

A scientist in a lab coat and safety glasses is looking through a microscope. The image is overlaid with a blue tint. In the center, there is a logo consisting of a diamond shape made of smaller diamonds, with the letters 'NFMRI' inside.

NFMRI

National Foundation  
for Medical Research  
and Innovation

**Impact giving**  
Advancing medical innovations

# “Philanthropy has the freedom to think different, do different, & make a difference.”

Medical innovation needs collaborators. It currently takes too long, costs too much and vital collaborations are not formed.

Whilst Australian researchers rank highly on international measures of research quality our ability to translate research into medical innovations and form collaborations ranks far below its potential.

Opportunities to test and develop new drugs, vaccines, diagnostics and devices can be advanced with philanthropic support.

The NFMRI is actively looking to partner with philanthropists, trusts and foundations that have aligned goals and objectives. Together we are able to collectively support efficiencies, advance innovations, facilitate collaborations and importantly deliver medical research and innovation outcomes to the community.

National Foundation  
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# Impact giving

## Purposeful philanthropy makes a significant difference to the achievement of social outcomes.

Driving cultural change, scientific outcomes and the advancement of innovative opportunities is the essence of impact giving.

To make a difference, NFMRI enables philanthropists to do something different. In Australia, medical research and innovation is mostly supported by the National Health and Medical Research Council (NHMRC). However, the NHMRC cannot fund all components of the research and innovation pathways.

Funding and knowledge gaps exist impeding the ability of researchers to form industry collaborations and attract investment.

Philanthropic investment in medical research can go where others fear to tread. Investment that can significantly move a field of research or innovation forward, increasing the likelihood of success and the encouragement of others to follow.

By collaborating with NFMRI, philanthropists, trusts and foundations can assist researchers to accelerate progress, ask the 'killer questions' and close dead ends. With their focus confirmed, innovations are de-risked allowing more effective

partnerships and investments. NFMRI focuses on identifying and bridging gaps in research and innovation pathways.

To advance innovations and maximise impact researchers need the skills and capabilities of other researchers across a broad range of disciplines. They also need access to resources, networks and people with specialised experience in medical innovation, translation, and commercialisation.

NFMRI's programs support research in three portfolios along the innovation pathway.

These portfolios are aligned with the different needs of advancing innovations. By leveraging current funding and supporting both knowledge and funding gaps, philanthropists catalyse and accelerate early innovations maximising the potential to deliver community benefits.

By working collaboratively, NFMRI, philanthropists, Private Ancillary Funds (PAFs), research institutions, government, and other trusts and foundations can assist to maximise the impact from projects funded via our portfolios.

# Advancing innovations

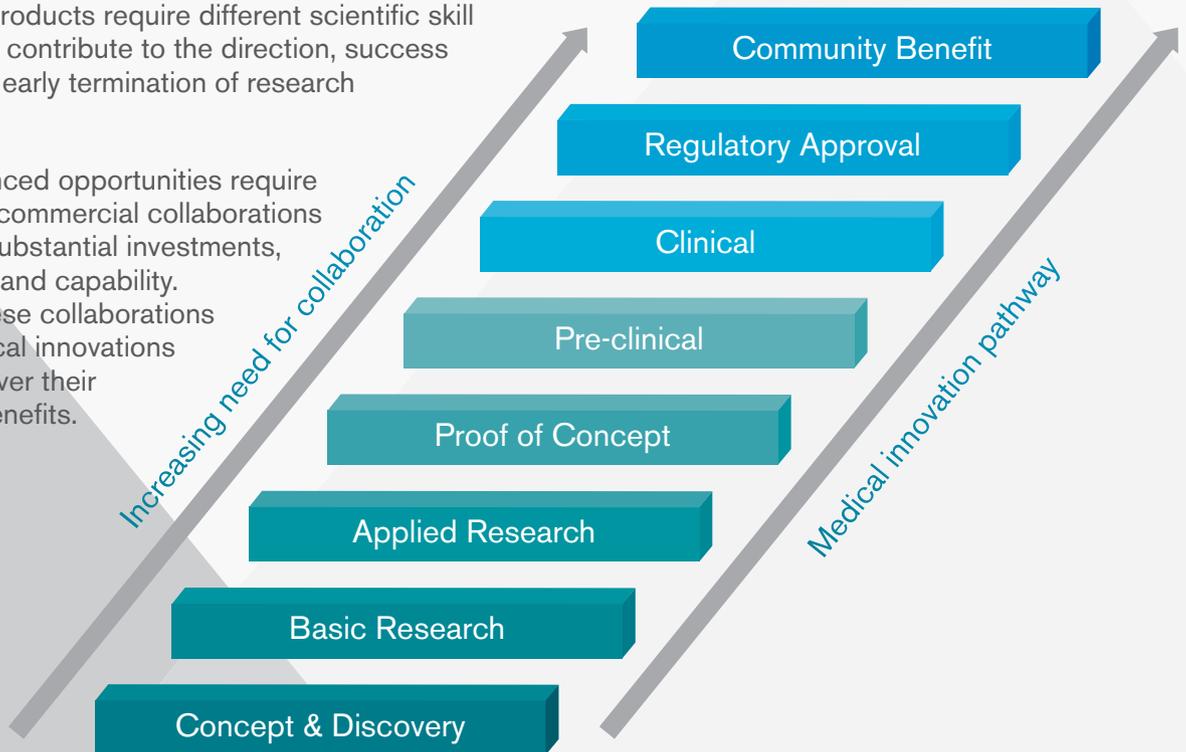
Translating medical discoveries into meaningful benefits involves progression along innovation pathways.

However, progression can often only be achieved with collaboration.

Collaborations in the development of new vaccines, diagnostics, devices, drugs or biological products require different scientific skill sets. These contribute to the direction, success or possible early termination of research projects.

More advanced opportunities require industry or commercial collaborations that bring substantial investments, knowledge and capability. Without these collaborations many medical innovations will not deliver their potential benefits.

Being able to navigate the complexity of the pathway can be difficult. NFMRI helps philanthropists and other donors find their way.

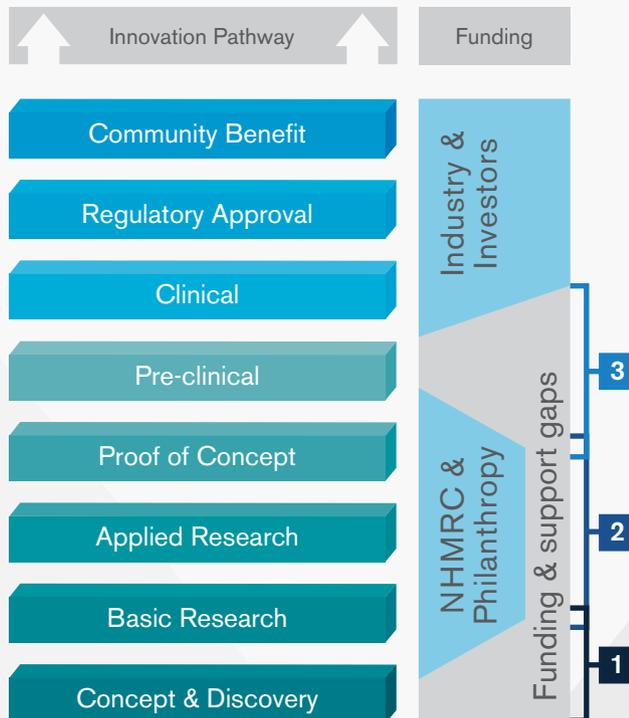


# Strategic giving

Historically, funding of medical research in Australia has primarily been determined by outputs – research papers and citations.

Whilst these factors are important; the advancement of innovation, the formation of collaborations and the ability to deliver impact are the outcomes NFMRI 's funding delivers.

To maximise impact NFMRI focuses on advancing innovation. By applying resources, networks and knowledge, NFMRI helps philanthropy make a difference and bridge the gaps along the innovation pathway.



- 1** Original innovation and discovery not competitive for NHMRC grants. Young researchers, early discoveries and new paradigms that need support to become competitive and stand on their own two feet.
- 2** Support for strategic collaborative research activities focussed on advancing research and validating directions. Providing access to the additional research skills not available through currently available funding.
- 3** Often referred to as the “valley of death” this is the area where research is required to attract and compete for potential investors and collaborators.

Funding mechanisms often do not support or encourage contract research activities necessary to answer critical research questions.

# Measuring impact

Funders of medical research looking for impact should consider the benefits of partnering with an organisation that has a clear focus and skill set around the impact they wish to achieve.

Many funders of medical research only consider impact after a research project is completed and hope their contribution has been effective. Some don't look for impact at all, others rely on measures of output such as peer reviewed publications and their citation rates.

To be successful in maximising the benefits from supporting medical research, funders have an opportunity to be more strategic with their giving.

The challenge with medical research is to identify and apply appropriate measures across an extraordinarily broad sector where different disciplines, conditions and diseases have potential for multiple interventions, prevention strategies or cures.

By focusing on the innovation pathway and providing support where gaps exist, philanthropy can target impact points with pre-identified goals, measures and reporting structures.

Resources, knowledge and networks all play a critical role in maximising the opportunities for success.

## Key milestones and benchmarks include:

- Early validation of new concepts, discoveries and intellectual property that are the foundation for innovation.
- Leveraging funding with others including the NHMRC to support further research, build capability, capacity and advance innovation.
- Asking the “killer questions” that influence research directions, maximise the use of resources and support or fail early proof of concept for an innovation.
- Building and supporting a robust innovation portfolio and strategy in a timely manner to attract industry collaborators and investors.

# Partnering for success

NFMRI has built a strategy, capability and capacity to effectively and efficiently support medical research and its translation. Talk to us about how we can help you achieve common goals.

Making informed decisions about how your support can best meet your objectives can require a little homework. Whilst there is no single pathway to making effective giving choices you should start by carefully assessing your own priorities, motivations, preferences and expectations.

The process to advance innovations such as new diagnostics, vaccines and drugs is complex and full of possibility. Whilst many researchers may strive to reach the same clinical endpoints, the pathways and strategies can vary widely.

It is important however that hypotheses are tested and concepts failed or advanced as quickly as possible, saving resources and setting new directions where appropriate.

Where opportunities exist, the establishment of research collaborations is critical to advance the science across the 'valley of death' where innovations fail to proceed by facilitating the formation of product development partnerships.

1. Is there a specific disease I wish to support?
2. Do I want to support identified funding gaps in translational research?
3. Am I interested in prevention, diagnosis or treatment?
4. Do I wish to support research focused on;
  - Finding new discoveries,
  - Validating and advancing early innovations, or
  - Bridging the 'Valley of Death' and partnerships?
5. How do I wish to engage and what communication do I want to have?
6. Who can I partner with, or support to facilitate my philanthropic objectives?

# About NFMRI partnerships

NFMRI seeks to engage with like-minded stakeholders that enable the Foundation to fulfil its mission. Where possible, the Foundation is happy to help and to work with others interested in giving effectively in this space.

NFMRI focuses on supporting 'biomedical research' and is disease agnostic. We can support research and innovations across most diseases with flexibility through our portfolios appropriate to the technology and stage of advancement.

Biomedical research typically delivers community benefits through innovations such as new medicines, vaccines, diagnostics, devices, tools and biologicals (such as stem cell therapies).

Our Foundation has specific experience, capability, expertise and networks allowing it to uniquely support research that advances early stage innovations and forms collaborations that can help technologies fulfil their potential, as well as navigate complex development and regulatory systems.

Over the years, NFMRI has received disease-specific bequests and has formed partnerships to support cancer, blood diseases, asthma and allergies, as well as for general research. Our investment and funding systems enable us to give,

monitor and track research and investments to ensure we support the intentions of our bequests and funding partners.

Over the past few years alone our research support has included: Cancer, asthma and allergies, eye diseases, blood diseases, cardiovascular disease, infectious diseases, Alzheimer's disease, inflammatory diseases, and paralysis.

We recognise that our funding partners may have trusts, gifts or bequests with specific conditions attached. NFMRI is able to work with our funding partners to meet these obligations, which may include geographic, disease/ condition and other priority-related needs. We are also able to work with partners and advise on the types of technologies and which of our three portfolios may be most relevant to each area.

# Why NFMRI?

NFMRI has built robust and scalable systems that enable expansion of our model and underpin our desire to work with other funders to help them achieve common goals.

Where synergies exist, NFMRI is able to apply its strategy, processes and systems to help other funders support research projects for impact.

As an entirely independent medical research foundation with DGR1 and TCC status, as well as up-to-date fundraising licences in all Australian states, NFMRI is well placed to assist trusts, foundations and other funders to make annual distributions that importantly satisfy the wishes of donors, but that also will ultimately lead to advancements in medical research.

Additionally, NFMRI's unique strategy enables the foundation to support targeted, innovative projects across all diseases and conditions.

We work with our partners to understand and support their giving needs and preferences. We want living donors to enjoy their giving and to help those making a gift or bequest to be informed and confident their gift will be managed in the way they intended.

We can provide independent advice and assistance to other funding partner donors that wish to

support the advancement of innovations and enable collaborations into a particular field or more broadly.

## **Our networks and systems allow us to:**

- Identify high quality research projects and innovations throughout Australia;
- Understand and work alongside other funding systems to effectively apply needed support;
- Manage the grant making and review process;
- Look beyond the science to consider the potential and pathways for the development of innovations;
- Enable the necessary collaborations to advance innovations and facilitate research efficiencies;
- Provide in-kind support and access to external expertise; and
- Maximise the potential impact from biomedical research.

By working together, selecting for success and supporting for impact we can make a bigger difference delivering benefits to communities in Australia and around the world.

# Our track record

For NFMRI, impact means making a difference to the community. Biomedical research often delivers impact through new medicines, diagnostics, devices and vaccines.

Medical innovations often require 5–15 years to meet the strict safety and efficacy requirements of regulators. The successful advancement of medical innovations requires the resources, expertise and networks of many contributors before these innovations can be made available to the community.

In recent years, NFMRI has developed some very strong partnerships with governments, trusts, foundations and trustee companies that have enabled the growth and effectiveness of our support. Together we have funded a number of exciting projects, many of which are already achieving translational success.

**The pathway to impact from our grants varies according to the nature of the project. NFMRI's grants continue to achieve outstanding results and some examples of impact from our funded projects include:**

- Formation of spin-off companies
- Translation into new diagnostic services and products
- Uptake and partnering with next-stage partners including pharmaceutical companies and venture capital

Many early and mid-career scientists and their institutions are also seeing significant spin-off benefits, including career progression and promotion, recognition through awards, funding from other sources such as the NHMRC, as well as increased networks and mentoring.

# Impact giving matrix

Working with organisations that are experienced in research, innovation, and collaborations, and who also understand how to leverage their skills and networks can maximise the impact from your support.

To maximise impact giving, we consider what other forms of support researchers need and what access they have. Is it only financial support that is required, and if not, where is the support coming from?

NFMRI harnesses the skills and expertise of its networks and volunteers to help researchers

progress their innovations successfully along the innovation pathway.

Our focus is shown in **blue**. We welcome opportunities to discuss how we can assist individuals, families, corporations, trusts and foundations to make informed giving choices.

## Your options & preferences

Field	Disease focus	Basic science	Institution
Research Area	Biomedical	Clinical Medicine	Health Services
Support for	Infrastructure	People	Projects
Project grants	Top-up	Near-miss	Funding gaps
Research Focus	Knowledge & publication	Discovery validation	Advance innovation
Human application	Prevention	Diagnosis	Treatment
Innovation pathway	Original discovery	Proof of concept	Industry uptake
End products	Vaccines & biologicals	Diagnostics & tools	New medicines

# Supporting impact

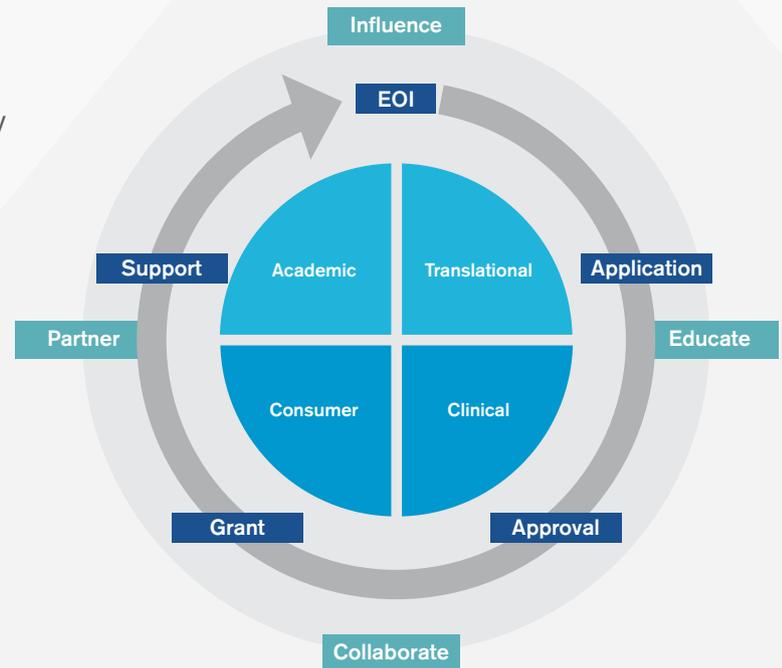
It is more than mere funding that is needed to advance discoveries and innovations.

NFMRI takes a uniquely proactive approach by partnering with our grant recipients to provide support along the innovation pathway.

It is a prerequisite that we only fund research of the highest quality. When reviewing applications and research projects NFMRI looks for more than good science. We also assess the ability and willingness of the researcher and the institution to collaborate, plan and manage research along the innovation pathway. NFMRI also considers the need and size of any potential impact, the potential for the research and innovation to make a significant difference and whether the opportunity may become attractive to a potential partner who can make a product accessible to the community.

To do this we harness skill sets from a variety of scientific, business development, commercial, industry and financial sources.

Working with our researchers and their institutions, the NFMRI utilises the skills of our staff, Research Advisory Committee, Board and our networks to assist with communication strategies, understanding industry's expectations, and the establishment of networks and collaborations.



# Value-adding and sector leadership

Success requires more than just money. NFMRI has established value-adding opportunities to support researchers along the innovation pathway and is working diligently with sector leaders to drive innovation.

NFMRI's core systems and four-lenses approach to reviewing grants (academic, clinical, commercial, translational) allow us to select for success and support for impact.

**Our growing list of value-adding and sector leadership activities is outlined below:**

- **Mentoring**

In addition to financial contributions, NFMRI provides other pro-bono support and mentoring using both our expertise and our networks' skills and capabilities. Additional support provided to grantees includes assistance with legal and IP matters, as well as training with commercialisation, translation, marketing and communication. We also provide coaching to assist grantees that are attempting to secure venture capital support or attempting to work with large pharmaceutical and biotech firms.

- **Leveraging opportunities**

The Foundation aims to secure as many relevant leveraging opportunities (both financial and non-financial) as possible for its grantees in order to maximise the likelihood of success from the projects it funds.

- **Access to networks**

Grantees are assisted wherever possible and connections are made via our relevant networks, which include leaders in pharma, biotech, legal and financial industries, as well as donors and investors.

- **Annual NFMRI conference**

Our annual conference provides an opportunity to showcase the important work and achievements of our funded researchers. It also gives them the chance to meet leaders from other relevant industries they may not have been exposed to, thus building up their contacts and networks. As the conference also attracts a number of donors, as well as trusts and foundations interested in or currently supporting medical research, there is an increased opportunity for leveraging and also a platform to showcase the partnership between NFMRI and our funding partners.

- **Media**

NFMRI has a strong relationship with media and over the past year has secured a number of stories for its grantees.

# About NFMRI

The National Foundation for Medical Research and Innovation is a not-for-profit organisation that is entirely independent. It is not affiliated with any university, hospital, government or state body. The Foundation provides financial support to research projects whilst conserving and building its capital base.

The National Foundation for Medical Research and Innovation was incorporated on 3 November 1977, originally as the Sydney Hospital Foundation for Research.

The Foundation has DGR and TCC status.

In 2013, the Foundation undertook a strategic review of its activities and funding in the Australian medical research sector. This review identified opportunities for the Foundation to increase its impact by refocussing and supporting research to advance medical innovations and form collaborations.

As part of the review the Foundation also decided to

increase its support nationally and to change its name to the National Foundation for Medical Research and Innovation.

## Our Mission

*“To advance innovations in medical research related to the nature, prevention, diagnosis, treatment and incidence of disease and other health problems that have a significant impact on the health of humans”*

The Foundation is looking to increase its impact by partnering with other Trusts and Foundations, Private Ancillary Funds (PAFs) and corporate donors. Of course,

we are also happy to receive donations and bequests. Through our activities utilising our expertise and experience in research and innovation the Foundation is looking to become the partner of choice and a national ambassador for medical research innovation.

With best practice governance systems and continual improvement processes in place, supported by an enthusiastic and highly qualified Board, Research Advisory Committee and management the Foundation is well positioned to stay at the forefront of impact giving. We have developed portfolios focused on impact to support medical innovation.

# Our research portfolios

Research Impact & Investment (Grant) Portfolios			Research Support	
<b>Portfolio 1</b> Original innovation & discovery	<b>Portfolio 2</b> Collaborative innovation & advancement	<b>Portfolio 3</b> Innovation uptake & transformation	<b>Value-adding support</b>	
Grants are available for projects and studies that would otherwise not be undertaken.			Faster innovation	
<b>Research Focus</b>	<ul style="list-style-type: none"> <li>• Original and novel research investigating early innovative concepts and pathways.</li> <li>• “Blue sky”</li> <li>• In need of data to attract future competitive grants.</li> </ul>	<ul style="list-style-type: none"> <li>• Advancement and testing of innovations.</li> <li>• Research conducted by collaborators.</li> <li>• “Key knowledge”, “Key directions” and “Killer experiments”</li> </ul>	<ul style="list-style-type: none"> <li>• Prerequisite studies to attract potential collaborators and investors.</li> <li>• De-risk innovations</li> <li>• Advance through the “Valley of Death”</li> <li>• Commercialisation</li> </ul>	<ul style="list-style-type: none"> <li>• Provide access to pro bono services, tools, networks and education.</li> <li>• Provide access to external capability and capacity</li> <li>• Access and skills provided will vary from project to project</li> </ul>
<b>Measures &amp; impact</b>	<ul style="list-style-type: none"> <li>• Ground breaking research &amp; knowledge.</li> <li>• Build capability and capacity</li> <li>• Leverage funding</li> <li>• Employment</li> <li>• Invention disclosures</li> <li>• Intellectual Property</li> <li>• Impact on ERA</li> </ul>	<ul style="list-style-type: none"> <li>• Advancing innovation</li> <li>• Intellectual property</li> <li>• Leveraged funding</li> <li>• Collaborations</li> <li>• Stop/go and direction setting</li> <li>• Developing proof of concept</li> <li>• Invention disclosure</li> <li>• Linkage grants</li> </ul>	<ul style="list-style-type: none"> <li>• Pass/fail– resource management</li> <li>• IP advancement</li> <li>• Marketing portfolio</li> <li>• Collaborations</li> <li>• Innovation uptake (industry)</li> <li>• Investment</li> <li>• Linkage grants</li> </ul>	<ul style="list-style-type: none"> <li>• Industry collaborations</li> <li>• Intellectual property</li> <li>• Leveraged funding</li> <li>• Commercialisation</li> <li>• Increased knowledge and skills</li> <li>• Stronger networks</li> </ul>
<b>Project</b>	< \$265,000 Up to 3 years	< \$145,000 1–2 years	< \$185,000 1–2 years	Pro Bono

# The National Foundation for Medical Research and Innovation

Founded in 1977, the National Foundation for Medical Research and Innovation's primary objective is to support innovative areas of research to help benefit mankind through the prevention or eradication of diseases.

The Foundation seeks to partner with researchers and donors to identify, evaluate and support innovative quality research projects with identified impact objectives.

Our culture is one where we look to make a social investment in medical research. By partnering with researchers to provide support and knowledge we aim to maximise the social returns from our grants.



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