

**Award Winners Perspective**






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  Oregon Bioscience Association 

VIROGENOMICS

Gilbert N. Miller  
Executive Vice President

- <http://www.virogenomics.com>
- Obtain technologies, develop and spin-off
  - Artielle  
<http://www.artielle.com>
  - Flash Sensor Tech  
<http://www.virogenomics.com/flashsensortech>
  - ID Biopharma  
<http://www.virogenomics.com/idbiopharma>
- Government Funding
  - Total received = \$8.5 million
  - NIH = \$6.2 million
  - Other (NIST, NSF, ONAMI—State of Oregon)= \$2.3 million
- Number Phase I SBIR or STTR received = 15
- Number Phase II SBIR or STTR received = 4
- Other funding \$24 million (\$4 million Virogenomics; \$20 million Spin-off companies)

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Cathy Epley  
President and CEO






- <http://www.vesticon.com>
- Definitive Diagnosis and Treatment of Vestibular Disorders
- Government Funding
  - Total received = \$5.1M through 2008
  - NIH = 100 %
- Number Phase I SBIR or STTR received = 4
- Number Phase II SBIR or STTR received = 3
- Other funding: \$300,000 convertible debt and founder investment.

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Lynnor Stevenson, CEO  
DesignMedix






- <http://www.designmedix.com>
- Develop drugs to overcome drug resistance in malaria and other infectious diseases
- Government Funding
  - Total awarded = \$1.7 million
  - NIH = \$1.4
  - Other (State) = \$270,000
- Number Phase I SBIR or STTR received = 1
- Number Phase II SBIR or STTR received = 1
- Other funding – equity \$1.2 million

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Questions

1. Talk about your experience in the SBIR/STTR application Phase I process (e.g. time to write application, time to receive notification of application results, time to receive money after notification of award, financial control requirements, etc.).
2. Talk about your experience in the SBIR/STTR application Phase II process.
3. Talk about your experience in preparing other applications for government funding.
4. How did you go about learning/mastering the government application process? Did you use outside help?
5. What systems did you put in place after winning an award to insure you are compliant with government requirements for the use of funds?
6. Compare government applications to those for other sources of funds.
7. How and when did you protect your intellectual property?
8. If you could give two pieces of advice to others in managing an SBIR/STTR project, what would they be?
9. Questions from the audience

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Thank You



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