

## Program Framework

---

### Background

The MI-IAP is an opportunity to attract interest from industry in partnering with academic groups within MaRS Innovation's membership to advance institution owned, early-stage therapeutic, diagnostic, medical device and health IT related technologies. Individuals who provide Statements of Interest in participating in the program may be invited to prepare Non-Confidential Summaries of their technologies, which MaRS Innovation will share with several potential industry partners at once.

The three key benefits of the MI-IAP are:

- Gauging commercial interest in new technologies
- Presenting technologies to industry partners who may participate in future grant programs where an industry match is required
- Potential to access MaRS Innovation Industry Framework Funds (details below)

### Level of Funding

The MI-IAP does not guarantee funding; the purpose of the program is to connect researchers and technologies with industry partners who can provide funding to advance these projects after further diligence.

Budgets ranging from **\$75,000 to \$150,000** are more likely to be applicable to the MI-Industry Framework Fund partners.

### MaRS Innovation Industry Framework Funds

The MI-Industry Framework Funds are pre-established, large-scale, financial commitments from six industry partners (Johnson & Johnson, GlaxoSmithKline, Pfizer, IRICoR/Merck, Baxter and LifeLabs), together with MaRS Innovation, to advance early stage technologies. Deployment of the funds requires buy-in from an Industry Framework Fund partner and, in return, the partners are given a "first look" at funded technologies, which is essentially a non-exclusive option to license the technology.

Applicants to the MI-IAP can access Industry Framework Funds if an industry partner reviewing the Non-Confidential Summary (a) selects the project for further due diligence and (b) elects to use the committed Industry Framework Funds for the project. Such funds can be deployed independently or used as a cash match for another program.

### Areas of Interest

Each round of the MI-IAP will have specific Areas of Interest driven by "market pull" from MI's industry partners. The Areas of Interest for this round are:

- Orphan indications (rare diseases affecting fewer than 200,000 people in the U.S.)
- Immuno-oncology, including checkpoint inhibitors
- Diseases of the respiratory system (COPD, asthma, lung cancer, etc.)
- Diabetes
- Neuroscience
- Orthopaedics
- General surgery

## Eligibility Requirements

- Technologies must include protectable intellectual property, including copyright protectable or patentable subject matter (patent applications and copyright registrations are not required to participate in the program, but there must be an intention to file).
  - *Exploratory/basic research projects are not eligible, the following is expected:*
    - *Therapeutics: pre-clinical (in vitro or in vivo) proof of concept data, target validation, etc.*
    - *Non-therapeutics: feasibility data, prototypes and/or pre-clinical data*
- The technology must be therapeutic, diagnostic, medical device or health IT related and within the Areas of Interest for the round.
- Intellectual property rights must be assigned to an institution within the MaRS Innovation membership, or there must be an intention to do so.
- The technology may have more than one field of use, but the field of use specific to this application to the MI-IAP must not be encumbered by a third party.
  - *Technologies that are encumbered by third parties (in the field of use) or by inventors are not eligible.*

## Submission Process

### 1. SUBMISSION OF STATEMENTS OF INTEREST

Researchers and Technology Transfer Officers (TTOs) who are interested in engaging industry partners to gauge their interest in partnering to advance technologies that meet the Eligibility Requirements are invited to submit a Statement of Interest no later than the date specified below. The Statement of Interest is a one-paragraph description of the technology and its stage of development, which will be reviewed by MaRS Innovation on the following criteria:

- Existence of patentable or potentially patentable subject matter
- Fit within the general Areas of Interest
- Fit for one or more specific partners (including Framework Fund partners and others)
- Stage of development

### 2. SUBMISSION OF NON-CONFIDENTIAL SUMMARIES (BY INVITATION)

Successful Statements of Interest will result in an invitation to submit a Non-Confidential Summary of the technology.

MaRS Innovation will prepare a package for distribution to its industry partners (including Framework Fund partners and others) containing all of the Non-Confidential Summaries submitted in this round of the MI-IAP. Each Non-Confidential Summary will consist of three parts:

- Non-Confidential Summary Slide
  - Industry partners will use this summary slide to decide the fit for the company and triage into the appropriate department.
- Non-Confidential Technology Summary
  - The two-page summary (including a description of the technology, market summary, R&D steps/milestones required to advance the technology to commercial readiness, etc.) will be reviewed in more detail by the company and its appropriate department(s).

- Project Budget (and TTO authorization)
  - A high-level understanding of the estimated budget to complete the milestones in the proposal will assist the industry partners in their triage and assessment process.

### Technology Presentations

Based on review of Non-Confidential Summaries, each industry partner may individually request a Technology Presentation (non-confidential conference call or in-person meeting) to better understand the project, which will be coordinated by MaRS Innovation staff.

For clarity, the invitation for a Technology Presentation is the final stage of the MI-IAP and is the success indicator for the program. Continuing conversations with the industry partner, while managed by MaRS Innovation, fall beyond the scope of the MI-IAP. If an industry partner is interested in proceeding with a detailed assessment of a technology after the Technology Presentation, MaRS Innovation will coordinate a Non-Disclosure Agreement (NDA) to allow presentation of confidential information and data about the technology. Establishment of NDAs and detailed diligence by industry partners may take several weeks to months to complete.

- *Funding for the technology will be at the sole discretion of the industry partners.*

### Documents and Timeline

COMPONENT	DOCUMENT TITLE	PAGE LIMIT
Statement of Interest	A. "MI-IAP Statement of Interest"	1 paragraph
Non-Confidential Summary	B. "MI-IAP Non-Confidential Summary Slide"	1 page
	C. "MI-IAP Non-Confidential Technology Summary"	3 pages
	D. "MI-IAP Project Budget"	1 page

PROGRAM MILESTONE	DATE	NOTES
MI-IAP Announcement	January 16	
Statements of Interest due	February 6	3 weeks to prepare
Invitation to submit Non-Confidential Summary	February 11	
Non-Confidential Summary due	March 18	5 weeks to prepare
Non-Confidential Summary submitted to partners	March 20	
Latest date for notification of Technology Presentation	May 15	8 weeks for industry review

- All submissions to be made electronically and submitted to Jackie Terry, Program Administrator at [jterry@marsinnovation.com](mailto:jterry@marsinnovation.com) no later than 4pm on the date listed.
- Please direct any questions you may have to Jackie Terry via email or phone at 647-260-7870.