

# NIH as a Technology Development and Commercialization Partner

Q2 2026



# Your Six Top NIH Business Tips and Opportunities



- **In-licensing of NIH technology**
- **Technology development collaborations with Intramural Research Program (IRP)**
- **Getting grants & contracts**
- **Using pre-clinical / clinical capabilities**
- **Selling products / services**
- **Utilizing NIH information sources**

# Common Myths About Working with NIH



- **Only basic research**  
**FACT: Translational/clinical programs and assets**
- **Only study drugs**  
**FACT: Devices/Dx/Biomarkers/Wearables/Tools/e-Health**
- **No licenses/no exclusive licenses**  
**FACT: NIH does license/exclusivity can be negotiated**
- **Only develop internal ideas**  
**FACT: Ideas can originate in company partners**
- **Only work with U.S. entities**  
**FACT: We work internationally**

# Why Does the NIH License and Partner?



Utilize IP appropriately as incentive for commercial development of technologies



Attract new R&D resources



Obtain return on public investment



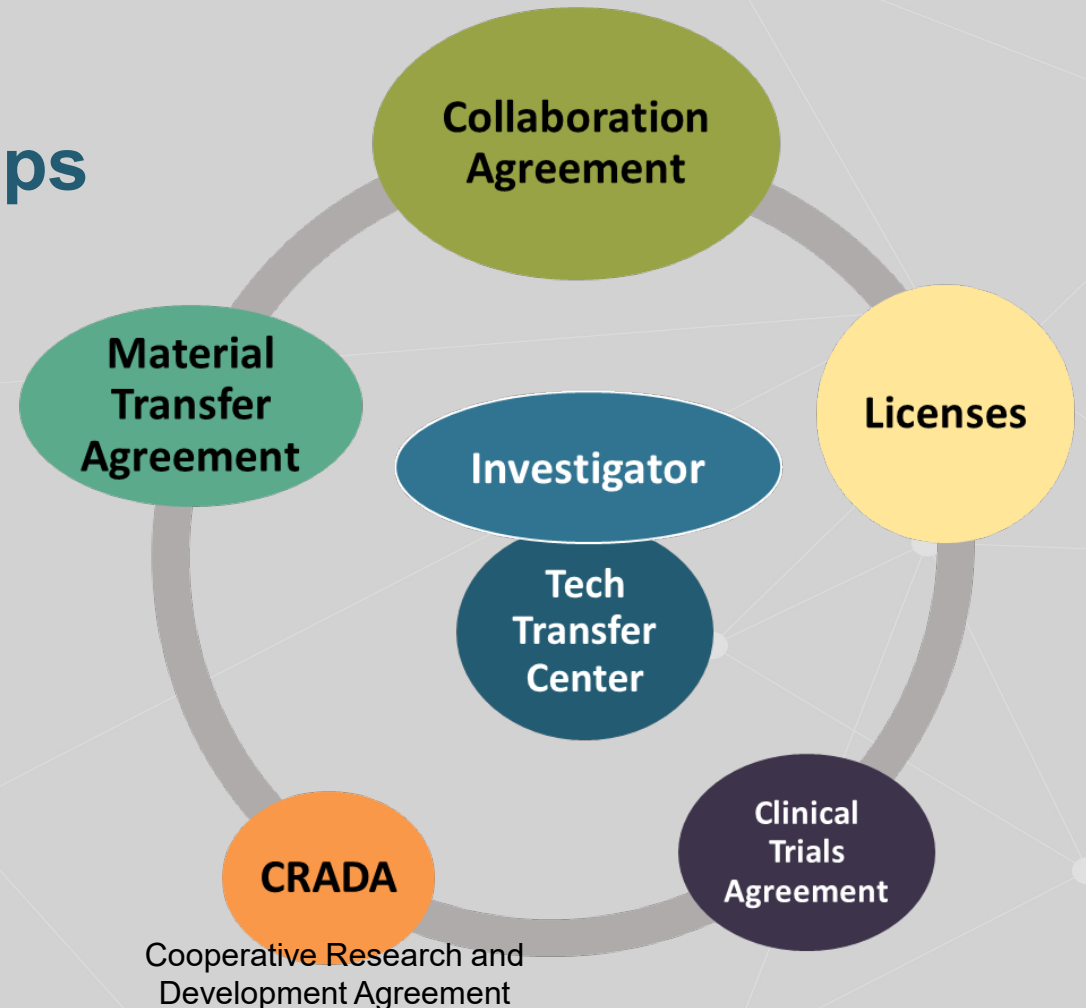
Benefit public health



Stimulate US economic development

# NIH Agreements

- We help with a needs assessment
- Address technology/knowledge gaps
- Enhance pipeline
- Who does/pays for what?
  - Negotiated
  - Usually shared effort and cost
- We're not a Contract Research Organization
- We don't do sponsored research

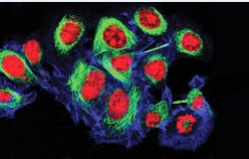
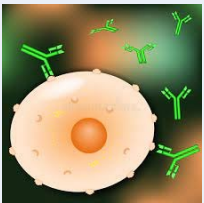






# NIH Patent Portfolio



- **Assets available for licensing/collaboration:**
  - **Therapeutics**
  - **Devices**
  - **Diagnostics**
  - **Wearables and digital health**
  - **Vaccine**
  - **Tools**
  - **Software**
- **Pre-clinical stage technologies**
- **Non-patented technologies available as Research Tools under non-exclusive licenses**

# Licensing Research Tools/Products

	Commercialization	Internal Use
<b>Exclusivity</b>	No	No
<b>Materials</b>	Provided	Provided
<b>Typical licensee</b>	Smaller firms	Larger firms
<b>Costs/fees</b>	Lower upfront, higher royalties	Lower annual, paid-up term licenses
<b>“Reach through” to new discoveries</b>	N/A	No
<b>Product examples</b>	   	 

# Licensing Therapeutic, Diagnostic or Vaccine Products

	<b>Commercialization</b>
<b>Exclusivity</b>	<b>If required for development</b>
<b>Materials</b>	<b>Provided</b>
<b>Typical licensee</b>	<b>Large(r) pharmas/biotechs Statutory preference for smaller firms</b>
<b>Costs/fees</b>	<b>Larger upfront fees, Moderate earned royalties Benchmark payments Share sublicensing payments</b>
<b>US requirement</b>	<b>US manufacturing for US sales</b>
<b>Other requirements</b>	<b>Detailed development plan, Benchmarks, Performance monitoring</b>



# What are the Advantages for Your Company/Clients?

- **Access to scientific and regulatory expertise**
- **Access to unique reagents and resources**
- **Collaborations leading to new IP**
  - ☺ **0% overhead / indirect rate \***
  - ☺ **Reasonable milestone payments and royalties**
  - ☺ **Exclusive license option to co-owned IP**
  - ☺ **NIH cannot spin out a company to compete for the new IP**
- **Licensing w/ compelling business terms**
  - ☺ **0% equity**
  - ☺ **“Fair value for public dollar”**



\*National Cancer Institute 15% cap

# What are the Advantages for NIH?

- **Access to cutting-edge innovations**
- **Access to commercial development expertise**
- **Funds for research project**
- **Satisfaction of getting medical solutions to patients**



# Partnering with NIH Offers Significant Funding, Commercialization Potential

## Acquisition of Licensee

 acquired by  for US \$250M (2025)

 acquired by  for US \$11B (2017)

## Funding of Licensee

 2020 NCI License → US \$9M Raised Seed Round (2023)

 2013 NCI License → US \$890M Raised Series A-F

## Collaborators and Licensees

Organization	Product	2025 Worldwide Sales
		US \$5.2B
		US \$1.5B (est.)
		US \$750M
  		US \$300M (est.)
		US \$220M

# NIH Value Proposition's “Drop the Mike” Moments: Commercialization-friendly Business Model



**>US\$10B** Product sales from licensed NIH IP (2024)



**0% equity**



**0%\* overhead rate**



**Won't take your IP**



**Validate your technology and/or test in humans**



**World-renowned researchers and resources**



**Prestige factor: Collaboration = higher company profile**

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# Contact Us – Let's Explore Working Together

- ✓ **Introductory calls**
- ✓ **Webinars**
- ✓ **Conferences**
  - JP Morgan Healthcare Week
  - BIO Annual Conference
- **Steve Ferguson, MBA**
  - Special Advisor, NIH Office of Tech Transfer
  - Tel. 301-435-5561, email: [sf8h@nih.gov](mailto:sf8h@nih.gov)
- **Michael Salgaller, PhD**
  - Supervisor, NCI Technology Analysis and Marketing Unit
  - Tel. 240-276-5476, email: [michael.salgaller@nih.gov](mailto:michael.salgaller@nih.gov)



- Websites: <https://techtransfer.nih.gov> (NIH)  
<https://techtransfer.cancer.gov> (NCI)
- Listserv distributions of new opportunities
- Social Media 
- General information: [nihott@mail.nih.gov](mailto:nihott@mail.nih.gov) (NIH)  
[NCITechTransfer@mail.nih.gov](mailto:NCITechTransfer@mail.nih.gov) (NCI)