

# 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.

### The Process:

The [Louis B. Thalheimer Fund online application](#) form is composed of 3 sections:

#### Section A: Applicant Information

**Section B: Project Proposal (as a PDF attachment).** This must not exceed 5 pages, excluding the cover page. *Note: the Maximum attachment file size is 2 MB.*

**Section C: Support Letter(s).** Industry/investor support letter(s) are recommended but not required (Please use C: Upload/Attach Additional Document Here). Please submit these as a PDF attachment.

*Note: the Maximum attachment file size is 2 MB.*

**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 before any revenues are distributed to Johns Hopkins, including inventors, in order to support future projects.

**Review Process:** All applications will be reviewed by a committee comprising experienced industry members, including corporate technology scouts and early stage investors, as well as the JHTV Medical Director. While applications should not contain any highly sensitive information, investment committee members have all signed non-disclosure agreements. The committee review date will be in early June with a projected award date of early July. Please plan project timelines accordingly.

**Reporting Requirements:** A midterm report in the form of a brief update on project activities / results to date and attendance at a roundtable discussion among awardees. 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. Subsequently, annual attendance at a round-table discussion for Thalheimer awardees is expected.

**Program Information:**

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

*For questions please contact:*

Nina Urban  
Associate Director, FastForward  
Email: [ninaurban@jhu.edu](mailto:ninaurban@jhu.edu)

**The Application Components in Detail:**

Please complete the **online application** using the link: [The Louis B. Thalheimer Fund online application.](#)

**A. Applicant Information:**

- The principal investigator’s contact information
- Title of the project
- The JHTV case number(s) for the technology (ex. C12345 or C12345, C12677)
- The total amount of funding requested

**B. Project Proposal (as a PDF Attachment):**

**B-1. Technology description, stage of development and status of 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 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.

#### **B-2. 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 customer who will buy the product or service and a brief summary of the size of the market opportunity that these customers represent.
- Include a description of the value (ideally in dollars) that these products will bring to customers – cost savings, time savings, convenience, improved outcomes, etc.
- Outline a general description of the technology's **competitive advantages** over competing products and services. If possible, include a chart that compares your product with competing products that are either on the market or in development.

#### **B-3. 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 how you see the technology being licensed, such as via a startup company or a license to a corporate entity. In either case, identify **potential commercial partners** and provide any information available about the interest of those partners in the technology.
- Describe the major risks of failure (beyond the proposed project, e.g., technology risk, market risk, etc.) along with the applicant's plans to manage that risk, i.e., what would be done if the proposed commercialization approach was not successful?

#### **B-4. Project Description, Milestones, and Detailed Budget/Justification**

- Include a summary of the proposed project, 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 of 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.

#### **C: Support Letter(s) (as a PDF Attachment)**

- Optional Industry/investor support letter(s)