

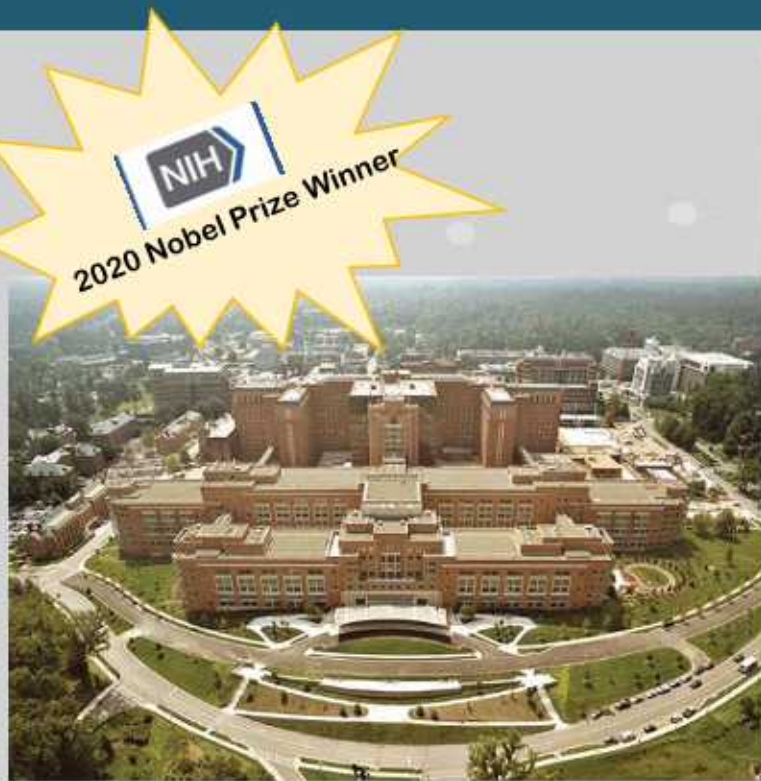
How the National Institutes of Health Partners with Industry

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NIH Office of Tech Transfer

ABHI Delegation
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NIH Overview



- Serves as United States' Medical Research Agency
- Publicly funded Federal Lab
 - FY25 budget of US\$49B
 - ~10% of funding for intramural research (>\$5B)
 - 14,000 staff / 6,000 scientists / 1000+ partnerships
 - Internal research programs in >400 diseases and disorders
- 27 Institutes/Centers – Each with own focus
- Mission & Goals:
 - ❖ Enhance Health / Lengthen Life / Reduce Illness/ Disability
 - ❖ Facilitate economic development

Your Six Top NIH Business Tips & Opportunities



- **In-licensing of NIH technology**
- **Technology development collaborations with intramural NIH**
- **Getting grants & contracts from NIH**
- **Selling products / services to NIH**
- **Using pre-clinical / clinical NIH capabilities**
- **Utilizing NIH information sources**

Common Myths About Working with NIH



- Only basic research
FACT: Translational/clinical
- Only study “drugs”
FACT: Devices/Dx/MedTech/AI/HealthTech/Tools
- Only work with academia
FACT: Hundreds of industry licenses and partnerships
- Only work with U.S. companies
FACT: We partner internationally
- Only develop internal ideas
FACT: Ideas can originate in company partners

NIH Inventions

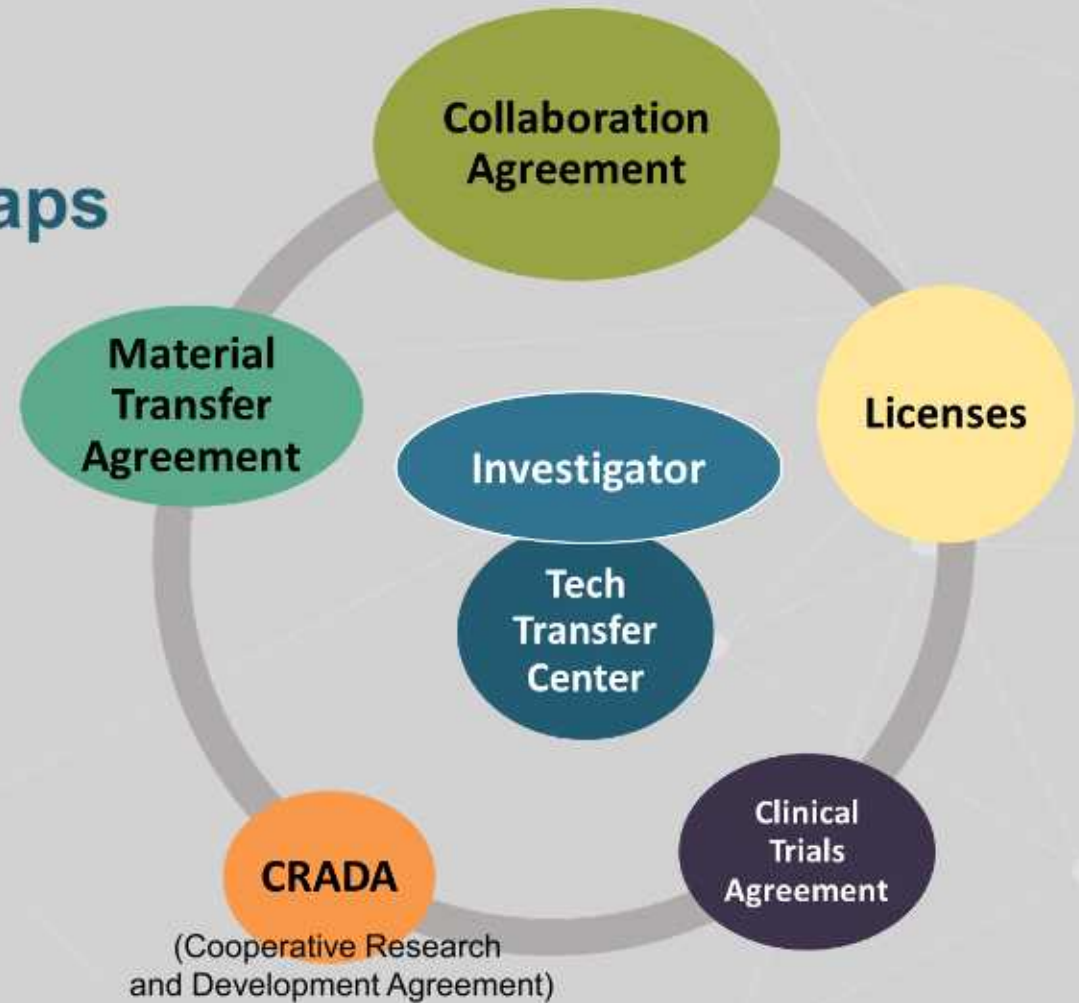


Spravato™
(esketamine) 
nasal spray



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 CRO
- We don't do sponsored research



License Agreements At NIH



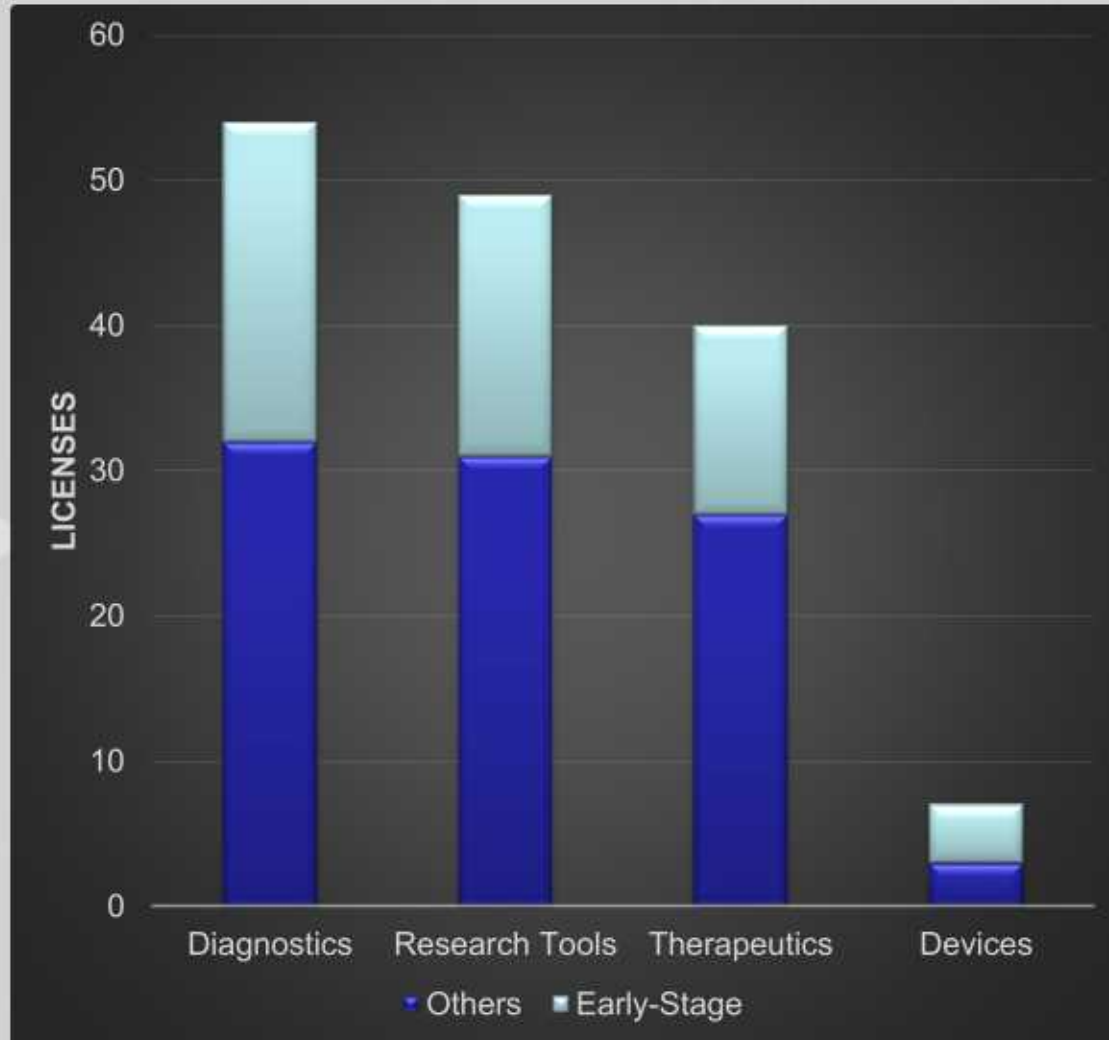
- **Assets available for licensing/collaboration:**
 - Therapeutics
 - Devices
 - Diagnostics
 - Wearables and digital health
 - Vaccine
 - Tools
 - Software
- **Pre-clinical stage technologies**
- **Non-patented technologies available as research tools under non-exclusive licenses**

Cooperative Agreements At NIH



- **Collaboration between Government lab & outside party**
- **Government provides expertise, equipment & materials**
- **Collaborator provides same and possibly money**
- **Provides Collaborator with right to elect exclusive option to new inventions**

Who Licenses NIH Technologies?



- **Not just big companies!**
- **1/3 of NIH's most successful technologies licensed by early-stage companies**
- **For every 2 U.S. licensees there is 1 foreign licensee**

Source: *Public Health & Economic Impact Study of NIH Intramural Technology Transfer Licensing*

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**



Pursuing a Partnership with NIH – Our Technology Transfer Center Can Help

- Not a special program
- Not a competitive process
- No application deadlines
- Provide indirect support – not direct grant funding
- Get started via email or phone
 - Reach out with small amount of technical information
 - Determine technology/strategic fit
 - Have proposed research plan
- We try to identify internal champion (NIH investigator)

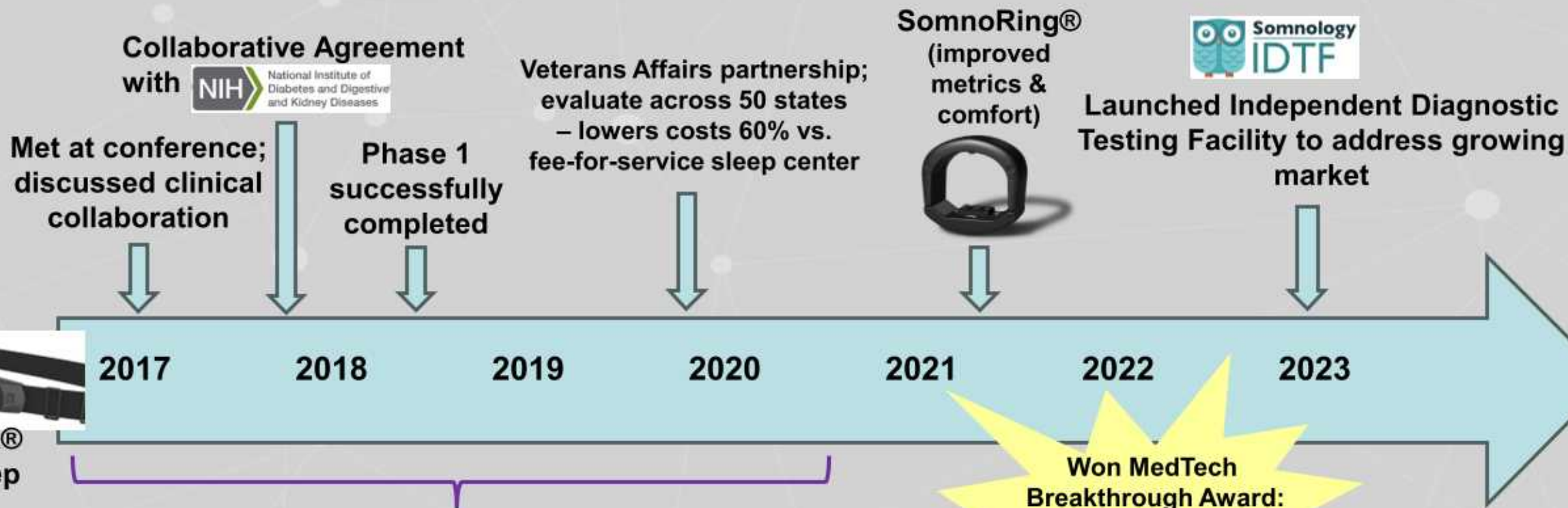


Case Study

Co-Founders Dr. Melissa Lim
& Patrick Yam



Industry → NIH



- Clinical trial studying effect of diet and environment on sleep
- Clinical trial testing new diabetes drug
- Provided in-kind/indirect funding covering trial costs
- Provided scientific and technical support
- Introduction to other federal agencies

Won MedTech
Breakthrough Award:
"Best Sleep
Monitoring Solution"

NIH Clinical Center

- Nation's largest hospital devoted entirely to clinical research (>1000 ongoing)
- First-in-human trials emphasizing:
 - Clinical validation
 - Diseases of high public health impact
- Developing state-of-the-art diagnostic, preventive, and therapeutic interventions
- Investigating disease pathogenesis
- Ensuring ethical, efficient, and high scientific quality



NIH Partner or Licensee:

How Do I Know If My Company Is Relevant and Ready?

- ❖ **Do I see NIH as a partner or customer?**
- ❖ **Is my technology relevant; address unmet medical need?**
- ❖ **Is regulatory approval needed?** (not Direct-to-Consumer or Over-the-Counter)

NIH Partner or Licensee:

How Do I Know If My Company Is Relevant and Ready?

- ❖ **Can I devote the necessary time to negotiate an agreement?**
- ❖ **Can my company develop the resulting IP?**
- ❖ **Can my company support a collaboration or license?**
 - **Sufficient personnel to staff the work**
 - **Sufficient money for cost-sharing**

NIH Value Proposition:

Commercialization-friendly “Business Model”

- ★ **View industry as partners rather than revenue source**
- ★ **Truly an exchange of ideas and effort**
- ★ **Statutory preference for working with smaller businesses**
- ★ **No sponsored/fee-for-service research**
- ★ **Indirect/in-kind support frees up other capital – extend runway**

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

*National Cancer Institute clinical trials 15% cap

The UK and the NIH: Long-Time Partners

413 UK Companies & Institutes in our database

- **27 Confidential Disclosure Agreements**
With Companies: 15
- **135 Cooperative Research and Development Agreements**
With Companies: 130
- **159 Material Transfer Agreements**
With Companies: 53



Contact Us – Let's Explore Working Together

- ✓ **Introductory calls**
 - ❖ Strategic interests
 - ❖ Relevance
 - ❖ Info needed
- ✓ **Conferences**
- ✓ **Webinars**



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- Websites: <https://techtransfer.nih.gov> (NIH assets)
<https://irp.nih.gov/> (NIH partnerships)
- Listserv distributions of new opportunities
- Social Media 
- General information email: nihott@mail.nih.gov