challenges

Consumer Health Data Aggregator Challenge







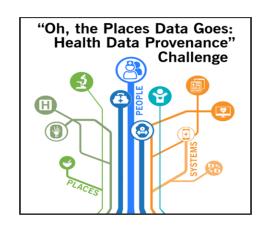
Blockchain Challenge



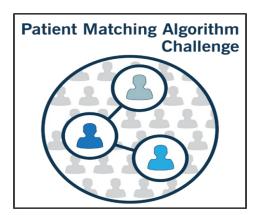
Privacy Policy Snapshot Challenge

















Precision Medicine and Genomics

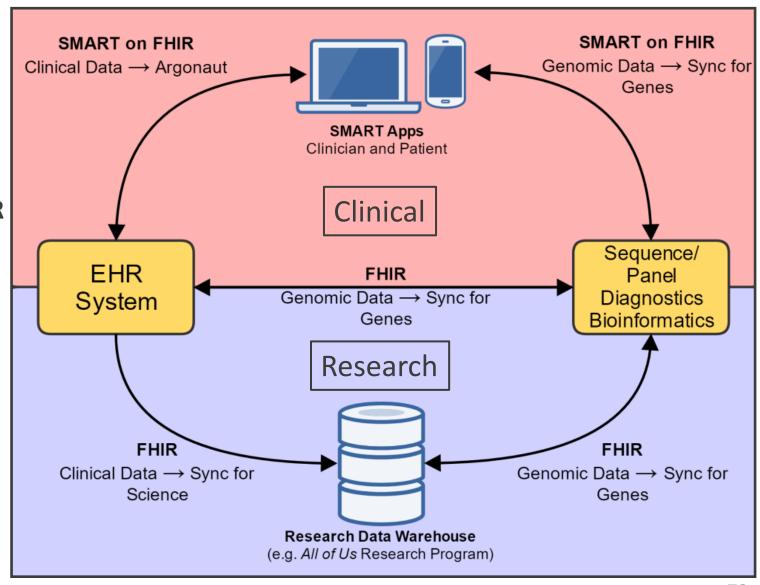
Sync 4 Science / Sync 4 Genes

- ENABLING CLINICAL GENOMICS FOR PRECISION MEDICINE
- VIA HL7® FAST HEALTHCARE INTEROPERABILITY RESOURCES®

*Click here for the

Sync for Genes Final Report!

(Nov2017)



Artificial Intelligence (Ai) for Health

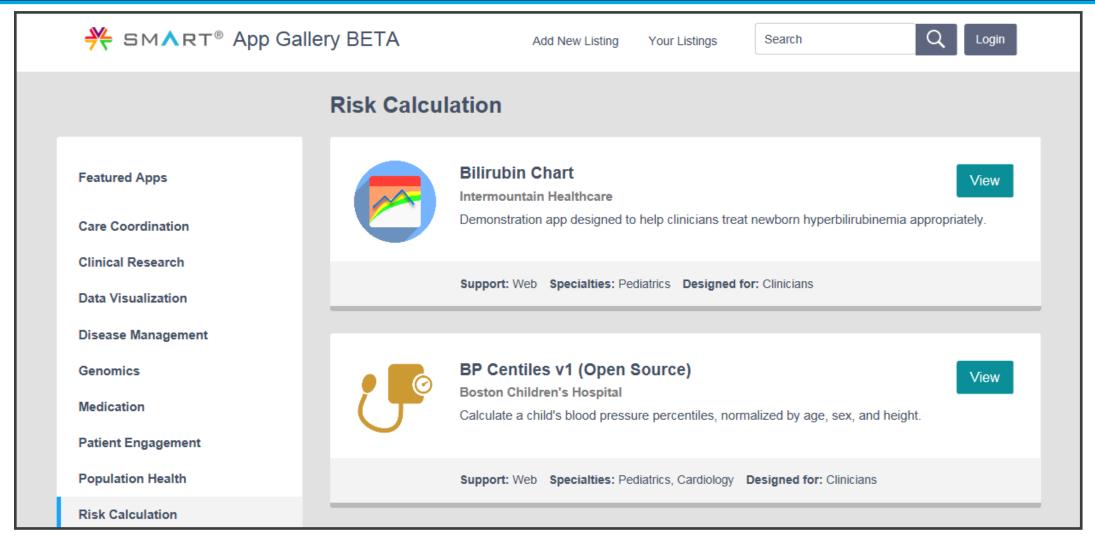
- Collaboration with the Agency for Healthcare Research and Robert Wood Johnson Foundation
- Asked JASON to study the impact Ai can have on health and health care, specifically:
 - » How can Ai shape the future of public health, community health, and health care delivery from a personal level to a system level?
 - Understand the opportunities and considerations that can better prepare and inform developers and policy makers and promote the general welfare of health care consumers and the public

Blog Post: https://healthit.gov/buzz-blog/jason

Full Report: https://healthit.gov/jason



SMART App Gallery and Data Sandbox



https://apps.smarthealthit.org

Informational Resources / Tools



Developing a mobile health app?



Find out which federal laws you need to follow.



Produced in cooperation with the U.S. Department of Health & Human Services (HHS): the Office of the National Coordinator for Health Information Technology (ONC), the Office for Civil Rights (OCR), and the Food and Drug Administration (FDA)



The Office of the National Coordinal Health Information Technology

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES OFFICE FOR CIVIL RIGHTS



TAGS: Advertising and Marketing | Health Claims | Privacy and Security | Consumer Privacy | Data Security | Tech | Health Care



Mobile Health Apps Interactive Tool

WHICH LAWS APPLY TO MY MOBILE HEALTH APP?

 Do you create, receive, maintai 	n, or transmit identifiable health information?
---	---

- YES
- ► NO



- 2. Are you a health care provider or health plan?
 - ▶ YES
- ► NO



- 3. Do consumers need a prescription to access your app?
 - ▶ YES
- ► NO



4. Are you developing this app on behalf of a HIPAA covered entity (such as a hospital, doctor's office, health insurer, or health plan's wellness program)?

One Stop "Shopping" for Policies

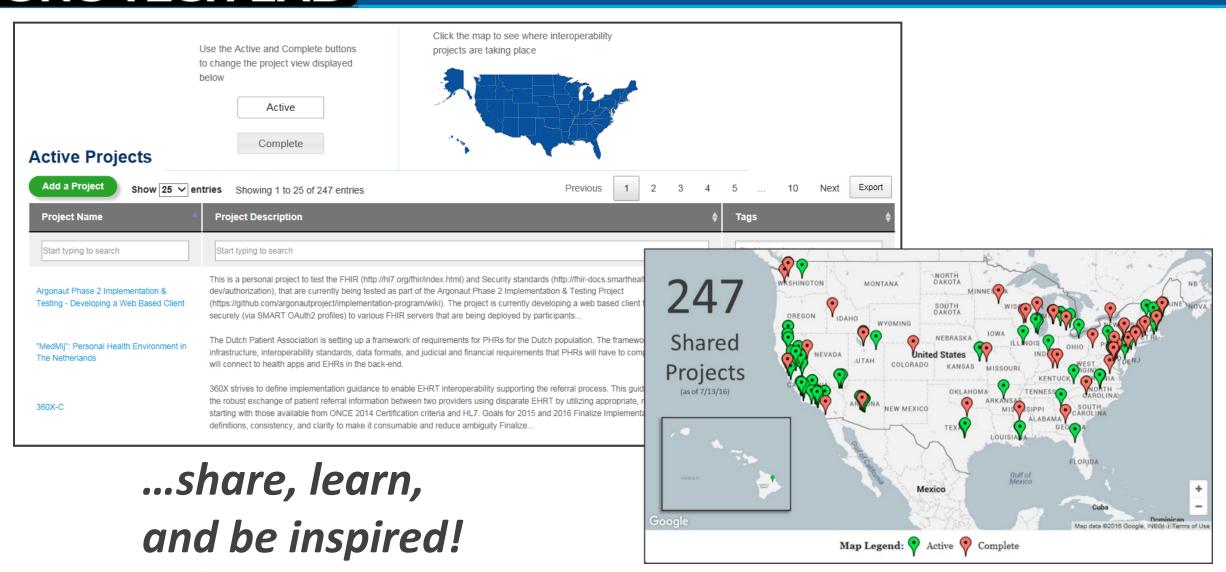




Pilots

Interoperability Proving Ground (IPG)

ONC TECH LAB





Standards Implementation & Testing Environment (SITE)

"Learn, Collaborate, and Test!"

CONSOLIDATED CDA (C-CDA) SANDBOX

This sandbox contains resources and test tools related to the Consolidated Clinical Document Architecture standard.

DIRECT TRANSPORT SANDBOX

The sandbox contains resources and test tools related to the Direct project and Direct systems registered by health IT developers that can be used by implementers to test interoperability.

PROVIDER DIRECTORY SANDBOX

This sandbox contains resources and test tools related to the IHE Healthcare Provider Directory (HPD) standard.

QUALITY REPORTING STANDARD SANDBOX

This sandbox contains resources and test tools related to the Quality Reporting Document Architecture (QRDA) Category I and QRDA Category III standards

CLINICAL QUALITY MEASURES (CQM) SANDBOX

This sandbox contains resources and tools related to evaluating the accuracy of clinical quality measure calculations with Cypress.

PUBLIC HEALTH REPORTING SANDBOX

This sandbox contains resources and tools related to the Public Health Reporting Initiative.

LABORATORY STANDARDS SANDBOX

This sandbox contains resources and test tools related to Laboratory Standards.

ELECTRONIC PRESCRIBING SANDBOX

This sandbox contains resources and tools related to Electronic Prescribing.

SOAP TRANSPORT SANDBOX

This sandbox contains resources and tools related to SOAP Transport.





New "INFERNO" FHIR Testing Suite

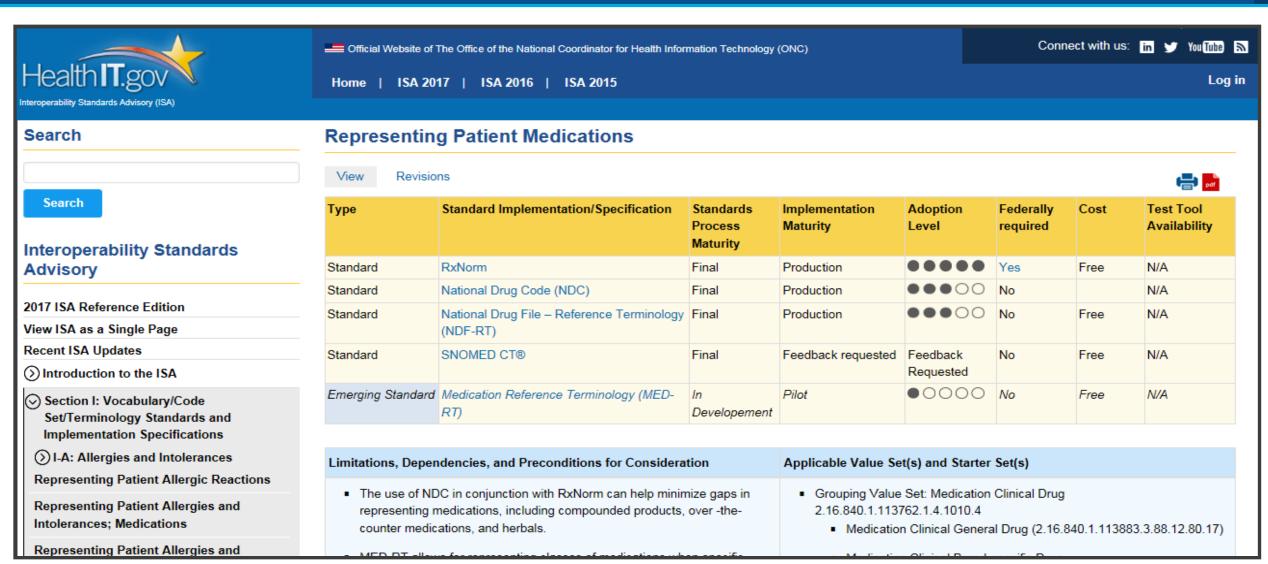


Inferno is an open source tool that tests whether patients can access their health data through a standard interface. It makes HTTP(S) requests to test your server's conformance to authentication, authorization, and FHIR content standards and reports the results back to you.

- Open source tool (via GitHub)
- Tests conformance to SMART on FHIR requirements for;
 - app registration
 - > app launch
 - authentication
- Tests conformance to the Argonaut
 Data Query Implementation Guide
- Inferno Quick Start Guide available on GitHub



Interoperability Standards Advisory (ISA)



21st Century Cures – Notice of Proposed Rule Making (NPRM)

- ONC's Primary Landing Page: <u>www.HealthIT.gov/NPRM</u>
- Key ONC Presentations:
 - » API Conditions of Certification (and more!) [PDF 9.1 MB]
 - 21st Century Cures Act: Interoperability, Information Blocking, and the ONC Health IT Certification Program Proposed Rule (HIMSS Presentation) [PDF -1.9MB]

9 Fact Sheets Provided by ONC

Implementation of Cures Act and Executive
Orders [PDF - 1.4 MB]

Application Programming Interface (API)
Permitted Fees [PDF - 405 KB]

<u>U.S. Core Data for Interoperability</u> (<u>USCDI</u>) [PDF - 776 KB]

Conditions and Maintenance of Certification
Requirements [PDF - 805 KB]

API Certification Criterion and Associated Condition of Certification [PDF - 1.1 MB]

<u>Electronic Health Information Export for</u> <u>Patient and Provider Access [PDF - 1.6 MB]</u>

Health IT for Pediatric Care and Practice
Settings [PDF - 477 KB]

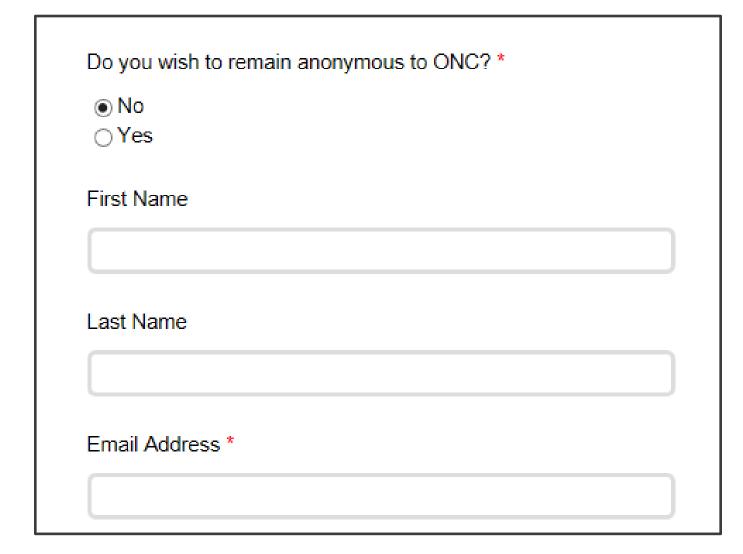
<u>Standards Version Advancement Process</u> [PDF - 442 KB] Information Blocking – Summaries of the 7
Exceptions [PDF - 578 KB]



It Takes A Village...



Health IT Feedback Form



Category of Feedback: *	
Category descriptions are available here	
ONC Health IT Certification	
○ Information Blocking	
○ Interoperability	
○ Health IT Safety	
Usability	
OPrivacy and Security	
○ Data Breaches	
 Certified Health IT Products List (CHPL) 	
 ONC Events, Media, and Web Inquiries 	
○ Health IT Standards	
O Public Health	
○ Trusted Exchange Framework	
Other	





Let's connect!

Stephen.Konya@hhs.gov
@StephenKonya







Pop-up Lunch

Connect with agency representatives over lunch at pop-up tables. Our program will resume at 1PM in this room.



with the U.S. Department of Health and Human Services

Detroit-Windsor DNA

Moderator: Justin Robinson

Senior Vice President, Business Development, Detroit Regional Partnership

Irek Kusmierczyk

Director of Partnerships, WEtech Alliance

Dr. Anne Snowdon

Scientific Director and CEO, Supply Chain Advancement Network in Health

Virginia Wilkinson

Director of Business Intelligence, Detroit Economic Growth Corporation

Phillip Olla

CEO, Audacia Bioscience



Public-private Partnerships

Partnering with the National Institute of Health

Todd Merchak, Program Specialist, National Institute of Health Small Business Innovation Research



The National Institutes of Health



Todd Merchak
Program Manager, Small Business Programs
National Institute of Biomedical Imaging and
Bioengineering
Todd.Merchak@nih.gov





The National Institutes of Health

The Nation's Steward of Medical & Behavioral Research



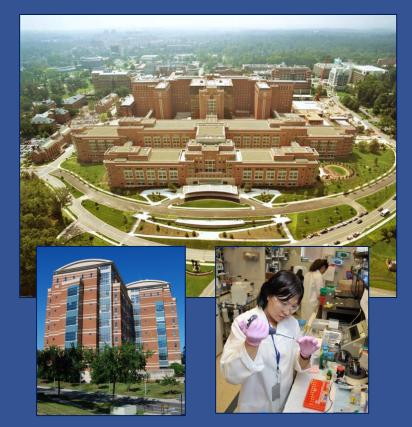
"Science in pursuit of fundamental knowledge about the nature and behavior of living systems... and the application of that knowledge to extend healthy life and reduce illness and disability."







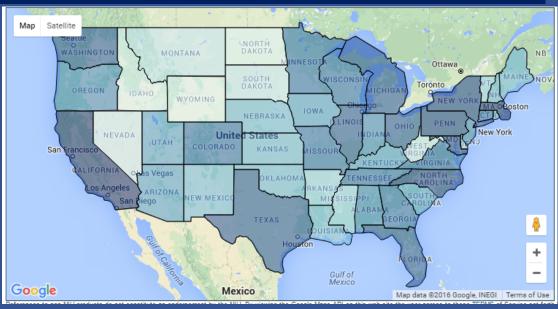
Understanding the Unique Nature of NIH



NIH is an institution (Intramural Research)

• ~ 6,000 scientists

Fiscal Year 2017 Research Funding across the United States



NIH *supports* institutions & people

(Extramural Research)

- > >2,500 institutions
- >300,000 scientists & research personnel



What the NIH can offer to Biomedical Innovators



Expertise and Resources

- ProductDevelopmentSupport
- Clinical TrialNetworks



NIH-developed technologies

- Over 1500
 technologies and
 research tools
 available for
 licensing
- Special licensing terms for start-ups

S Non-Dilutive Investment

- \$1 Billon dollars in SBIR/STTR grants for U.S.owned small businesses
- Technical Assistance



NIH SBIR/STTR: A Multi-Phased Program

Discovery

Phase I

Development

Phase II



Competing Renewal Award

Phase IIB

\$3M for up to 3 years

Commercialization

Phase



Feasibility

Full R/D

Phase I —— Phase II

Fast-Track

Direct-toPhase II





Concept to Clinic: Commercializing Innovation (C3i)

Goal

Provide NIH grantees with essential business tools and specialized mentoring for successful translation of biomedical technologies from lab to market

Objectives

- 1) Validate an unmet market need
- 2) Validate a viable business opportunity
- 3) Build a compelling pitch to secure support from investors and partners

Outcomes

√ 37 SBIR/STTR companies and 17 R01 teams

have participated over the past 4 years

- ✓ \$15M received in Phase II SBIR/STTR grants with success rate of 66%
- ✓ >\$94M raised in private capital to date
- ✓ 2 products received FDA 510(k) clearance





Facilitating Partnerships









RESEARCH FUNDING

LABS @ NIBIB

TRAINING & CAREERS

SCIENCE EDUCATION

NEWS & EVENTS

ABOUT NIBIB

Q

Research Funding

Scientific Program Areas

Division of Applied Science & Technology

Division of Discovery Science & Technology (DDST)

Division of Health Informatics Technologies (DHIT)

Division of Interdisciplinary Training (DIDT)

Funding

Funding Opportunities

Grant Programs & Mechanisms

Grants Process

NIH-wide and Trans-NIH Initiatives

Funding Policies

Funding Notices

Related Links

NIH Guide

NIH Parent Announcements

NIH Submission Dates

NIH RePORTER

Research Resources

NIBIB and the American Recovery and Reinvestment Act of 2009 (ARRA)

Entrepreneurial Finance for Biomedical Innovators

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Overview

The National Institutes of Health (NIH) supports the development and commercialization of biomedical technologies through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. With the goal of bringing life-saving innovations to market, NIH SBIR/STTR funding provides early-stage seed capital to US-owned small businesses. While the commercialization of biomedical technologies can require a significant amount of both time and money, rigorous financial planning can help navigate and mitigate risks for small businesses and can enhance chances of success along the pathway to market. For biomedical innovators considering funding through the NIH SBIR/STTR programs (https://sbir.nih.gov), it is imperative to evaluate the use of federal grant funding within the context of a broader financial plan.

Course Objectives

The purpose of this course is to present biomedical entrepreneurs with a detailed framework for building a step-wise, validated financial plan. Moving beyond the short-term perspective of immediate financing needs to a comprehensive, longterm financial plan will increase the probability of success for your venture. The primary learning objectives for this course are

- · Understand the importance of financial planning for your small business
- · Gain perspective on SBIR/STTR funding within the broader context of your financial plan
- · Learn practical approaches to developing a long-term financial plan
- Evaluate the various sources of funding
- · Examine the use of comparables in validating your financial plan

Course Materials

The course is presented in a series of five sequential videos. The video modules and course details can be found below.

- Module 1: Introduction to Financial Planning
- Module 2: Assumptions and Personal Needs
- Module 3: Building the Financial Plan
- Module 4: Sources of Capital
- **Module 5: Exploring Comparables**

HEAL Initiative: At a glance







- 12 NIH Institute and Centers leading 26 HEAL research projects
 - Over 20 collaborating Institutes, Centers and Offices
 - From prevention research, basic and translational research, clinical trials, to implementation science
 - Multiple projects integrating research into new settings
 - e.g. health care, criminal justice, Medicare populations etc.
- Released 40+ funding announcements for FY2019



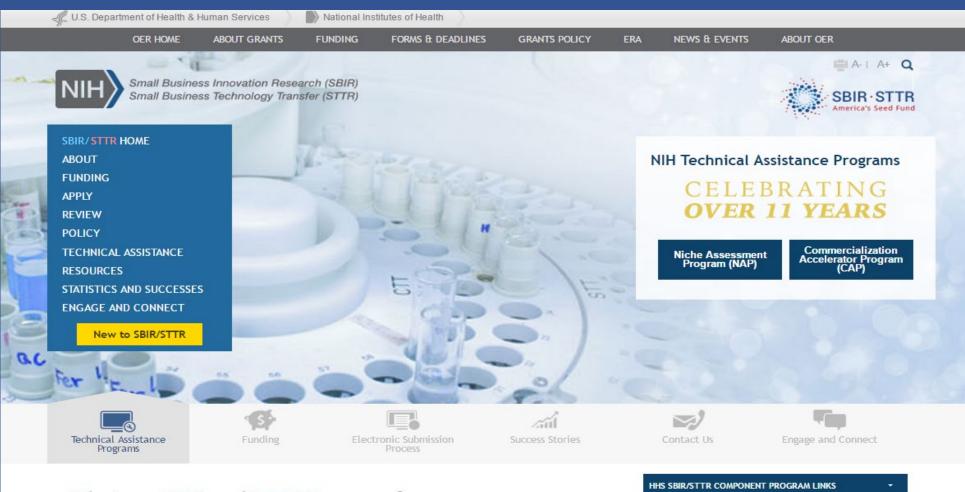
Small Businesses and the HEAL Initiative: Enhancing Pain Management



NIH invites small businesses to submit research proposals on Enhancing Pain Management

- HEAL includes set-aside funds for Small Business (SBIR/STTR) programs
- SBIR and STTR Omnibus/Parent Grant Solicitations
 - NOT-NS-19-014: HEAL Initiative: Notice of Interest in Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Applications Directed at Enhanced Pain Management and Improved Treatments for Opioid Misuse and Addiction
- HEAL Enhancing Pain Management RFAs
 - RFA-NS-19-020: HEAL Initiative: Optimization of Non-addictive Therapies [Small Molecules and Biologics] to Treat Pain (U44 Clinical Trial Not Allowed)
 - RFA-NS-19-017: HEAL Initiative: Translational Devices to Treat Pain (U44 Clinical Trial Optional)





What are SBIR and STTR Programs?

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, also known as America's Seed Fund, are one of the largest sources of early-stage capital for technology commercialization in the United States. These programs allow US-owned and operated small businesses to engage in federal research and development that has a strong potential for commercialization.

In Fiscal Year 2016, NIH's SBIR and STTR programs will invest over 870 million dollars into health and life science companies that are creating innovative technologies that align with NIH's mission to improve health and save lives. A key objective is to translate promising technologies to the private sector and enable life-saving innovations to reach consumer markets.

NEWS



Early Bird Deadline Rapidly Approaching!
Register today for the HHS SBIR/STTR
Conference NEW

August 10, 2016



The September 6th SBIR/STTR Deadline is less than One Month Away August 9, 2016

http://sbir.nih.gov

Email: sbir@od.nih.gov



@NIHsbir



Public-private Partnerships

Partnering with the International Trade Association

Murat Muftari, Senior International Trade Specialist, Department of Commerce, International Trade Administration







Leverage the strength of the U.S. government

Market access problems
Unfair contract competition
Meetings with the right partners
Getting paid







Your local trade specialist can counsel you and connect you to resources across the globe.

Partner Matchmaking background checks Develop an export strategy Counseling with Supporting your **YOUR** overseas staff **COMPANY** export growth every Trade shows step of the way. to attend 5. **Promoting** your product 6. overseas **Export regulations**





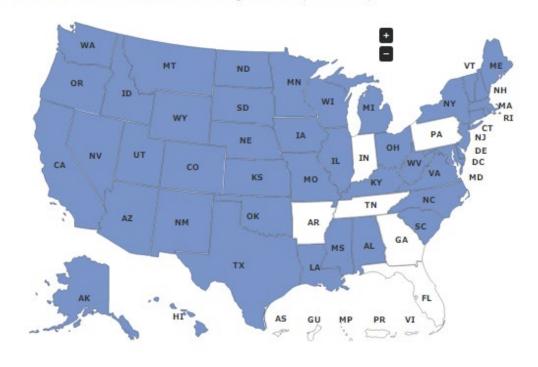


STEP Program

STEP awards federal dollars to states and territories to fund eligible small business export development activities

FY 2016 Awards by State

Current STEP Awardees by State (in Blue)



STEP-supported export activities

- Participation in foreign trade missions, market sales trips, and trade shows
- Obtaining services to support foreign market entry (DOC)
- Website development to attract foreign buyers
- Design of international marketing products and campaigns

For Information:

http://www.sba.gov/STEP



Public-private Partnerships

Partnering with VentureWell

Heath Naquin, Senior Global and Government Liaison Officer



Public-private Partnerships

Partnering with the Michigan Economic Development Corporation

Nadia Abunasser, Federal and Development Projects Director



Break and Transition

All attendees must exit the Garage to accommodate room transition to Bay One and Bay Two for breakout sessions.



with the U.S. Department of Health and Human Services