



# Information Session MTEC Prototype Acceleration Bridge Loan Program

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MTEC Chief Science Officer  
December 4, 2024



# Medical Technology Enterprise Consortium



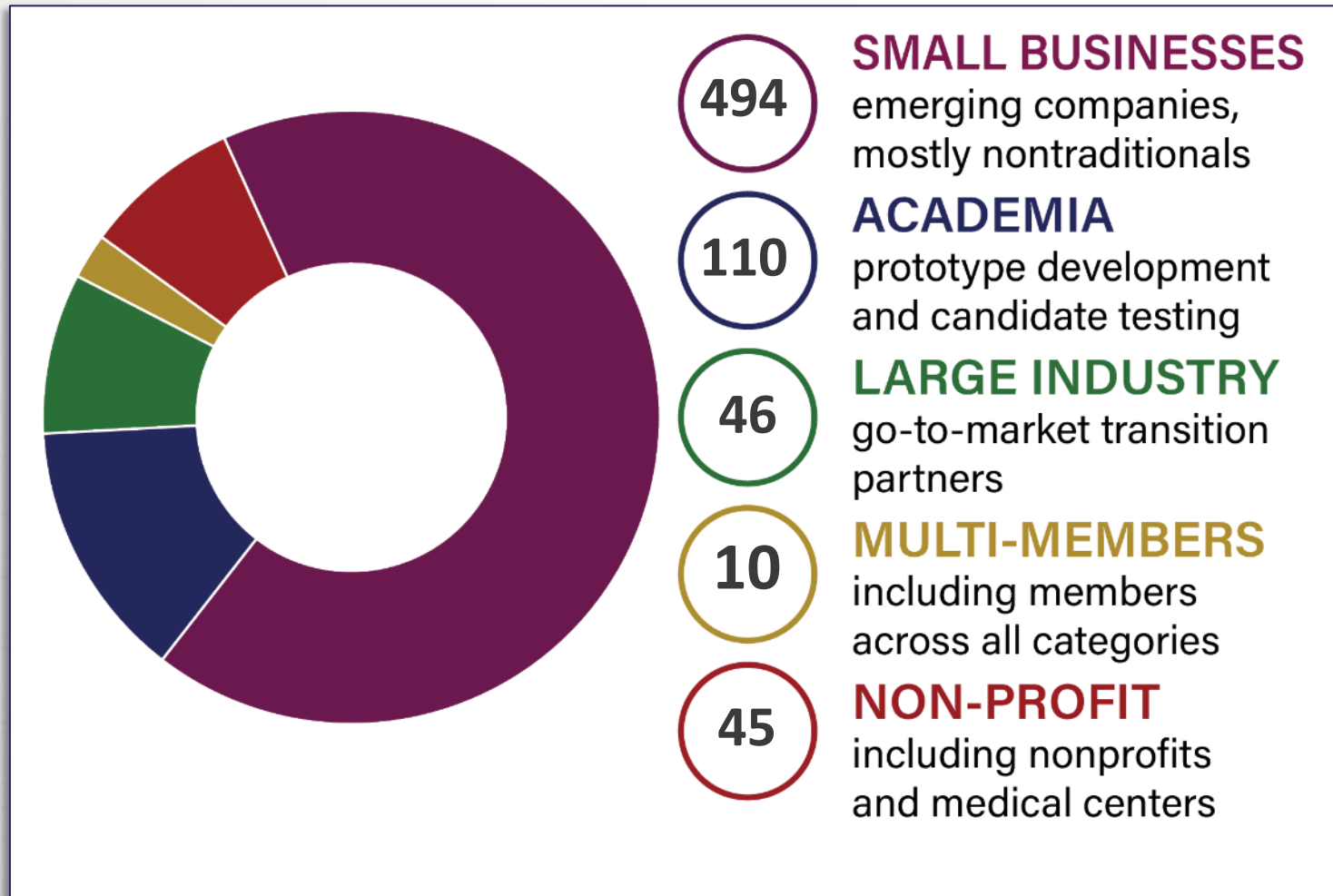
**OUR MISSION:** MTEC is an enabling biomedical ecosystem that drives industry, academic, and government partnerships by investing in products to improve military readiness and health.

**WHO WE ARE:** MTEC is a non-profit biomedical technology consortium collaborating under an Other Transaction Agreement (OTA) with the U.S. Army Medical Research and Development Command (USAMRDC) located at Fort Detrick, Maryland.



# Broad International Membership

705 organizations across 13 countries and 44 U.S. States



\*As of 12/3/2024

# MTEC Awards To-Date



**\$1.27**

Billion  
Government Funding

**1.5X**

Follow-on  
Funding

**\$117**

Million  
Cost Share

**350**

Project  
Awards



For more information on funded projects, please visit our website:

<https://www.mtec-sc.org/solicitations/#Project-Awards>

\*As of Nov 15, 2024

# New Member Opportunity

## MTEC Prototype Acceleration Bridge Loan Program



- **Objective** – To “de-risk” technology advancement or commercial readiness toward a military application to a point that allows the MTEC member to secure follow-on funding
- **Funding Available** – \$100,000 maximum per loan
- **Award Type** – Promissory Note (also referred to as a “Bridge Loan”)
- **Scope of Work** – Tasks technical and business in nature

# Process – Stage 1

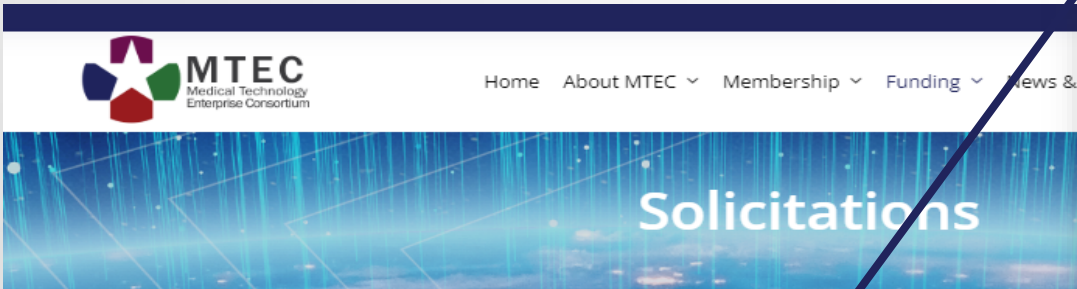
## Application



- The Applicant must be an MTEC member of good standing at the time of application submission. **This means membership application approved and dues paid.** <http://mtec-sc.org/how-to-join/>
- Application submission using BIDS: <https://submissions2.ati.org/ATI2/Portal.nsf/Start?ReadForm>
- Bridge loans will be issued on a rolling basis.
- Required Stage 1 Application Submission Documents
  1. **Pitch Deck:** Suggested template (next slide)
  2. **Pitch Deck Supplement:** 3-page limit, required template is provided in Section 8
  3. **Letter(s) of Support:** Highly encouraged. If you have no letters of support, please upload a document that states, “We are not including letters of support with our proposal”
  4. **Scope Statement and Milestone Summary:** Required template provided (next slide)
  5. **Borrower Responsibility Questionnaire:** Required template provided (next slide)
  6. **Financial Statements (Actuals):** Applicant’s most recent 3-year actual financial statements (i.e., 2021, 2022, 2023)
  7. **Financial Statements (Pro forma):** Estimated financial statements for 2024 and the financial plan/budget for the next two years (2025 and 2026)

# Important Documents

[www.mtec-sc.org/solicitations](http://www.mtec-sc.org/solicitations)



### Active Solicitations

Solicitation Number	Solicitation Topic
25-03-BloodBag	Single Blood Donor Collection and Storage Bags Ma
MTEC Bridge Loan	MTEC Prototype Acceleration Bridge Loans Pitch Deck Template Borrower Responsibility Questionnaire Scope Statement and Milestone Summary

The U.S. Army Medical Research and Development Command (USAMRDC), and other customers, offers funding opportunities called Requests for Prototype Proposals (RPPs). The RPPs offer MTEC members the opportunity to propose prototype proposals for each solicitation's sub-objective area. Active and Upcoming solicitations are listed below, as are the status of RPPs for each solicitation.

If you are not a member and wish to become one, please click [here](#) for instructions to join.

For specific Request for Project Information or Request for Project Proposal inquiries, please direct your correspondence to:

- Questions concerning contractual, cost or pricing should be directed to the MTEC Contracts Manager, Ms. Taylor, [taylor@ati.org](mailto:taylor@ati.org)
- Technical related questions should be directed to the MTEC Biomedical Research Associate, [chuck.hutti@ati.org](mailto:chuck.hutti@ati.org)
- All other questions should be directed to MTEC Program Manager, Evan Kellinger [mtec-sc@ati.org](mailto:mtec-sc@ati.org)
- Technology Readiness Levels (TRLs) for most proposed projects must be identified and included with the Technical Requirements Document (TRD)

Active Solicitations		Upcoming Solicitations	
Solicitation Number	Solicitation Topic	Sponsor	Details
25-03-BloodBag	Single Blood Donor Collection and Storage Bags Manufactured in Continental United States (CONUS)	USAMRDC & DHA	Project Information Paper Due: January 6, 2025 @ 12PM EST
MTEC Bridge Loan	MTEC Prototype Acceleration Bridge Loans Pitch Deck Template Borrower Responsibility Questionnaire Scope Statement and Milestone Summary	MTEC	MTEC Bridge Loans Information Session to be held on December 4, 2024 at 1:00 PM ET at: <a href="https://ati.zoomgov.com/webinar/register/WN_07ObLjtQPIMDIVcApg3w">https://ati.zoomgov.com/webinar/register/WN_07ObLjtQPIMDIVcApg3w</a>

# Process – Stage 2

## Final Approval and Disbursement of Funds



- Final approval and disbursement of funds within 15 business days after execution of the promissory note and acceptance of related project terms.
- Summary of the terms of the promissory note:
  - All financing is advanced upon full execution of the promissory note
  - Borrower is required to use capital in accordance with their proposed scope statement not to exceed a 12-month period, unless permission is granted by the MTEC Chief Science Officer
  - Payback to MTEC is due no later than 24 months from receipt of the promissory note
  - Earlier re-payment is encouraged
  - Annual interest rate of 4%
  - Final negotiated scope statement for use of funds will be included with the promissory note
- Borrowers will be required to:
  - Participate in monthly meetings
  - Provide a written reports



# Evaluation Factors



## Evaluation Factor 1 – Financial Maturity

- Ability to repay the funds according to the terms
- Alignment of the proposed use of funds
- Ability of the Applicant to demonstrate funding to-date, describe their current funding challenges, and demonstrate fundability going forward, particularly likelihood of receiving funding from follow-on funders if milestones proposed are achieved.
- Financial viability

## Evaluation Factor 2 – Technical Merit and Commercial Readiness

- Medical technology in alignment with MTEC's mission to improve military readiness and health.
- Proprietary medical technology with strong supporting preliminary data and a competitive advantage.
- Likelihood of achieving and advancing through the development milestones identified in its proposal, thus advancing the Applicant's commercialization readiness (team, intellectual property, market opportunity, reimbursement, regulatory strategies, etc.)

# MTEC Technology Focus Areas

## Military Infectious Diseases



Viral Diseases  
Bacterial Diseases  
Wound Infection

## Combat Casualty Care



Brain Trauma, Blast  
and Burn  
Loss of Limbs, Tissue,  
Senses  
Hemorrhage

## Military Operational Medicine



Physical & Cognitive  
Performance  
Musculoskeletal  
Injuries  
Mental Health

## Medical info Systems, Training and Simulation



Telecritical Care  
Network  
Remote Medical  
Capabilities  
Medical Training and  
Education

## Clinical & Rehabilitative Medicine



Neuromusculoskeletal  
Injury  
Pain Management  
Regenerative Medicine  
Sensory Systems  
Traumatic Injury

## Chemical and Biological Threats



Predicting and  
countering lethal  
exposures  
Limiting the spread of  
infectious agents

# MTEC M-Corps

## Network of Subject Matter Expert Organizations



M-Corps Members

AliraHealth | Ascential Medical & Life Sciences | ATSI AMERICAN TECHNOLOGY | MTEC Medical Technology Enterprise Consortium

Bessel | BIOMEDICAL COMMERCIALIZATION LLC | CNTR COALITION FOR NATIONAL TRAUMA RESE. | The Conafay Group GOVERNMENT RELATIONS | SCIENTIFIC PERSPECTIVES

CAPITAL EDGE | CHANNEL CLINICAL | clearcoast | CUBRC Advantage through technology | CULMEN INTERNATIONAL 2004-2024 | cristae | CSSi LifeSciences

CK Conflict Kinetics | CORNERSTONE AN EMPLOYEE-OWNED COMPANY | FDI FORT DEFIANCE INDUSTRIES | greenlight guru | ICS | INDEPENDENT PLATFORM

CURAVIT | dk engineering | kitware | Latham BIOPHARM GROUP | McALLISTER & QUINN | MEDMARC Treated Fairly | MRIGlobal

OMNICA CORPORATION PRODUCT DEVELOPMENT | PPD | PROXIMA CLINICAL RESEARCH | RQMIS INC. Regulatory/Quality Management Information Source Inc. | RSM | Rhythmlink


RPMTech | SHERPANI | SMI | TreMonti | TRIPLE RING technologies | Biomedical Commercialization LLC

THE SPECTRUM GROUP | viscus BIOLOGICS

M-Corps helps MTEC members advance prototype development through the required regulatory pathways, commercial landscape, and transition to or procurement by the Government user.

# Funding Opportunities



Project Name	Sponsor	Estimated Value	Timeline
<p><b>25-03-BloodBag</b> Single Blood Donor Collection and Storage Bags Manufactured in CONUS</p>	<p>Defense Health Agency</p>	<p>\$0  \$10M</p>	<p><b>ACTIVE</b> Information papers due Jan. 6, 2025  <b>PENDING</b> Request for Proposals release Feb./Mar. 2025</p>
<p><b>25-04-FY25Multi-topic</b> Traumatic Brain Injury; Wound Infection; Treatment of Sepsis; Antivirals; Diarrheal Diseases; Pharmacogenomics; Nutrition; Musculoskeletal injury; Biosurveillance</p>	<p>Defense Health Agency, SOCOM, Naval Advanced Medical Development</p>	<p>\$TBD</p>	<p><b>PENDING</b> Request for Proposals release Dec. 2024</p>
<p><b>MTEC Bridge Loans</b></p> 	<p>MTEC</p>	<p>Multiple loans at \$50-100K each</p>	<p><b>ACTIVE</b></p>

# Upcoming Events



**REGISTRATION IS OPEN!**



**Platelet and Platelet-like Products State of the Technology Meeting**

Feb 4-6, 2025

Bethesda, Maryland



**REGISTER NOW**

A photograph of the Golden Gate Bridge in San Francisco at dusk, with the bridge's towers and suspension cables illuminated against a dark blue sky. The water in the foreground is dark and reflects the lights.

 **MTEC**  
Medical Technology Enterprise Consortium

**JANUARY 13-16**  
& FEB 4-5 (VIRTUAL)

**ANNUAL PARTNERING FORUM**  
J.P. Morgan Healthcare Week  
Hilton San Francisco Union Square Hotel

**SAVE THE DATE!**



**The 10th Annual MTEC Membership Meeting**

May 28 & 29, 2025

Denver, Colorado

Stay tuned for additional details on registration and lodging



## Questions?

**Lauren Palestrini, PhD**  
**MTEC Chief Scientific Officer**  
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[mtec-sc.org](http://mtec-sc.org)



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