

CASE STUDIES

Case Study 1: The Vaccine Startup

Finding funding for a vaccine candidate for an emerging infectious disease

The Client – A healthcare investment group with a portfolio startup company that has identified a potential vaccine candidate for an infectious disease impacting millions of people worldwide. Their focus is on helping scientists translate their discoveries and innovations into products that transform patients' lives across the globe.

The Challenge – This potential vaccine candidate requires additional pre-clinical and clinical research to validate efficacy. This is an expensive process that is wrought with failure and is very risky for traditional investors. This client sought access to federal funds to help them bridge this valley of death and gain the necessary data to support future product development.

The Solution – We spent time with the client understanding the preliminary data they had gathered on this potential candidate, the extent of preliminary research they had completed, and the organization and resources of the new startup, working on taking this vaccine candidate to the next stage of development. We engaged key technical experts to provide insight into the client's proposed scientific approach. We developed draft versions of each of the 12+ key documents required for a complete grant application package, according to the government agency's specific requirements. We developed a plan to navigate the grant writing and submission process, helped the client complete required government registrations, and guided the client from conception to submission of their grant application.

The Results – We researched a variety of federal grant opportunities and identified the best fit for this client. What initially seemed obtuse and unattainable to the client became a clear path to a successful and timely submission of a compliant grant application.

The Testimonial – Here's a quote from our client's COO "You have been such a tremendous help and a motor in getting the application to where it is today."



CASE STUDY 2: Local Digital Health Services Provider

Going after US Government Funds for a digital health service

The Client – An African digital health services provider designing digital solutions for use by regional and national health programs. They have successfully developed and scaled up the usage of digital solutions in delivering care and ensuring adequate follow-up for HIV-positive individuals to reduce loss-to-follow-up.

The Challenge – As a company that successfully partnered with other organizations delivering health care services locally, this client sought to expand their portfolio and compete for US government opportunities more directly as a prime. This client had never applied for USG funding as a prime and wanted to translate their experience with non-USG clients into new business opportunities.

The Solution – We spent time with the client to understand the breadth of their work in the health space, their internal capacity, their prospective partners in seeking USG opportunities, the extent of their resources to work on projects, and their prior experience delivering services in the local context.

The Results – We researched the requirements and the competitive landscape for the specific federal grant opportunity they were targeting. We provided strategic advice on how to best position their application against the incumbent by highlighting the aspects of their experience and capacity that addressed the gaps with the grant incumbent and providing insight on strategic partnerships to enhance their competitiveness. We drafted key documents and provided reviews of other components of the grant application. We provided the client with a clear pathway and guided them to a successful grant submission.

The Testimonial – Here's a quote from our client's CEO "We could not have made it through this process without you."

Some notable clients include:

- A US startup with a biodegradable disinfecting solution
- A US startup with an alternative medicine intervention for an emerging infectious disease
- A Canadian startup with an innovative wound-healing product
- The business development agency for a foreign government

Idyeas Group Services include:

- Strategic advice on approaches for identifying US funding opportunities, particularly US government grant funding.
- Grant matching services for US and non-US entities
- Grant writing services for US government (USG) applications
- Grant review and submission assistance for USG applications
- Project Management for USG-funded projects
- Strategic advice for capacity building for local organizations on USG-funded projects