



2020 LEAD Capstone Poster Session

Expanding Commercial Funding in an Academic Setting

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Abstract

One of the most daunting tasks with a career in academic science, research or clinical, is securing enough funding to support your research. NIH funding while the most common can be difficult to secure, may require several rounds of submission and the percentage of funded grants has decreased. One alternative funding type an SRA or Sponsored Research Agreement is a direct agreement with a for-profit company that provides funding for a pre-clinical or non-clinical research project. These types of agreements are mutually beneficial for the sponsor because they can cost-effectively explore new technology with leading academic scientists and the PI can benefit from research funding and industry expertise.



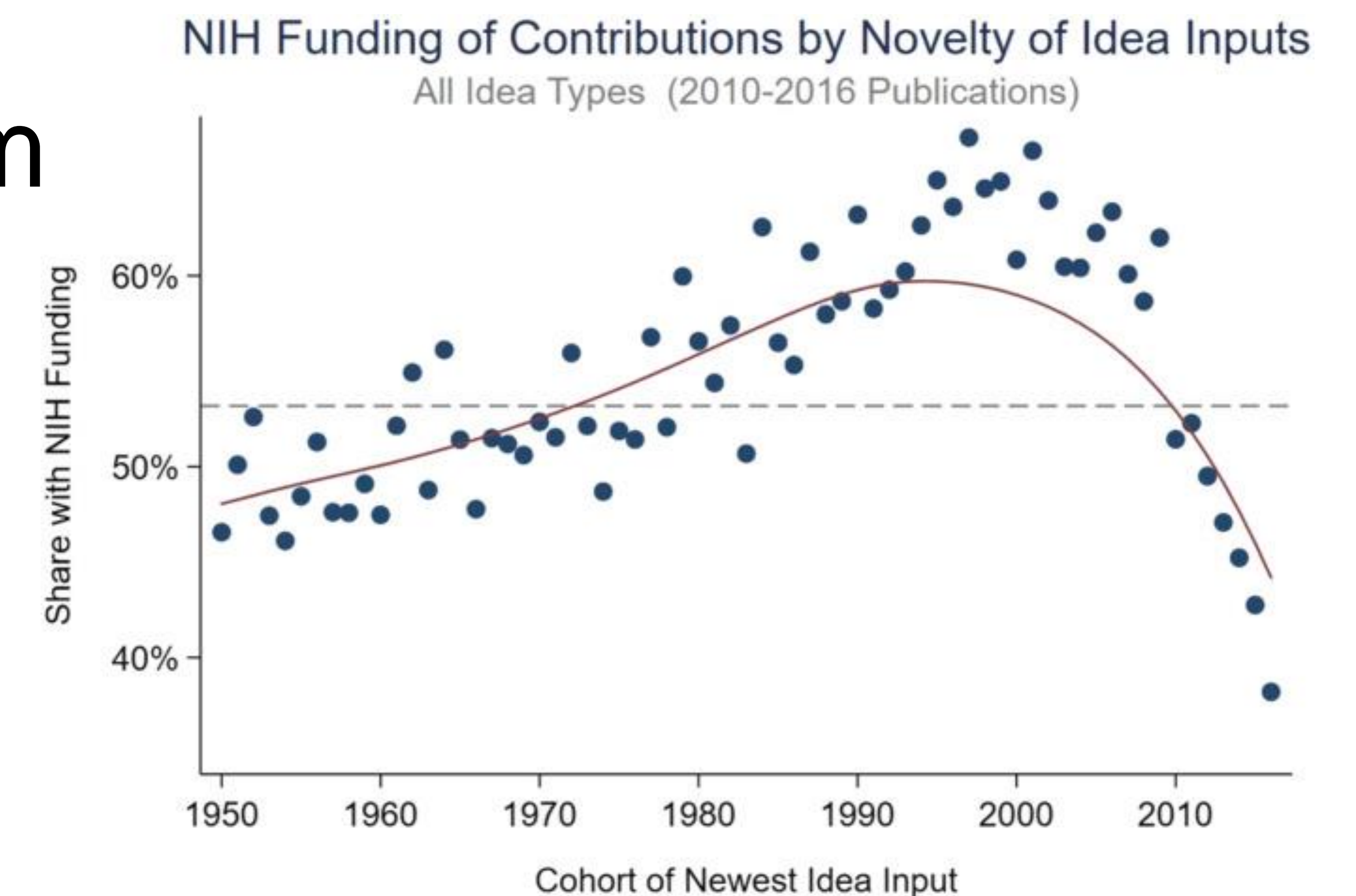
Objectives

- Increase commercial funding opportunities on campus
- Connect industry with academic PIs that have similar research interests



Background Information

- The most common funding source is NIH grants provided by the National Institute of Health or other government agencies
- While the NIH provides \$37 billion dollars annually to more than 300,000 researchers in more than 2,500 institutions, the overall average percentage of grants funded is only 18%
- The number has dropped more than 30% from the early 2000s mainly due to an increase in the number of applications received
- Not always a good source of funding for groundbreaking, innovative or edge science





Specific Aims

- To create an SRA toolkit to provide investigators a roadmap to secure private funding more effectively and efficiently
- To create a “rolodex” of interested labs to cross match with potential company partners who already have these types of SRAs on campus while also bringing in new companies to the university to help connect them with investigators in their field

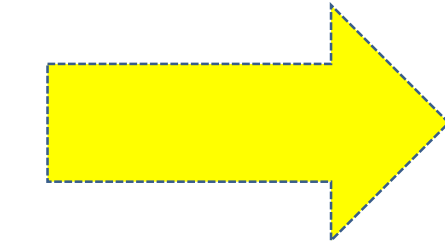



Project Plan

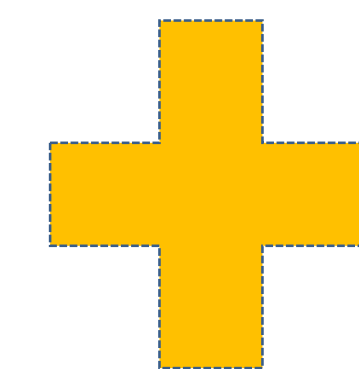
Technology Development



- Collect information from PIs who currently have SRA funding
- Research components of SRA
- Compile list of companies currently providing funding on campus



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- Scope of work
 - Budget
 - Payment obligations and timing
 - Options to license intellectual property
 - Care of data and confidential information shared
 - Compliance with export and other laws
 - Rights and procedures to terminate project



- Collect PI information interested in SRA funding and research interests
- Search out new companies to collaborate





Application of What You Learned at LEAD

- DISC profile and Clifton Strengths help me learn more about myself and how to best interact with others
- How to build the best team and maximize productivity
- Increased knowledge about how to communicate more effectively, successfully negotiate to accomplish a goal and how to best deal with conflict as it arises



Proposed Budget

- Little upfront cost if current employees collect data, create toolkit and rolodex
- Share information electronically to decrease cost
- Eventually might require the salary for an Office of Technology Development employee as interest and participation increase



Innovation and Significance

- An SRA toolkit has the ability to help an unlimited number of PIs on campus
- We can collect feedback from its users and improve the content
- Success could easily be measured by an increase in the number of SRA agreements established at UTSW
- Toolkit could grow to include other alternate funding types



References

- NIH funding and the pursuit of edge science. Packalen M, Bhattacharya J. Proc Natl Acad Sci USA. 2020 Jun 2;117(22):12011-12016. doi: 10.1073/pnas.1910160117. Epub 2020 May 19.
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