Request for Applications (RFA)

The Louis B. Thalheimer Fund for Translational Research

Purpose:
Established through a generous $5.4 million gift from businessman and philanthropist Louis B. Thalheimer, the Fund provides seed funding for vital proof-of-concept and validation studies of valuable technologies at Johns Hopkins. Recipients are awarded $25,000 to $100,000 to conduct work over a period of up to nine months.

Eligibility:
To be considered, your application must meet the following criteria:

1. Your technology must be formally disclosed to the Johns Hopkins Technology Ventures office and assigned a case number (e.g. C12345) Disclose an invention here: https://ventures.jhu.edu/disclosure/
2. The invention must not be subject to any pre-existing exclusive licenses, non-exclusive licenses, or options.
3. At least one investigator must have a full, joint, or courtesy faculty appointment at Johns Hopkins University
4. The application must not exceed 5 pages excluding the cover page.

Please note: The Louis B. Thalheimer Fund for Translational Research is an evergreen fund. When Thalheimer-funded technologies are successfully licensed, a portion of the Hopkins’ license revenue (twice the award amount) is repaid to the Thalheimer Fund to support future projects. Therefore, if a technology receives a $100,000 award, $200,000 is repaid to the Thalheimer Fund before any revenues are distributed to Johns Hopkins, including inventors.

Application Components:
1. Technology Validation Section
   A. Header/Applicant Information (Cover page). The Applicant must include:
      ● The JHTV case number for the technology (ex. C12345)
      ● The name of a principal investigator who will be responsible for the project.
      ● The total amount of funding requested.
      ● Title of the project
      ● This information should appear as a stand-alone Cover page.
   B. Technology Description, Status, and Intellectual Property.
      ● A detailed description of the associated Technology should be provided. The description should focus on how the Technology is unique/novel in its approach to solve an important commercial problem relative to other approaches in the scientific literature and other commercial products.
● Describe the status of the Technology’s development – describe the studies completed and the conclusions derived.
● Any preliminary data or other results suggesting that the Technology is likely to work as predicted should be included.
● Describe the intellectual property secured for the Technology and strategies for strengthening the Technology’s intellectual property portfolio.

C. Application of Technology as a Product/Market Assessment.

● Describe potential commercial products or services that could be based on the technology.
● Describe how these products will solve a problem in the market and describe the overall importance of solving that problem.
● Include a description of the value (ideally in dollars) that these products will bring to customers – cost savings, time savings, convenience, improved outcomes, etc.
● Include a description of the person who will buy the product or service and a brief summary of the size of the market opportunity that these customers represent.
● Outline a general description of the applicant’s competitive advantages over competing products and services.

D. Commercialization Pathway and Risk Assessment.

● Provide an overview of the overall steps/milestones needed to commercialize the Technology (beyond the funding) including how long it will take and how much it will cost to achieve key milestones.
● Describe the general approach and rationale for commercialization – licensing or start-up. In either case, identify potential commercial partners and the level of interest those partners have in the technology, if any.
● The major risks of failure (beyond the proposed project, e.g., technology risk, market risk, etc.) should also be described along with the applicant’s plans to manage that risk, i.e., what would be done if the proposed commercialization approach was not successful.

E. Project Description, Milestones, and Detailed Budget/Justification.

● Include a summary of the proposed project and the anticipated milestones and a clear timeline. The project timeline should not exceed 9 months.
● Describe how each of the milestones leads to a clear demonstration or validation of the technology for the proposed commercial purpose and/or significantly advances the technology along the commercialization pathway. Milestones must be quantifiable and measurable so it will be obvious when they have been successfully, or unsuccessfully, met.
● A budget of the costs required to conduct the project should be provided.
● A justification the significant project costs should be provided.
● Please note that if the research plan is slated to be conducted during the regular academic year, you may not include faculty salary support. Additionally, indirect costs are not covered by the Thalheimer Fund and should not be included in the proposal’s budget.
**Review Process:**

All applications will be reviewed by a committee comprising relevant industry members as well as faculty and staff. The committee review date will be in late May 2018 with a projected award date of early July 2018. Please plan project timelines accordingly.

**Reporting Requirements:**

A midterm report in the form of a brief update on project activities and results to date, the progress toward meeting mid-term milestones, and accounting of expenditures charged to the award, and details on the proposed Commercialization Plan and budget. A final report will be due within 45 days of completion of the project in the form of a 1 page summary of results and commercialization efforts to date. At the completion of the project, it is also expected that the investigator(s) will have completed an “investor ready” slide deck to present their technology. This will be completed with the help of a FastForward mentor during the grant period.

**Program Information:**

Please email completed applications to: ninaurban@jhu.edu

Applications are due no later than midnight of March 15th. Applications received after this deadline will not be considered.

*For questions please contact:*
Hannah Jannarone
Business Analyst, Johns Hopkins Technology Ventures
Email: ninaurban@jhu.edu