

# Leveraging San Antonio Military Life Science Research for Commercialization Opportunities



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# Leveraging San Antonio Military Life Science Research for Commercialization Opportunities

## Key Questions

1

What military-relevant innovation opportunities exist?

2

How do we **effectively facilitate commercialization** using local resources and military collaborations?

3

How do we entrench this *Military Life Science Commercialization Strategy* into a **sustainable position** within San Antonio?

## Goals

Establish a **roadmap** of San Antonio military life science commercialization

Identify **actionable plans** to operationalize “best practices” for a sustainable **commercialization pipeline**

# Leveraging San Antonio Military Life Science Research for Commercialization Opportunities

- Step 1: Action Plan
  - Key Outcomes:
    - Recommendation to pursue SAMMI
    - Develop Charter to establish Alliance

# Leveraging San Antonio Military Life Science Research for Commercialization Opportunities

- Step 1: Action Plan
  - Key Outcomes:
    - Recommendation to pursue SAMMI
    - Develop Charter to establish Alliance
- Step 2: Phase 1 Implementation
  - Key Outcomes:
    - Build Bridges
    - Align Stakeholders
    - Establish Charter

# Phase I Implementation Timeline

## Oct-Dec 2018

- Strategic Asset Engagement
- Community Events

## March 2019

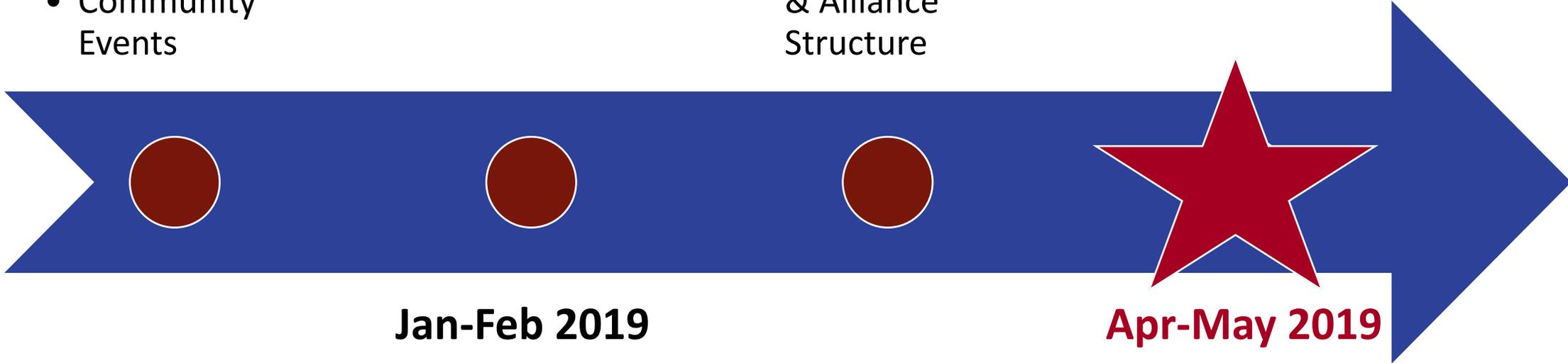
- Gather Support
- Present Charter & Alliance Structure

## Jan-Feb 2019

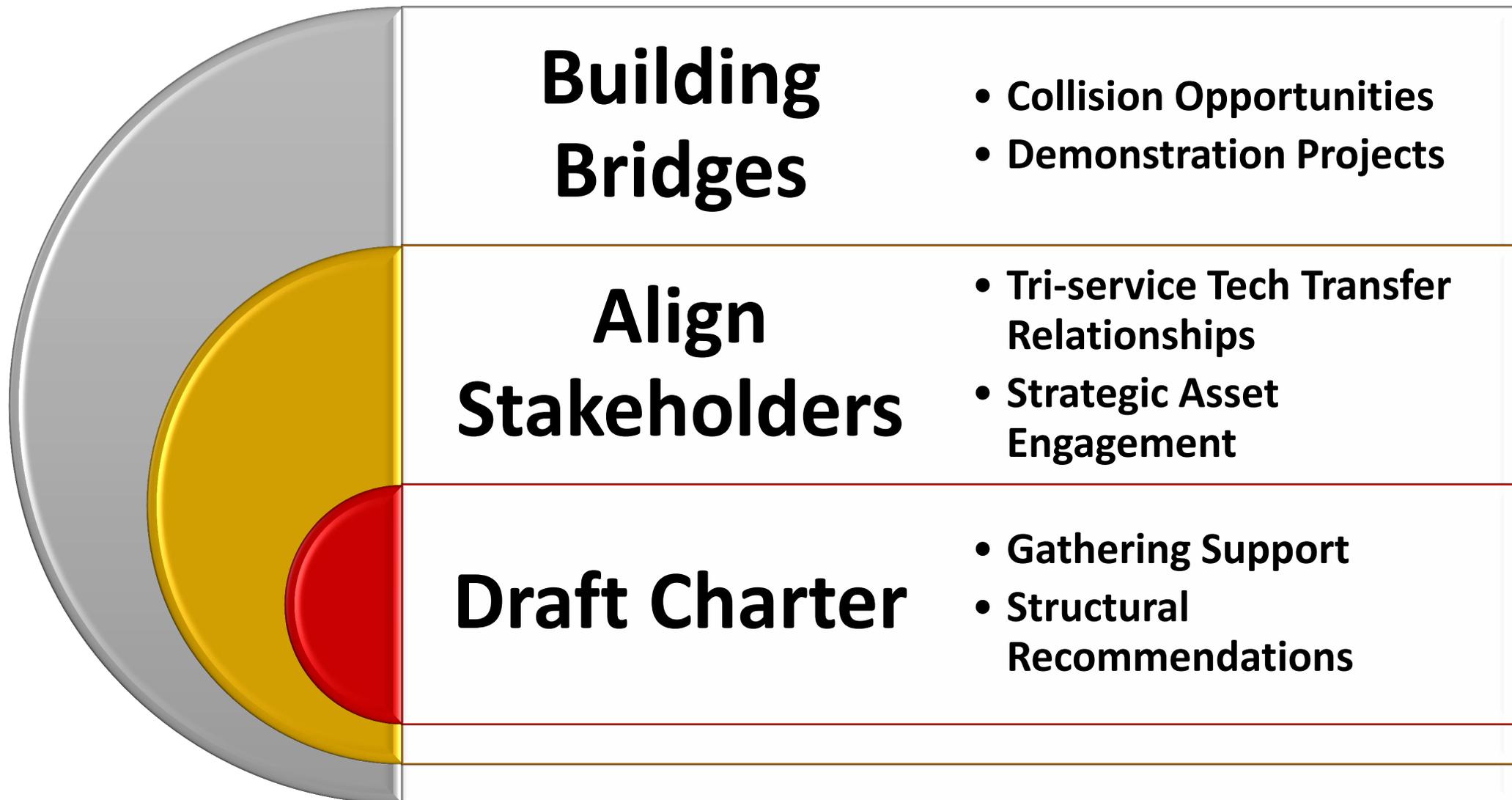
- Present SAMMI Structure
- Draft Charter

## Apr-May 2019

- SAMMI Hiring Process
- Approve Charter



# Phase I Objectives



# Thank You



BioBridge Capabilities Day  
[November 2018]

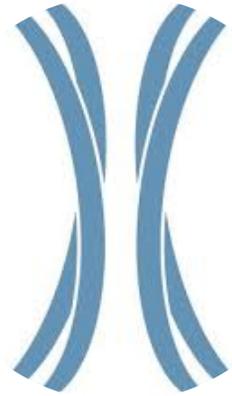


MilMedTech Summit  
[December 2018]



Military Medical Industry Day  
[March 2019]

## Upcoming



Health Cell Luncheon  
[April 2019]



celity

Clinical Trials Day  
[May 2019]



SURF 2-Day Event  
[June 2019]

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***This Charter outlines the proposed structure for an Alliance***

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**THIS CHARTER WILL ADDRESS:**

**1**

How we – as a community – **effectively facilitate commercialization** through maximizing local resources.

**2**

How we entrench this ***Military Life Science Commercialization Strategy*** into a **sustainable ecosystem** within San Antonio.

**3**

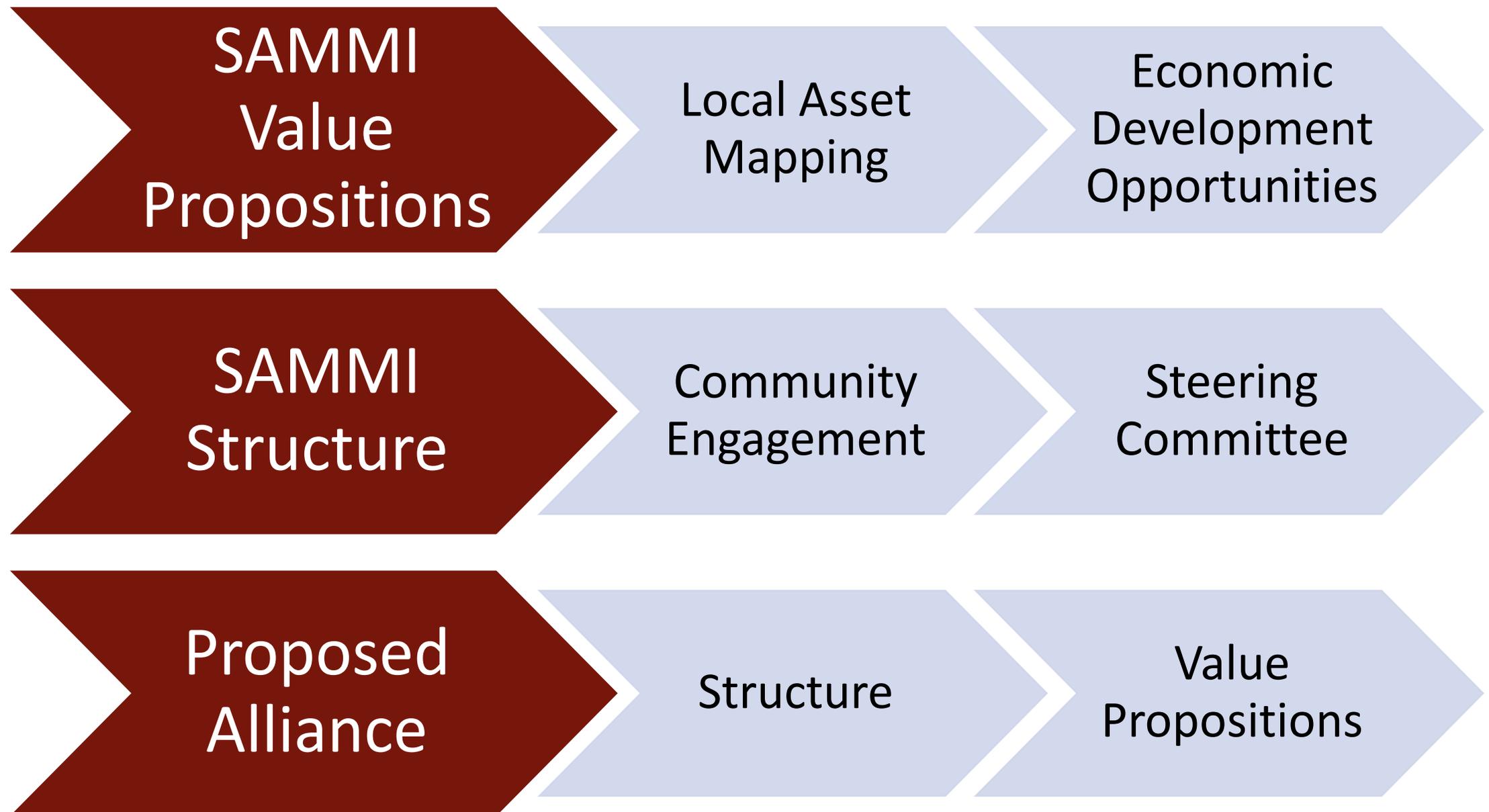
Best practices for the ***Military and Community Life Science Stakeholders*** to engage in **effective partnerships**.

**CHARTER GOALS**

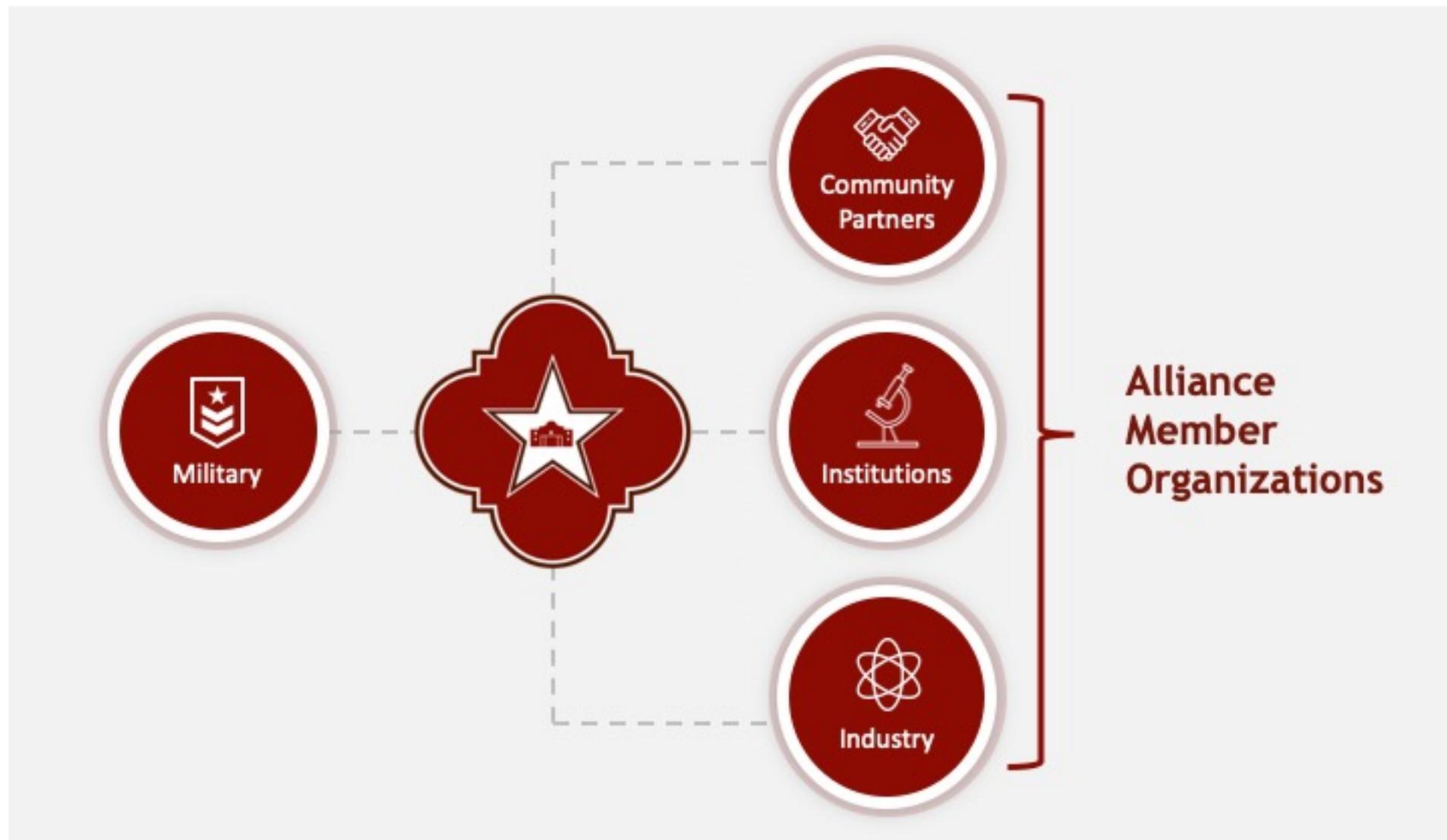
To outline ***“best practices”*** toward the ecosystem alignment toward commercialization opportunities

To establish a ***roadmap*** of military life science commercialization

# Key Charter Components



# Alliance Structure and Ecosystem



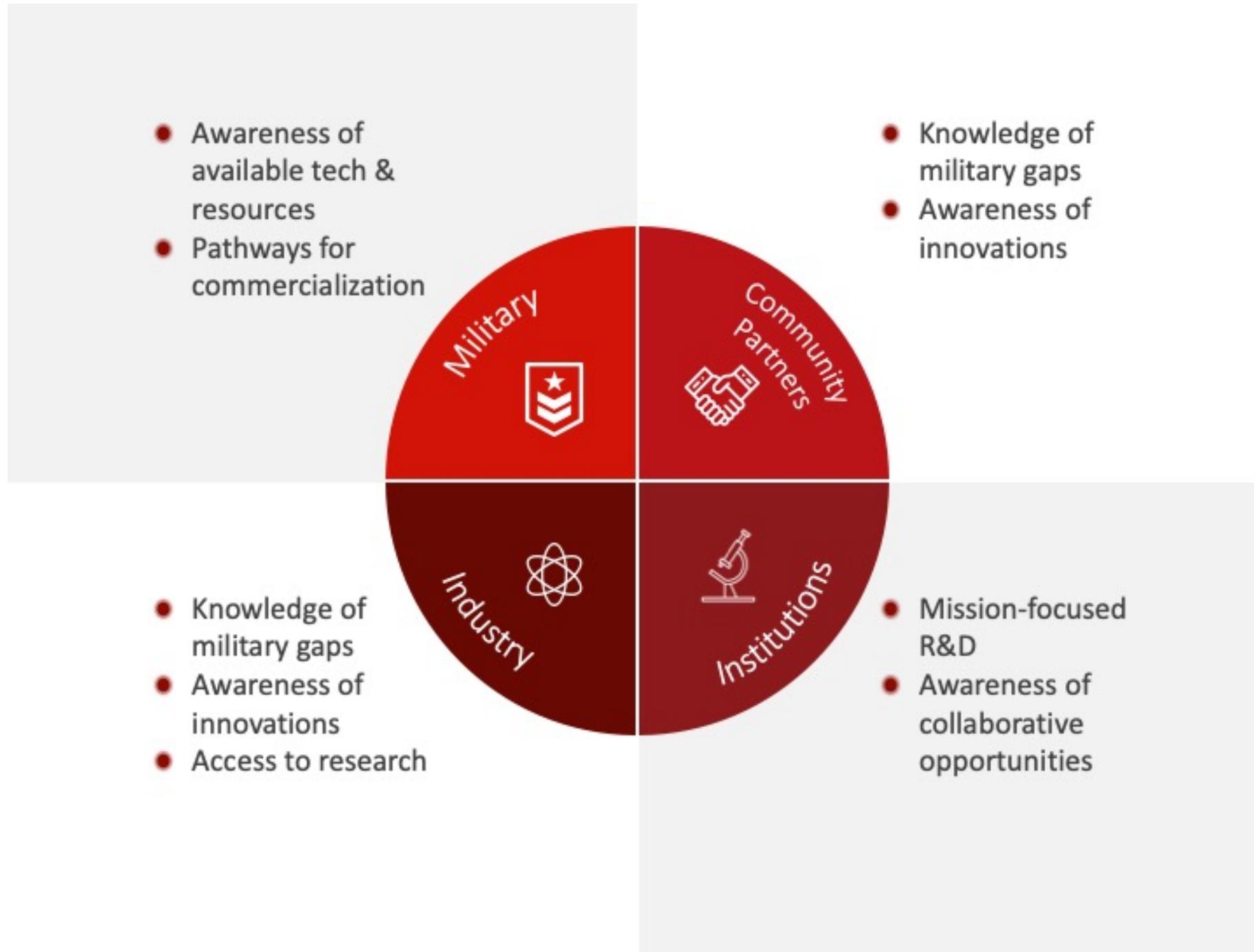
# SAMMI Value Propositions

- Local Asset Mapping
  - Knowledge Management of community capabilities and resources
  - Preserve investment
- Identification of economic development opportunities
  - Facilitate viable partnerships through own asset mapping, military & community engagement, and Alliance interface
  - Identify gaps in ecosystem to explore recruitment & expansion

# SAMMI Structure

- Community Engagement
  - Serve as liaison to Military Medical Research
  - Neutral collaboration and identification of opportunities
  - Publicly available resource
- Steering Committee
  - Representatives from military, academic, research & private institutions
  - Shepherd initiation of Alliance formation

# Alliance Value Propositions

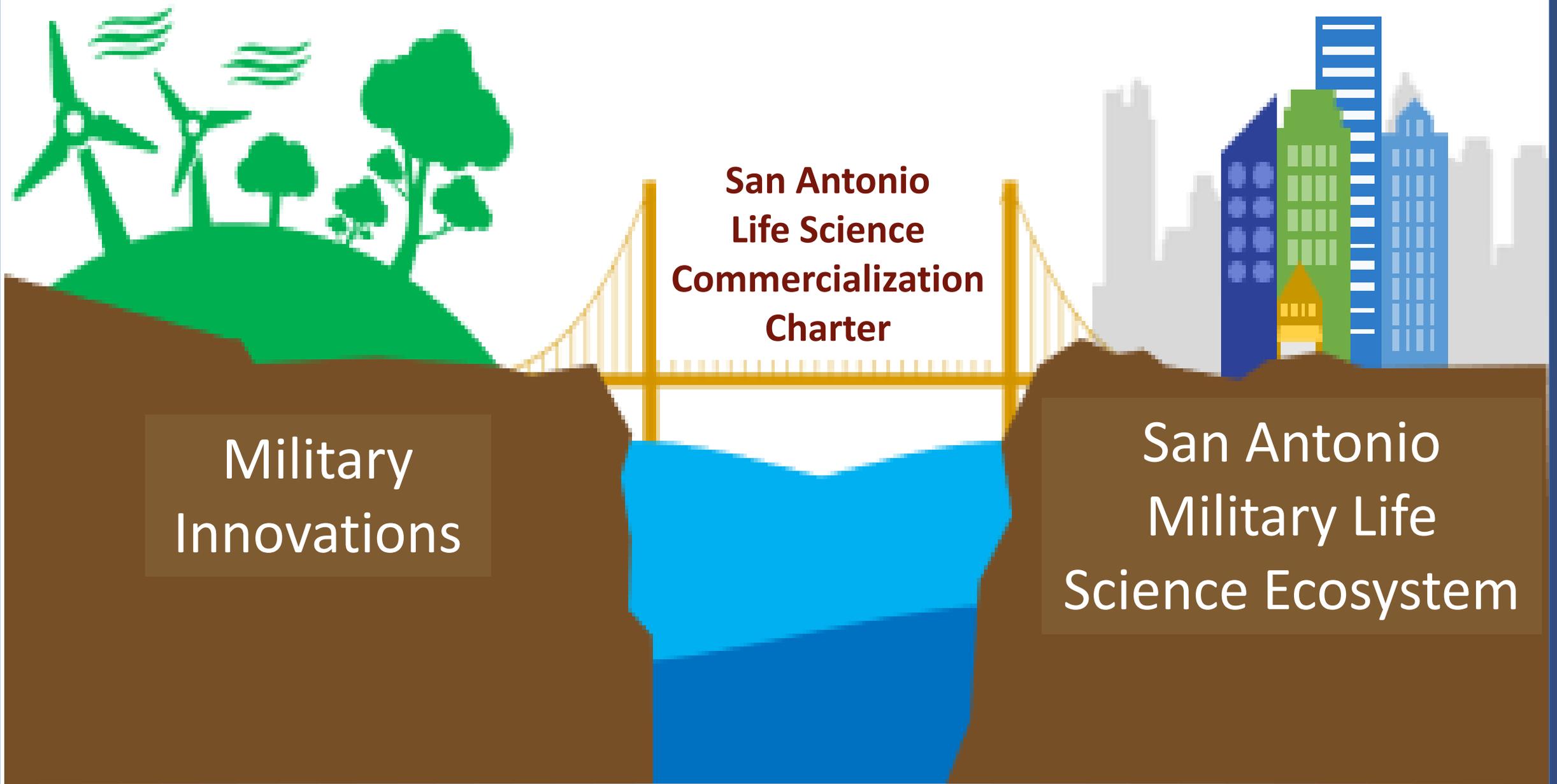


# San Antonio Military Life Science Commercialization Alliance

- Action Plan Identified “Lack of Knowledge” Barrier

***This is the “Roadmap”!***

- Privately Managed by Alliance Members
  - Membership based on contribution of information
  - Shared directory of personnel, capabilities, resources, core competencies, areas of interest
  - Curated listing of opportunities (*i.e. funding announcements, challenges*) & events (*i.e. local/national seminars, conferences*)



Military  
Innovations

San Antonio  
Life Science  
Commercialization  
Charter

San Antonio  
Military Life  
Science Ecosystem

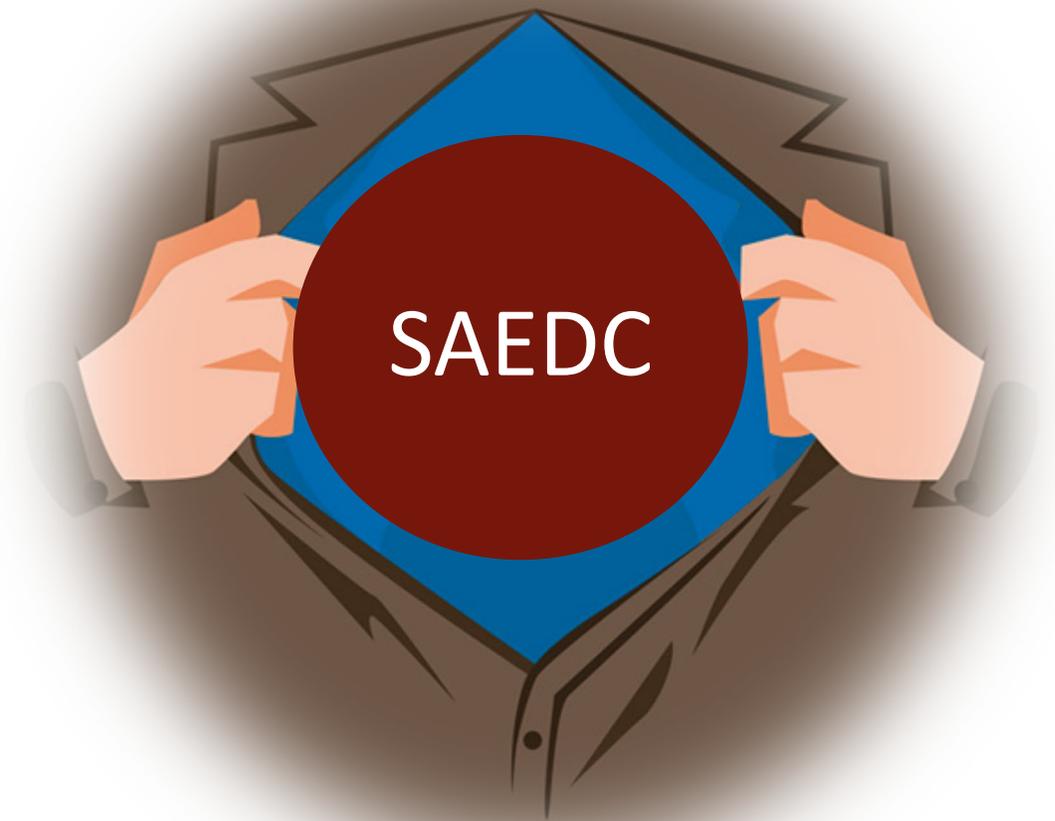
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***THANK YOU***

# Proposed Position Structure

- **Aligns** with another **governmental entity** to facilitate sharing of information and access
- **Serve as resource** to the community at large
- **Neutral** party that cannot win government contract
- SAEDC can **accept donations** as gifts from community partners to help fund position



# Position Recommendations

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- Establish the San Antonio Military Medical Innovation (SAMMI) Director.
  - Full-time contract employee of the SAEDC.
  - Offer 3-year contract.
  - Locate SAMMI offices in City EDD.
- Position Funding Recommendation.
  - Three-year budget of up to \$175,000 annually.
  - City/SAEDC consider funding initial employee contract.
  - Seek partner donations to supplement funding.
  - Explore long term public-private partnership.

# Position Description

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- Identify and facilitate collaborations that:
  - Help meet military medical mission requirements; and
  - Create commercialization opportunities for San Antonio.
- SAMMI Director should have a knowledge of:
  - Military medical research activities and structure.
  - Community resources and assets.
  - DoD tech transfer processes, commercialization pathways and funding opportunities.
- The SAMMI Director should have experience in:
  - Life science industry, commercializing a medical device/technology and/or working for the military in a medical R&D capacity.