The University of Michigan Team

Connie Chang, M.B.A.,
Managing Director
Fast Forward Medical Innovation (FFMI)

Jonathan Servoss, MEd
Commercialization Education Program Manager
Fast Forward Medical Innovation (FFMI)

Grace Murphy
Commercialization Education Program Coordinator
Fast Forward Medical Innovation (FFMI)

Kanchan Lota, M.P.H.,
Managing Director
Michigan Institute for Clinical & Health Research (MICHR)

Jamie Racklyeft, MEd
Administrative Program Director
Michigan Institute for Clinical & Health Research (MICHR)

Santinio Jones
Project Manager
Michigan Institute for Clinical & Health Research (MICHR)
**Education**

Tailored learning opportunities, for faculty and students, clinicians and researchers.

**Funding & Mentorship**

Resources advancing biomedical research onto viable commercial paths.

**Business Development**

Professional guides for industry collaborations.

**Innovation Hub**

Statewide programs making impact across the region.
• The Michigan Institute for Clinical & Health Research (MICHRR) is here to enable & enhance clinical & translational research at the University of Michigan
• We do this by being a catalytic partner that educates, funds, connects & supports research teams here and beyond
FFMI, in partnership with MICHR, presents:

A Train-the-Trainer Course
for FFMI fastPACE
The Problem

- Life science innovations have their origins in academic research
- Clinicians and researchers are very busy
- They are not trained on innovation and commercialization
- Education is not widely available
The Solution

FFMI fastPACE Train-the-Trainer will:
• Help you offer innovation, entrepreneurship and commercialization education at your home institution
• Create a biomedical-focused curriculum for the busy clinician and researcher
• Connect you with subject matter experts
Why FFMI Commercialization Education?

- Full portfolio of life science commercialization education programs
  - Programs Accelerating Commercialization Education (PACE)

- Designed for faculty clinicians, researchers, postdocs, graduate and medical students

- Scaling to national level with CTSA/NCATS partnership
The FFMI *fastPACE* Course

- 4-week commitment
- Project based (experiential)
- Biomedical focused
  - Medical devices
  - Diagnostics
  - Therapeutics
  - Health IT
The FFMI *fast*PACE Course

- Designed for early to late stage research projects
- Flexible team formation
  - Faculty
  - Postdoc
  - Graduate/Medical Student
The FFMI fastPACE Course

- Flexible, hybrid format (online/in-person)
- Biomedical topics
  - Intellectual property
  - FDA regulatory considerations
  - Healthcare reimbursement
  - Identifying the customer
  - Market analysis
FFMI *fast*PACE Objectives

- Teach biomedical commercialization concepts
- Quickly determine the commercial viability of an early stage innovation
- Develop a successful business case for next steps (e.g., funding, partnership, etc.)
## FFMI fastPACE Course Overview

| Week 1 | Friday, March 16  
Course Kickoff | • Creating a value proposition  
• Identifying key stakeholders  
• Conducting customer discovery | All Tracks Together  
• Medical Device  
• Diagnostics  
• Health IT  
• Therapeutics |
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<td>Self-guided learning &amp; customer discovery</td>
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|  | Friday, March 23  
Webinar | • Validating your value proposition | Tracks Separate |
| Week 2 | Self-guided learning & customer discovery |  | |
|  | Friday, March 30  
Webinar | • Competitive analysis & IP strategy | Tracks Separate |
| Week 3 | Self-guided learning & customer discovery |  | |
|  | Friday, April 6  
Webinar | • FDA & Other Regulatory  
Considerations | Tracks Separate |
| Week 4 | Self-guided learning & customer discovery |  | |
|  | Friday, April 13  
Final Presentations | • Market Assessment & Monetization  
• Next Steps | All Tracks Together |
Complements NSF/NIH I-Corps™

Project stage:
• NSF/NIH I-Corps: late stage; a company formed
• FFMI fastPACE: early to late stage research project or idea

Team Formation:
• NSF/NIH I-Corps: required entrepreneurial lead, business mentor, faculty/PI
• FFMI fastPACE: no requirements; postdocs/students allowed as team members

Industry Focus:
• NSF/NIH I-Corps: all industries (e.g. automotive, agriculture, etc.)
• FFMI fastPACE: life science; individual tracks for customization

Length of Program:
• NSF/NIH I-Corps: 7-10 weeks; 20+ hours/week
• FFMI fastPACE: 4 week;, 5 hours/week
FFMI fastPACE Outcomes: 2014-2017

- **7 Cohorts**
- **275 Graduates**
- **135 Projects**
- **$10M Downstream funding**
- **4 Startups/licenses (cohorts 1-3)**
- **2 Publications**
  - Academic Medicine
  - Clinical & Translational Science
FFMI *fastPACE* Train-the-Trainer

**Train-The-Trainer (TTT)** opportunity to learn about FFMI fastPACE and implement this program at home institutions.

**Why attend:**
The Train-the-Trainer program is intended for those interested in:

- Launching their own biomedical innovation and entrepreneurship program
- Modifying or enhancing an existing program
- Tapping into existing resources through the participant network
- Leaving with a toolkit of program resources and available mentorship
FFMI fastPACE Train-the-Trainer

Who should attend:
TTT is offered to the CTSA network and health systems nationwide. Faculty leaders, educational administrators and tech transfer representatives should attend this program.

Past attendee titles:
- Deputy Innovation Officer
- Senior Technology Manager
- Research Development & Commercialization Facilitator
- Administrator, Research Operations
- Innovation & Commercialization Officer
- Invention Manager
- Director, Entrepreneurship & Commercialization
- Research Specialist, Administrator, Innovation Cluster
- Director, Technology Licensing and Life Science Incubator
- Co-director, Health Sciences Entrepreneurship Training
- Program Director, Translational Workforce Development
- Associate Director, Strategic Alliances, Technology Commercialization
- Associate Director, Innovation Investment
- Manager, Innovation Development
“I was extremely impressed with the program you’ve established – everything from curriculum to delivery....This provided exactly the information I need to bring a recommendation forward for commercialization education at my institution.”

- Jason Pitzen, Administrator, Research Operations
  Mayo Clinic
Outcomes to-date from 10 institutions (Spring 2017 program)

- 6 using shared materials to launch/modify programs
- 2 sent project teams to U-M FFMI fastPACE
- 10 reported a greater connection to biomedical research commercialization resources and the desire to stay connected
- 1 fully launched fastPACE program
- 2 resulting collaborations at home institution
FFMI fastPACE Train-the-Trainer Dates

March 15: University of Michigan North Campus Research Complex
- 12pm-5pm Train-the-Trainer Workshop (lunch provided)
- 5pm FFMI-hosted dinner (downtown Ann Arbor)

March 16: University of Michigan North Campus Research Complex
- 9-11am Breakfast & resource collaboration/CTSA discussion
- 12-5pm FFMI fastPACE Kickoff (lunch provided)

March 23: Conference Call 3-4:30PM
- 3-4:30pm: Course webinar 1

March 30: Conference Call 3-4:30PM
- 3-4:30pm: Course webinar 2

April 6: Conference Call 3-4:30PM
- 3-4:30pm: Course webinar 3

April 13: Live Stream/University of Michigan North Campus Research Complex
- 12-5pm: FFMI fastPACE Final Event: Project Presentations
Additional Information

- No registration fee; cover your own travel
- Meals and training materials provided
- Shared metric tracking through follow up with participants on an ongoing basis to measure the success and progress of the course impact on participant’s home institution.

Learn more and register here:
https://innovation.medicine.umich.edu/sp2018-train-the-trainer/

Contact: ffmioffice@umich.edu
Questions?