



Louisiana Vaccine Center

Pilot Grant Fund to Promote Research Commercialization **Request for Proposals**

Synopsis

The Louisiana Vaccine Center ("LVC") has established a competitive pilot grant fund ("Pilot Fund") to accelerate local research in infectious diseases, vaccine development, and related technology, that has clear potential for commercial development. We invite proposals from local academic researchers that fulfill these criteria. Applications will be accepted for projects of up to one-year duration with an initial award of up to \$75,000. The closing date for applications is January 20, 2012. Project progress will be closely monitored, including the requirement for a six-month progress report that addresses approved milestones and a mid-cycle presentation before LVC committee members.

About the LVC pilot research commercialization grants

This initiative is intended to further the development of commercializable research projects. The emphasis here is on applied research and development, rather than "discovery" research. Pilot Fund grants are intended to support small-scale, targeted studies that help move promising technologies along the commercialization pathway.

A primary goal of this initiative is to markedly enhance the probability that promising new concepts and technologies will be developed into products. Funded proposals need not result in a market-ready commercial product by the end of the funding term, but clear consideration needs to be given to the manner in which any inventions resulting from or enhanced by the Pilot Fund can be developed into potential products that can ultimately address existing or emerging markets. While different types of projects are fundable, the most important aspect of a successful pilot proposal is its catalytic effect in enabling further work along the commercialization pathway. A successful project should have the power to eventually attract additional financial resources such as federal SBIR/STTR grants and/or investor funding, commercialization expertise, licensing interest, or other resources that enhance commercialization.

Proposals will be evaluated according to their scientific and technical merit, as well as their potential for commercialization of new ideas and research discoveries. Preference will be given to applicants with the experience necessary to accomplish research and development work of the type described within this RFP, OR to those having established linkages with a commercialization partner (such as an individual, an advisory team, or an

organization) having relevant experience and/or a business interest in mentoring and/or supporting the commercialization of the proposed technology or concept (preference will be given to partnerships with in-state commercial entities). Such commercialization experience and/or partnerships MUST be clearly detailed in the commercialization plan (see below). In those cases where a commercialization partner is yet to be identified for a proposed project, the LVC commercialization core (the "Core") housed at the New Orleans BioInnovation center (contact: jdoherty@neworleansbio.com) can assist in meeting the commercialization plan requirements as part of this proposal. The Core is equipped to provide necessary advice and support for Pilot Fund applicants, including market analyses, niche assessments, and freedom-to-operate evaluations. All intending applicants who have not yet identified a suitable commercialization partner should contact the Core as early as possible in the application process to discuss their needs.

For-profit entities are not eligible to apply directly for Pilot Fund grants, but they are encouraged to join an eligible applicant as a co-applicant or collaborator. However, all Pilot Grant Fund grant expenditures are to be made by the eligible academic primary applicant.

Potential benefits associated with a corporate collaborator include, but are not limited to:

- the proposed work has the potential to generate or enhance a license between the co-applicants;
- the corporate co-applicant has unique expertise or technology, or is providing deliverable goods or services that facilitate the research project;
- access to the co-applicant's unique expertise or technology will help the grantee gain a competitive advantage; and
- there is a high probability that jointly-owned intellectual property will result from the proposed work.

Application details

We are particularly interested in supporting applications that address the following criteria:

- the proposal should have a descriptive, non-confidential title;
- the proposal must address key issues in the fields of vaccine-related research, microbiology, immunology, infectious disease and host response to infection;
- collaborative and multidisciplinary proposals are encouraged;
- proposals that make use of the core facilities developed/enhanced by LVC, including the Commercialization Core, are encouraged;
- the technology or product concept should be beyond the stage of initial discovery;
- a clear description must be provided of the product(s) that the proposed work aims to develop.

Proposals will be limited as follows:

- The proposal must not exceed 5 pages;
- The proposal text must be single-spaced, with minimum 1-inch margins and 11-point font, and is to be submitted as a .pdf file;
- The proposal must include a description of the specific aims, background, and

- design/methods of the proposed work, including anticipated outcomes and the next steps in the commercialization pathway (**up to 3 pages**); and
- The proposal must include a description of the commercialization plan, including any intellectual property protection already achieved or planned for the subject matter of the proposed work and the identities and roles of any commercialization partners (**up to 2 pages**).

In addition, proposals must include the following (not counted against the 5-page limit above):

- a budget of up to \$75,000 for up to 1 year (including personnel and supplies; no equipment, faculty salaries or indirect costs will be allowed) along with a brief budget justification (**1 page maximum**);
- a list of all co-applicant organizations;
- letters of support from each commercialization partner; and
- NIH style biosketches for PI and all co-investigators, including details of all pending funding applications;
- NIH-style Other Support page for all key personnel.

Proposals must be submitted electronically to LVC@louisianavc.org no later than January 20, 2012. Receipt will be acknowledged by return email. Proposals will be reviewed by a panel with appropriate scientific and commercialization expertise and appointed by the LVC. Decisions regarding funding will be communicated to applicants no later than February 17, 2012, with funding available to successful applicants soon thereafter.

LVC Sustainability and Revenue Sharing

This initiative addresses medium and longer-term goals of LVC that include the generation of new extramural project and program funding in vaccine-related research, including SBIR/STTR awards, and the development of local biotechnology in this area. In contribution to the LVC long-term sustainability goals and to help support future LVC research and programs, each Pilot Fund award recipient will be required to share five percent (5%) per Pilot Fund award received of any Net Income (as such term is defined below) derived from any and all discoveries and/or inventions supported by LVC Pilot Funding. This Net Income sharing obligation shall be binding upon each Pilot Fund award recipient and each of his or her successors, transfers or assigns. "Net Income" is defined as any and all royalties, licensing fees and other income (excluding research funding) derived from the transfer, sale, assignment or license of any of said discoveries and/or inventions, in whole or in part, including without limitation any and all income derived from sales of products based on any of said discoveries and/or inventions, less all direct expenditures incurred in securing patents and licenses related to the relevant discoveries and/or inventions. Net income sharing arrangements may not be appropriate under certain circumstances, including instances where a Pilot Fund award is made to a recipient with existing discoveries and/or inventions that would be supported and/or improved by the LVC Pilot Funding and other situations in which Net Income would not be the proper basis for calculating the contribution to be made to the LVC. In such instances, alternative economic arrangements between the LVC and the Pilot Fund award

recipient in question will be made on a case-by-case basis.

Questions to clarify any outstanding issues can be submitted electronically to LVC@louisianavc.org beginning December 12, 2011 and ending December 22, 2011. Answers will be posted on the LVC website (www.louisianavc.org) and will be available to all.