Crossing the Valley of Death: Funder Options

Robert Sege, MD, PhD
Chief Medical Officer, HRiA
Technical Services for Research Grantmaking

1. **Consulting services** for design of high impact grantmaking

2. **Scientific oversight** of grantmaking
   - RFA
   - Peer Review
   - Post Award monitoring

3. **Evaluation** of program effectiveness

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**2016 Statistics**

- 15 award programs
- $21 Million Awarded
- 93 Awardees

Postdoc or Mentored: 33%
Junior Faculty: 48%
Open: 19%
Bridging the Divide: Two approaches

The Falk Foundation

The Hood Foundation

resources

research resources

the valley of death

commercialization resources

basic research

product development

market penetration

stage of development
Goal of Awards Program – moving good ideas from the University towards commercialization

1. **Catalyst Award**
   - 1 year $300,000
   - Benchmarks and Milestones towards proof of concept

2. **Transformational Award**
   - Only open to recent Catalyst Awardees
   - Selection based on Catalyst achievements
   - 2 year, $900,000 award
Program related investments –

IRS code allows certain investments to be classified as charitable disbursements

**Hood** is investing in startups with child health focus:

- Non-invasive oxygen monitoring for neonates
- Inexpensive, rugged, testing for HIV drug resistance
- Inexpensive disposable neonatal incubators
Questions?