

Supplemental Material: Examples of innovations/solutions represented by I-Corps@NCATS Teams (examples are included from each participating site and across the clinical and translational research spectrum)

Team Name and description	Innovation Type	CTR Spectrum	Stage of Development at time of I-Corps participation	How trajectory was shaped by insights from I-Corps@NCATS	Site
Tricorder Array Technologies (automated rodent research home cage monitoring system for animal welfare)	Research Services	T0.5	Prototype development	Gains achieved (post-training survey): <ul style="list-style-type: none"> • Learned how to identify and refine our customer segment to focus on research institutions doing animal research that are large enough to need a monitoring system, but do not have a system in place. • Learned how to separate the needs of users of the systems from decision-makers and payers. • Helped us better understand our value proposition and revenue model Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Received a Phase1 STTR Sept 2019 • Application for Phase2 STTR currently pending review 	UAB
inTRAvent (guidance technology for drain placement)	Medical Device	T1	Prototype development	Gains achieved (post-training survey): <ul style="list-style-type: none"> • Knowledge of competitive landscape - refined target customer • Regulatory perspective Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Series A raised 501(k) filing with FDA 	Penn State

Wilox	Medical Products	T1-T2	Idea generation, prototype development	Gains achieved (post-training survey): <ul style="list-style-type: none"> • Knowledge of competitive landscape - refined target customer • Regulatory perspective Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Won 3 student pitch competitions • Commercializing products for initial indication and COVID-19 products 	UMass
Team Airway (develop novel inhaled therapies for patients with asthma)	Drug/biologic	T2-3	Idea generation	Gains achieved (post-training survey): <ul style="list-style-type: none"> • Better understanding of potential market. • Learned how to engage with investors/clients. • Business plan established and refined Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Founded two companies with investor buy-in and ongoing support • Patents filed/ R01/R03 grants funded 	UC Davis
Circulogix Inc. (patient blood sample analysis for researchers, physicians or pharmaceutical companies interested in cancer diagnosis)	Diagnostic	T2-T3	Prototype to commercialization	Gains achieved (post-training survey): <ul style="list-style-type: none"> • Identified a need for the service • Technology adoption requirements, compatibility with current standards and equipment • Regulatory prospective, need for certification • Better understanding of market segment • Business model canvas refined Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Commercializing products, including sales • SBIR Phase 1 funding 	U Miami

SurgeVance Inc. (developing a “pathology lab-in-a-box” imaging system for diagnosis of surgical specimens at a patient’s bedside)	Medical Device	T3	Prototype developed with initial funding and patent in place	Gains achieved (post-training survey): <ul style="list-style-type: none"> • Better understanding of the commercial landscape • Refined the customer segment • Enhanced understanding of the regulatory challenges Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Licensed technology/SBIR/RO1 grant funded 	The Rockefeller University
Researcher Management and Leadership Training Coursera course (includes lessons on leadership, finance and administration, management; features 150 didactic lessons, personal stories, and interviews with senior scientists and administrative leaders)	Education	T0.5 – T4	Idea generation, prototype development	Gains achieved (post-training survey): <ul style="list-style-type: none"> • We learned that there is a need for our product but that it must be delivered in a way that is searchable and can be used at the time when it is needed (rather than taking a course ahead of time ... people want to have just-in-time information). Milestones since I-Corps (longitudinal survey): <ul style="list-style-type: none"> • Grant funding • Institutionalization (e.g., required training for T32 trainees in the Department of Medicine) • 7 months to the day of launch, the course has a 4.9/5 star rating, 4431 enrolled worldwide, 641 course completers, and has reached all continents (Asia and Africa are overrepresented compared to total Coursera learner population). 	University of Colorado Anschutz Medical Campus