



Request for Applications (RFA) The Louis B. Thalheimer Fund for Translational Research

PURPOSE:

Established through a generous gift from businessman and philanthropist Louis B. Thalheimer, the award builds on preliminary data to validate and de-risk Johns Hopkins technology on a path to commercial application. The fund is not intended for basic research. Successful proposals will address a major market need, with objectives keyed to value accretive outcomes. Recipients are awarded up 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) Report an invention here: <https://ventures.jhu.edu/roi/>
2. The proposed project cannot include a technology, defined by case number, that has received an internal JHU translational funding award during the current fiscal year.
3. The invention must not be subject to any pre-existing exclusive licenses, non-exclusive licenses, or options.
4. At least one investigator must have a full, joint, or courtesy faculty appointment at Johns Hopkins University.
5. Only one application per Lead Principal Investigator per application cycle
6. The application must **NOT** exceed 5 pages, excluding the cover page and letters of support, with a minimum 10-point font size and half inch margins.

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: This application must not exceed 5 pages, excluding the cover page and letters of support.

A. HEADER/APPLICANT INFORMATION (COVER PAGE)

The Applicant must include:

- The principal investigator's name and contact information
- Title of the project
- The JHTV case number for the technology (ex. C12345)
- The total amount of funding received to date
- The total amount of funding requested
- **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 including 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.
- List and describe the intellectual property or Report(s) of Invention involved in the project including the type of filing (composition of matter, method, etc.), filing and approval status, and an explanation of in what way(s) is the intellectual property strong (if filed) or likely protectable when filed.

C. APPLICATION OF TECHNOLOGY AS A PRODUCT AND COMMERCIAL 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 proposition (ideally quantified) 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 table that compares key features of your product with competing products that are either on the market or in development.

D. COMMERCIALIZATION PATHWAY AND RISK ASSESSMENT

- Provide an overview of the major 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 startup company or a license to a corporate entity. In either case, identify potential commercial partners and the level of interest those partners have in the technology, if any.
- Describe the major risks of failure (beyond the proposed project, e.g., technology risk, market risk, etc.) along with 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 **nine** months.
- The proposed project should relate directly to a specific market need, and the objectives of the project should include market relevant and viable outcomes.
- 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 and success metrics 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.
- **Patent and freedom to operate analysis expenses are NOT allowed.**
- **Expenses for consultants must include specific deliverables and cost estimates.**
- A justification for significant project expenses (\$5,000+) should be provided.
- **All expenses must tie to specific deliverables and milestones.**
- Please note that if the research plan is slated to be conducted during the regular academic year, you may **NOT** include faculty salary support.
- Indirect costs are **NOT** covered by the Thalheimer Fund and should not be included in the proposed budget.

F. LETTERS OF SUPPORT (OPTIONAL)

- Confirm the technology as impactful and leading edge
- Validate a commercial market need
- Indicate a specific willingness to assist, use, license or fund
- Indicate an increased likelihood technical success and commercialization as a result of the award.
- Letters from potential vendors or suppliers are **not** helpful as they do nothing to validate key components of the application.

G. OTHER

- Biographical sketches are not required and should not be included.
- Footnotes are not required.

REVIEW PROCESS: All applications will be reviewed by a committee comprising relevant industry members as well as faculty and staff. Evaluation of proposals will be on the basis of innovation, scientific merit, prospective market impact, technical feasibility, and commercialization potential. Proposals that have not been presented to the finalists committee may be given preference in order to broaden participation. Finalists will be notified in late April and must prepare for an in-person presentation in June. The projected award date is July 1, 2023. Please plan availability and project timelines accordingly.

DISBURSEMENT PROCESS: Grant funds are disbursed 75% after award and 25% after receipt of a Final Report and accounting of expenditures.

REPORTING REQUIREMENTS: Award recipients will be required to provide periodic updates to JHTV staff and to prepare a midterm report on project activities and results to date, progress toward meeting midterm milestones, accounting of expenditures charged to the award and details on the proposed commercialization plan. The midterm report will include an in-person review meeting with the Thalheimer Foundation in the fall. A final report will be due within 30 days of completion of the project in the form of a 1-page summary of results and commercialization efforts to date. Annual post-award updates are expected as the technology progresses toward commercialization.

PROGRAM INFORMATION:

Applications are due no later than midnight of April 16, 2023. Applications received after this deadline will not be considered. [Please click here to access the application.](#)

[Please click here for JHTV's Translational Funding Application Guide.](#)

For questions, please contact:

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