

I-CORPS at NIH

Note: All times are Eastern.

Pre-Course Webinar Thursday, April 20, 2023		
1:00 pm-2:30 pm	On-Boarding Webinar	Room 1
Kickoff Orientation - Monday, May 8, 2023		
3:00 pm-4:00 pm	I-Corps at NIH Technical Training	Room 1
4:00 pm-6:00 pm	Welcome <ul style="list-style-type: none"> ● NIH Remarks ● Teaching Team Introductions ● Team Introductions 	
Class 1: Kickoff Workshop Tuesday, May 9, 2023		
10:00 am-10:15 am	Kickoff/Course Overview	Room 1
10:15 am-10:45 am	Plenary Session: Business Models and Customer Development	
10:45 am-12:15 pm	Team Presentations	Room 1 Room 2
12:15 pm-12:45 pm	Break	
12:45 pm-1:15 pm	Plenary Session: The Business Model Canvas in detail	Room 1
1:15 pm – 2:15 pm	Plenary Session: Best Practices in Customer Discovery	
2:30 pm onwards	Teams Conducting Customer Discovery Interviews	Schedule and conduct interviews during this time
6:00 pm onwards	Office Hours with Individual Faculty	See Office Hours signup sheet shared during Kickoff

Class 2: Kickoff Workshop- Wednesday, May 10, 2023		
10:00 am-10:15 am	Class Q&A Customer Development	
10:15 am-11:00 am	Plenary Presentations (1 from each domain)	Room 1
11:00 am-1:00 pm	Domain Presentations	Room 1 Room 2 Room 3
1:00 pm-1:30 pm	Break	
1:30 pm-2:30 pm	Plenary Session: Value Propositions and Customer Segments - Problem Solution Fit	Room 1
2:30 onwards	Teams Conducting Customer Discovery Interviews	Schedule and conduct interviews during this time
6:00 pm onwards	Office Hours	See Office Hours signup sheet shared during Kickoff

Class 3: Kickoff Workshop - Thursday, May 11, 2023		
10:00 am-10:15 am	Class Q&A Problem Solution Fit	Room 1
10:15 am-11:00 am	Plenary Presentations (1 from each domain)	
11:00 am-1:00 pm	Domain Presentations	Room 1 Room 2 Room 3
1:00 pm-1:30 pm	Break	
1:30 pm-2:30 pm	Domain Session: Workflows	
2:30-3:00	NIH Remarks and adjourn	Room 1

ALL TIMES ARE EASTERN

Class 4: Wednesday, May 17, 2023		
1:00 pm-1:10 pm	Plenary Q & A about Work Flows	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Ecosystems	
Class 5: Wednesday, May 24, 2023		
1:00 pm-1:10 pm	Plenary Q & A about Ecosystems	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Revenue Streams, Channels and Customer Relationships – Revenue Strategy	
Class 6: Wednesday, May 31, 2023		
1:00 pm-1:10 pm	Plenary Q & A about Revenue Streams, Channels and Customer Relationships – Revenue Strategy	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Revenue Streams, Channels and Customer Relationships – Get, Keep, Grow	

Class 7: Wednesday, June 7, 2023		
1:00 pm-1:10 pm	Plenary Q & A about Revenue Streams, Channels and Customer Relationships – Get, Keep, Grow	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Key Activities, Partners, Costs, and Resources	
Class 8: Wednesday, June 14, 2023		
1:00 pm-1:10 pm	Q & A about Key Activities, Partners, Costs, and Resources (Part 1)	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Key Activities, Partners, Costs, and Resources	
Class 9: Wednesday, June 21, 2023		
1:00 pm-1:10 pm	Plenary Q & A about Key Activities, Partners, Costs, and Resources (Part 2)	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Key Activities, Partners, Costs, and Resources	

Class 10: Lessons Learned Monday, June 26, 2023		
11:00 am-11:30 pm	Overview of the day and What's Next Session	Room 1
11:30 pm-12:30 pm	SBIR Funding and Support	
12:30 pm-1:00 pm	Break	
1:00 pm-5:30 pm	Lessons Learned Workshop and What's Next Conversations	Room 1 Room 2

Class 11: Lessons Learned Tuesday, June 27, 2023		
10:00 am - 10:15 am	Overview of the Day	Room 1 & 2
10:15 pm - 12:15 pm	Team Presentations	
12:15 pm - 12:45 pm	Break	
12:45 pm - 1:45 pm	Team Presentations	
1:45 pm - 2:00 pm	Break	
2:00 pm - 3:00 pm	Team Presentations	
3:00 pm - 3:15 pm	Break	
3:15 pm - 4:15 pm	Team Presentations	
4:15 pm - 4:30 pm	Break	
4:30 pm - 6:00 pm	Presentations and Closing Remarks	

I-Corps at NIH Timeline

Pre-course Webinar (2-3 weeks before orientation)

Kickoff (4 days)

- Orientation (Class 0)
 - Course Materials/Tools Review
 - **10+ interviews prescheduled**
- Class 1
 - Team Introduction Presentation (3 min)
 - Class 1 Readings and Videos
 - **Mandatory Office hours after class**
- Class 2
 - Team Presentation (8 min)
 - Class 2 Readings and Videos
 - **5 total interviews logged**
 - **Mandatory Office hours after class**
- Class 3
 - Team Presentation (8 min)
 - Class 3 Readings and Videos
 - **10 total interviews**

Weeklies (one day a week, 6 weeks)

- Class 4
 - Team Presentation (8 min)
 - Class 4 Readings and Videos
 - **20 total interviews**
- Class 5
 - Team Presentation (8 min)
 - Class 5 Readings and Videos
 - **35 total interviews**
- Class 6
 - Team Presentation (8 min)
 - Class 6 Readings and Videos
 - **50 total interviews**
- Class 7
 - Team Presentation (8 min)
 - Class 7 Readings and Videos
 - **65 total interviews**
- Class 8
 - Team Presentation (8 min)
 - Class 8 Readings and Videos
 - **80 total interviews**
- Class 9
 - Team Presentation (8 min)
 - Class 8 Readings and Videos
 - **Final Video Draft (2 min)**
 - **95 total interviews**

Closing (2 days)

- Class 10
 - Class 9 Readings and Videos
 - Lessons Learned and Next Steps
 - **100+ total interviews**
 - **Final Presentation Draft (10 min)**
- Class 11
 - **Final Presentation and Video**
 - **Graduation** 