THE ROADMAP FOR COMMERCIALIZATION

1. HAVE AN IDEA?
   - Commercialization starts with innovation

2. DISCLOSE NEW IP
   - Licensing experts will explore IP protection & commercial viability

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

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

uab.edu/innovation/toolkit/startup-resources
• 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
# SBIR/STTR Timeline

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<tr>
<th><strong>FACULTY</strong></th>
<th><strong>SBC</strong></th>
<th><strong>CCTS</strong></th>
<th><strong>HIIE</strong></th>
<th><strong>OSP</strong></th>
<th><strong>UAB DEPT</strong></th>
<th><strong>CIRB</strong></th>
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<tbody>
<tr>
<td><strong>EARLY STAGE</strong></td>
<td><strong>60-90 DAYS BEFORE DUE DATE</strong></td>
<td><strong>30-60 DAYS BEFORE DUE DATE</strong></td>
<td><strong>0-30 DAYS BEFORE DUE DATE</strong></td>
<td><strong>POST-DUE DATE PRE-AWARD</strong></td>
<td><strong>POST-AWARD</strong></td>
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<td>• Submits Financial Disclosure as necessary (within 30 days of acquiring the Financial Interest)</td>
<td>• Submits External Activity Request if appropriate</td>
<td>• Identifies UAB scope of work and budget</td>
<td>• Submits all Required Documents to OSP 5 days before SBC’s submission</td>
<td>• If award is not made, notifies OSP with intent to resubmit or abandon Project.</td>
<td>• Performs work within the scope of budget and UAB G&amp;A procedures including closeout</td>
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<td>• Discusses idea with Dean or Dept. Chair</td>
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<td>• Submits 30-Day Notice of Intent to Submit a SBIR/STTR Proposal to OSP</td>
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<td>• Identifies UAB scope of work and budget</td>
<td>• Submits 30-Day Notice of Intent to Submit a SBIR/STTR Proposal to OSP</td>
<td>• Provides working copy of application to UAB PI at least 5 days before submission</td>
<td>• Negotiates option or license with HIIE for background IP</td>
<td>• Provides subaward to UAB OSP for processing</td>
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<td>• Provides working copy of application to UAB PI at least 5 days before submission</td>
<td>• Submits application to agency on or before due date</td>
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<td>• Further refinement of extramural applications</td>
<td>• Negotiates option or license with SBC for background IP</td>
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<td>• Provides subaward received from SBC</td>
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<td>• Processes agreement compliance including for achievement of milestones via periodic reports</td>
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<td>• Receives 30-Day Notice of Intent to Submit an SBIR/STTR from OSP and performs preliminary review</td>
<td>• Receives 30-Day Notice of Intent to Submit an SBIR/STTR and performs preliminary review</td>
<td>• Reviews External Activity Request if appropriate (approval required)</td>
<td>• Submits Financial Disclosure as necessary (within 30 days of acquiring the Financial Interest)</td>
<td>• Identifies funding mechanism</td>
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<td>• Provides pre-submission grant review</td>
<td>• Reviews scope of work and budget (approval required)</td>
<td>• Discusses idea with Dean or Dept. Chair</td>
<td>• Identifies university/faculty partner</td>
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<td>• Provides Letter of Support to SBC for proposal</td>
<td>• Reviews Request for Use of UAB Resources (approval required)</td>
<td>• Submits External Activity Request if appropriate</td>
<td>• Obtains external IRB and other approvals</td>
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<td>• Coordinates Allocation of Rights for Project IP</td>
<td>• Reviews SBIR/STTR Extramural Checklist prior to submission to OSP (Dean or Dept. Chair signature required)</td>
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<td>• Works with HIIE to create company development plan</td>
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**60-90 DAYS BEFORE DUE DATE**

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

**30-60 DAYS BEFORE DUE DATE**

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

**0-30 DAYS BEFORE DUE DATE**

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

**POST-DUE DATE PRE-AWARD**

- Provides financial monitoring as appropriate

**POST-AWARD**

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