



MEDICAL BIOMEDICAL BIODEFENSE *Symposium*



SUPPORT TO AMERICA'S WARFIGHTERS AND VETERANS

SEPTEMBER 23-24, 2026

CHAPEL HILL, NORTH CAROLINA



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MEDICAL INNOVATION OPPORTUNITIES WITH CONSORTIA AND FEDERAL AGENCIES

- **Moderator: TJ Gilroy, Director of Defense Technologies, NC Military Business Center**
- Dr. Ron Hann, Executive Committee, Medical CBRN Defense Consortium (MCDC)
- Dennis McGurk, Director, North Carolina Center for Optimizing Military Performance (NC-COMP)
- Gloria Elliott, Program Manager, Scalable Solutions, Advanced Research Projects Agency for Health (ARPA-H)
- Adam Sorkin, Small Business Policy Manager for the National Institutes of Health, Small Business Education and Entrepreneurial Development (SEED) Office
- Saafan Malik, M.D., MBA., CTO, Chief Research Support & Innovation, DAD Science & Technology, AD- RDA, Defense Health Agency
- Christine Castillo, Research and Academia Coordinator, US Army Special Operations Command

What are OTAs?

- An **Other Transaction** (OT) is a unique type of legal acquisition instrument **other than** a
 - contract, grant, or cooperative agreement
- Generally, this awarding instrument **is NOT subject to the FAR, nor Grant Regulations unless otherwise noted for certain provisions** in the terms and conditions of award.
- It is, however, subject to the OT authority that governs the initiative, as well as applicable legislative mandates.
- There are seven **OT Authorities** (OTAs), 3 of which are on today's panel
 1. **DOW (DHA)**
 2. **HHS (NIH)**
 3. **ARPA-H**



Key Drivers of OTA Growth

1. **Speed** – weeks instead of months

2. **Flexibility** – terms negotiated, not dictated

3. **Attracting non-traditionals**

- Any company or organization that **HAS NOT** performed a (DoD) contract or subcontract subject to full Cost Accounting Standards (CAS) for at least one year prior to the OTA solicitation, allowing innovators like startups, universities, and non-profits to participate, not just small businesses.

4. **Prototype-to-Production pathways** – the golden ticket

- a follow-on Production OTA without another competition



Consortium-Based OTAs

- Consortium
 - An **Other Transaction Agreement (OTA) consortium** is a formal partnership between a government agency and a group of commercial companies, academic institutions, and non-profit organizations focused on a specific technology domain
 - Consortium Manager = Managed by organizations like ATI
 - Usually at some nominal cost to join
- Member companies get access to Requests for White Papers (RFWPs)
- Often the easiest route for small and mid-sized businesses
- Consortia list
 - [Existing Other Transaction \(OT\) Consortia | AiDA](#)
- Medical OTA backed Consortia
 - Medical Technology Enterprise Consortium (MTEC)
 - Medical CBRN Defense Consortium (MCDC)
 - Rapid Response Partnership Vehicle (RRPV)
 - Biopharmaceutical Manufacturing Preparedness Consortium (BioMaP-Consortium)





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Medical Innovation Opportunities with Consortia and Federal Agencies



IT'S ALL ABOUT THE WARFIGHTER!

Disclaimer

My opinions expressed in this meeting do not represent the official views or positions of Advocate Health, the Wake Forest Institute for Regenerative Medicine, the Wake Forest School of Medicine, or the Winston Salem Innovation Quarter.

This presentation and its contents are provided for informational purposes only and do not constitute legal advice.

Advocate Health, the Wake Forest Institute for Regenerative Medicine, the Wake Forest School of Medicine, and the Winston Salem Innovation Quarter assume no responsibility for any actions taken based on the information provided during this meeting.



Ronald K. Hann, Jr., PhD, PMP, SES (ret)

Colonel, U.S. Army (ret)

Director, Technology Integration

Wake Forest Institute for Regenerative Medicine



Winston-Salem, NC



Ronald.Hann@Advocatehealth.org



www.linkedin.com/in/ronald-hann-jr-phd/

Experience:

- 2026-pres: Exec. Committee, Office of Operational Medicine, Advocate Health
- 2024-pres: Exec. Committee, Medical CBRN Defense Consortium (MCDC)
- 2023-pres: Technology Integration Officer, Wake Forest Institute for Regenerative Medicine
- 2021-2022: SES Director of R&D (acting), Defense Threat Reduction Agency (DTRA)
- 2014-2021: SES Director, Joint Science and Technology Officer (JSTO) for Chemical and Biological Defense Program (CBDP), a R&D component of DTRA
- 1987-2014: U.S. Army CBRN Defense Officer, Colonel (ret) [26+ years]

Career Highlights:

- ✓ Managed \$1.1B/yr DoW science and technology portfolio focused on countering weapons of mass destruction and CBRN defense / 1000+ personnel / 800+ projects
- ✓ Co-sponsored development of first ever prototypes for a maritime chemical weapon destruction system to destroy declared Syrian chemical weapons stockpile (2014)
- ✓ Sponsored development of Ebola Zaire vaccine, monoclonal antibody therapeutic, and diagnostics through transition to BARDA during West African Ebola Outbreak (2016)
- ✓ Sponsored first MILAIR patient transport system for highly infectious patients (2015, 2020)
- ✓ Sponsored multiple U.S. Government epigenetic modeling and simulation efforts during COVID-19 pandemic (2020-21)
- ✓ Two academic tours as Asst. Prof./Researcher at the U.S. Military Academy at West Point
- ✓ Deployments to *Operation Desert Shield/Desert Storm (Iraq/Kuwait)*, *Operation Joint Forge (Bosnia-Herzegovina)*, and *Operation Iraqi Freedom (Iraq)*

Education:

Ph.D. in Organic Chemistry, University of Virginia
B.S. & M.A. in Chemistry, College of William & Mary





The Medical CBRN Defense Consortium (MCDC)

<https://www.medcbrn.org/>



The Medical CBRN Defense Consortium (MCDC) was formed in Mar. 2016 in response to the Government's expressed interest to establish an Other Transaction Agreement (OTA) with an eligible entity or group of entities, to include industry, academic, and not-for-profit partners, for advanced development efforts to support the Department of War's (DoW's) medical pharmaceutical and diagnostic requirements as related to enhancing the mission effectiveness of military personnel. The funding sponsor is the Capability Program Executive for Chemical, Biological, Radiological and Nuclear Defense (CPE CBRND). MCDC is one of 20+ consortia managed by Advanced Technology International (ATI).

Who can Join? How Much?

Companies that are part of the US Industrial base, as well as new and emerging non-traditional defense contractors, are encouraged to join the MCDC and participate in Federally-funded R&D projects. The annual membership fee is \$250.

- Traditional Contractors
- Non-Traditionals (Companies that don't typically participate in Federal R&D)
- Academia
- Non-Profit/Not-For-Profit Research Institutions

By the numbers:



327

Members



113

Awards



7,992,399,341

Funded to Date



78%

Non-traditional
Members

Notable Awards:

- Pfizer Inc. COVID-19 Vaccine Production Scale-Up, July 2020, \$1.95B
- Regeneron Pharmaceuticals Inc. SARS-CoV-2 Antibody Therapy July 2020, \$450M
- Sanofi Pasteur Inc. Vaccine Clinical Trials & Development, July 2020, \$2.10B
- Janssen Research & Development (Johnson & Johnson) Vaccine Scale-Up, August 2020, \$1.00B
- Battelle Memorial Institute – Reactivating Nerve Agent Treatment System (RNATS), April 2024, \$53.7M
- Tonix Pharmaceuticals, Inc. – Host-Targeted Biological Threat Countermeasures, June 2024, \$34.1M
- Emory University – Butyrylcholinesterase (BuChE) Prophylaxis, May 2026, \$47.8M



Pointers for Industry

- The government rep in the room is not the smartest person on your technology.
- Understand what capability the funding sponsor is trying to achieve or the problem that needs solved.
- Don't sell your "box." Instead, educate the sponsor on how it solves their problem.
- If you can build it cheaper, smaller, faster than what the sponsor is asking for, propose that solution to them. That's what OTA's are all about. Unlike FAR contracts, these begin with a discussion.
- You must end a project with a prototype, even better if it can get an operational demonstration.
- If you demonstrate scale up and manufacturability, the potential exists to go sole source for fielding.



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Gloria Elliott, Ph.D.

Program Manager, Scalable Solutions Office



BoSS



TIGAR



ARPA-H is a **driving force to improve healthcare outcomes**, bringing solutions to market faster and more efficiently.

Launched more than **30** programs that tackle hard health challenges, such as:

- Extend health span and prevent age-related diseases
- Restore full function to damaged brain tissue
- Regenerative joint repair and replacement
- Mobile healthcare to rural populations
- Animal-free drug safety and efficacy testing
- Distributed genetic medicine manufacturing



ARPA-H has already had **exciting breakthroughs over the past 12 months** that forecast real and widespread impact for the American people.

With potential appropriations of \$945 million in FY2027, ARPA-H will make targeted investments in existing programs that are delivering and in new programs that are filling unmet needs.

ARPA-H Comprehensive Other Transaction (OT) training course

Learn about OT authorities and OT-related terms, stakeholders, and processes, and **enhance their use** for OTs during planning, execution, and administration.

Topics include:

- Business strategies
- Intellectual property
- Teaming
- Milestone payments

Two-day **virtual** training (12 hours):

- Nov. 18, 2026: 9 a.m. to 5 p.m. ET
- Nov. 19, 2026: 9 a.m. to 1 p.m. ET

Open to government and industry personnel



Registration is **free** and **required in advance**



engage.arpa-h.gov/ot-training-november-2026



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Defense Health Agency, Science & Technology

Dr. Saafan Malik

Division Chief Research Support & Innovation

Deputy Assistant Director, Science & Technology



Conflict of Interest/Disclosure

- Speakers have no relevant financial or non-financial relationships to disclose relating to the content of this activity.
- The views expressed in this presentation are those of the author and do not necessarily reflect the official policy or position of the Department of Defense, nor the U.S. Government.
- Commercial support was not received for this activity.



Deputy Assistant Director, Science & Technology



Dr. Saafan Malik
Division Chief, Research
Support & Innovation

The Deputy Assistant Director for Science and Technology (DAD S&T) drives the discovery and delivery of innovative medical solutions to meet the needs of the Combatant Commands, the Military Services, and the Military Health System. DAD S&T develops and oversees research strategies, plans, and policies; supports the implementation of scientific advances; and manages investments to improve warfighter health and readiness.

DHA S&T Solution Delivery Approach

Strategic Research Plans (SRPs): S&T priorities based on assessments of current and future medical and operational needs and existing research gaps of the military medical community

Roadmaps: Programs to deliver SRP-derived S&T solutions aligned to validated Service Medical Group (SMG) priorities. 32 funded in FY27





DHA Funding Opportunities

DHA Broad Agency Announcement (BAA)

The Defense Health Agency (DHA) Broad Agency Announcement (BAA) is a competitive solicitation procedure intended to solicit extramural research and development ideas. The BAA provides a general description of DHA S&T programs, including research areas of interest, general information, evaluation and selection criteria, and proposal/application preparation instructions. Research funded through the BAA is intended and expected to benefit and inform both military and civilian medical practice and knowledge. Research proposals/applications are sought from national, international, for-profit, non-profit, public, and private organizations. The BAA is a continuously open announcement; pre-proposals/pre-applications and proposals/applications may be submitted at any time throughout the 5-year period. <https://grants.gov/search-results-detail/343725>

Medical Technology Enterprise Consortium (MTEC)

The MTEC releases Request for Proposals (RPPs), based on topics from DHA S&T programs, for range of medical prototype technological and knowledge solutions <https://mtec-sc.org/solicitations>

OTAs

- The two main types often utilized by DHA are Research OTAs (rOTAs) received via the DHA BAA and Prototype OTAs (pOTAs) received via MTEC.
- MTEC is the primary consortium manager for pOTAs utilized by DHA S&T for military medical priorities and focus areas.



DHA SBIR/STTR Program Size and Focus

- DHA is the largest military medical SBIR/STTR seed funder
 - FY26 SBIR: \$57.4 million
 - FY26 STTR: \$8.1 million
- SBIR/STTR topics primarily fund DHA S&T priorities under the following categories:
 1. Combat Casualty Care
 2. DoW Working Dog
 3. Environmental Exposures
 4. Military Infectious Diseases
 5. Musculoskeletal Injury
 6. Psychological Health²³
 7. Sensory Systems
 8. Traumatic Brain Injury



DoW SBIR/STTR Broad Agency Announcements

- DoW will publish new topics on the first Wednesday of each month on the DSIP Portal (link below)
- Sign up to the DSIP Listserv to receive all new topic announcements
 - Best way to track DHA and other medical topics

Quick Links <<



Solicitation Documents & Instructions

View active and archived solicitations



Topics and Topic Q&A

View available topics for each solicitation and ask questions during Pre-Release periods



Learning & Support

View templates, training materials, and FAQs



DoW SBIR/STTR Website

Access more information on the DoW SBIR/STTR program



SBIR.gov

Learn more about the overall SBIR/STTR program and search prior awards



DSIP Listserv

Sign up for the DSIP Listserv to receive emails about solicitations, new opportunities, and more!

Active Solicitations

DoD SBIR 2025.4
23 Topics Active

<https://www.dodsbirsttr.mil/submissions/login>



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