



Varian Medical Systems, Inc.  
**Research Collaborations**  
[www.varian.com](http://www.varian.com)

## Varian Research Collaborations Program

### *Investigator-Initiated Research Grants*

As the world's leading manufacturer of medical products for treating cancer and other conditions with radiation, Varian Medical Systems searches continuously for new advances in radiotherapy, radiosurgery, brachytherapy, oncologic imaging, and other areas related to our core business. Funded through the Varian Research Collaborations Program, grants awarded to innovative researchers in healthcare and academia provide Varian with access to novel developments in technology and key data on emerging trends in cancer care.

Applications to the program are accepted throughout the year. The Varian Grant Review Committee meets several times per year to review applications and decide on funding.

To apply for a research grant, please complete the attached application.

The Grant Review Committee places a high value on having research milestones and deliverables clearly defined in the application. The milestones and deliverables are important because they describe what Varian can expect to receive in exchange for support of your work. Additional information on the grant application process can be found on our website at

[http://www.varian.com/us/corporate/research\\_programs/research\\_grants.html](http://www.varian.com/us/corporate/research_programs/research_grants.html)

If your funding request is approved, we will work with you to develop a Research Agreement that details the terms of the award. After hardcopies of the Agreement are signed, the project officially begins, and the first payment is made on your award. Progress Reports typically are required twice per year, and a Final Report is required upon completion of your project.

Varian's Research Collaborations Program complies with US federal regulations that govern research funding provided by health care manufacturers to health care providers. The Program also complies with the Advanced Medical Technology Association (AdvaMed) code of ethics on interactions of medical device manufacturers with health care providers. Please see the AdvaMed website for details ([www.advamed.org](http://www.advamed.org)).

If you have questions related to the application, please contact:

Scott Johnson, PhD  
[scott.johnson@varian.com](mailto:scott.johnson@varian.com)  
Mobile +1 773-490-4721

Please send completed applications via email to:  
[scott.johnson@varian.com](mailto:scott.johnson@varian.com)

## *Instructions*

Please complete the attached application form including the Supporting Documentation.

Completed applications must comply with the following:

- Font size: 11 point
- Font: Times New Roman
- Margins: 1 inch on all sides

Please delete the Introduction and Instructions pages from your application.

Please review the statement of certification prior to submitting your application.

### **1. Project Overview:**

- a. **Problem Statement:** Provide a brief description of the clinical problem you aim to address. (Recommended length: 1 to 3 sentences)
- b. **Proposed Solution:** Provide a brief description of your proposed solution. (Recommended length: 1 to 3 sentences)

### **2. Clinical Impact:** Please answer the following questions. (Recommended length: 1 page)

- a. Which types of patients will benefit?
- b. How many patients per year will benefit, at your clinic and worldwide? Please provide a reference for your worldwide estimate.
- c. How will the patients benefit, e.g., reduced toxicity, lower cost, fewer fractions, improved accuracy, etc?
- d. How much will they benefit? Please provide your best estimate of how much they will benefit.
- e. Describe how results of this project will change current practice in your clinic?

### **3. Specific Aims:** Provide a numbered list of Specific Aims. To convey the essence of your approach, include a brief description for each. (Recommended length: ½ page)

### **4. Research Plan:** Provide a complete description of the Research Plan, i.e., what exactly you intend to do over the course of the project. The Research Plan should be similar in quality and scope to the Materials and Methods section of a published manuscript. This section should focus on the research plan and not on background information or the justification for research. (Recommended length: 2-5 pages)

### **5. Project Length:** What is the duration of the proposed project? First time applicants are encouraged to limit projects to 1 year. If needed, a follow up application could be submitted to request additional funding for years 2 and 3.

- 6. Milestones:** List Milestones in the table provided. Do not complete the Met, Partially Met and Not Met columns. Those columns will be completed in your semi-annual Progress Reports. Add and delete rows as needed. Milestones should describe major research tasks as they are completed, e.g., survey results summarized and submitted to Varian in a report, prototype software completed, 50 patients treated, manuscript submitted for publication, Progress Report submitted, Final Report submitted, etc.

Time Line	Milestone	Met	Partially Met	Not Met
6 months				
12 months				

- 7. Deliverables:** Provide a bulleted list of items you will provide to Varian. This may include new algorithms, prototype devices, computer code, descriptions of new clinical processes, data (including but not limited to: treatment plans, images, measurements, etc.), progress reports, and a final report to Varian. If agreed upon deliverables are not provided, payment may be withheld.
- 8. Budget:** Provide a detailed annual budget subdivided into categories such as salary, equipment/software, travel, publication costs, other. Please note that Varian is not able to fund physician salaries. Please separate costs into those that are subject to institution overhead and those that are not subject to institution overhead. Varian will not pay institution overhead greater than 25%. Varian may elect to partially fund your project. The budget should be separated as follows:
- Project costs subject to institution overhead**
  - Overhead costs** (Please note that Varian will not pay overhead rate higher than 25% of the costs noted in section 6.a. Please note overhead rate if less than 25%):
  - Project costs not subject to overhead**
  - Total annual costs = a + b + c (if the annual budget differs from year to year, please provide a budget for each year.)**
  - Total funding requested for grant period**
- 9. Equipment Requested via In-Kind Loan:** Provide a bulleted list of any hardware or software you are requesting that Varian loan to you to support your project. Your application should explicitly describe the need for the request. Typically, loaned equipment may be used only non-clinically and only for the agreed upon research project. That is, it cannot also be used for other projects. Varian does get IP rights to any work performed using loaned equipment.
- 10. Additional Varian Resources:** Varian prefers to fund projects that do not require modifications to existing products. If your project may require additional resources from Varian (such as engineering support to modify existing equipment), please provide a bulleted list and justify each request. If Varian is unable to meet your request, your project may not be approved. (Please note that

engineering support is valued at approximately \$200/hour. No need to include these costs in your budget.)

**11. Value to Varian:** Describe how the proposed research would improve Varian's product offering. Does the research add capability that does not exist? Does it improve an existing capability? Investigator initiated research projects must have genuine product development value. Marketing value is explicitly prohibited by federal anti-kickback regulations and must not be included here. (Recommended length: ½ page)

**12. Value to Radiation Oncology:** Describe how the proposed research would benefit the field of Radiation Oncology. (Recommended length: ½ page)

**13. Related Research and Intellectual Property:**

- a. Describe similar projects at your institution and note the funding sources, including government funding.
- b. Describe any pre-existing patents that you or your institution holds related to or supporting this research. (Varian seeks to fund projects with no Intellectual Property conflicts).
- c. Describe any patents held by 3<sup>rd</sup> party institutions you are aware of. Google Scholar is a good source of information on 3<sup>rd</sup> party patents.

**14. Use of Human Subjects:** If applicable, describe how human subjects would be involved and what Varian equipment and software would be used.

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## Research Grant Application

<b>Title:</b>

<b>Date:</b>	
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<b>Institution:</b>	
<b>Address:</b>	

<b>Principal Investigator (PI):</b>			
<b>PI Phone:</b>		<b>PI Email:</b>	
<b>Co-Investigators(s):</b>			

**Certification:** In submitting this application, I certify that: (1) I understand that consideration of this research grant request is not conditioned on prescribing, purchasing or recommending Varian products and services, (2) all information provided in this application is accurate, (3) the attached budget reflects fair-market value for the research services described, (4) no part of any item or service described in the research budget will be billed to a federal healthcare program or any third-party payer or individual, and (5) I have institutional authority to submit this research grant application and agree to Varian's 25% limit on overhead expenses.

**Application Category:** Funding for Varian research grants is extremely competitive. Projects that result in the creation of new technologies receive the highest priority for funding, followed by projects that may result in improvements to existing Varian technologies. Third in priority are projects focused on clinical implementation. Projects that do not fit into these categories are considered on a case-by-case basis.

**Please select the category that best describes your proposal. Choose one:**

- ☐ Creates new technology
- ☐ Improves existing Varian technology
- ☐ Demonstrates clinical implementation of existing Varian technology
- ☐ Other

Do you anticipate this project will result in the creation of intellectual property that is patentable?

- ☐ Yes
- ☐ No

**1. Project Overview:**

- a.
- b.

**2. Clinical Impact:**

- a.
- b.
- c.
- d.
- e.

**3. Specific Aims:**

**4. Project Plan:**

**5. Project Length:**

**6. Milestones:**

Time Line	Milestone	Met	Partially Met	Not Met
6 months			Leave blank	
			at this time.	
			You'll update	
12 months			later in your	
			Progress	
			Reports.	

**7. Deliverables:**

**8. Budget:**

- a. Project costs subject to overhead
- b. Overhead costs
- c. Project costs not subject to overhead
- d. Total annual costs = a + b + c
- e. Total funding requested for grant period

**9. Equipment Requested via In-Kind Loan:**

**10. Additional Resources:**

**11. Value to Varian:**

**12. Value to Radiation Oncology:**

**13. Related Research and Intellectual Property (IP):**

- a. Related research
- b. Institutional patents

**c. 3<sup>rd</sup> party patents**

**14. Use of Human Subjects:**

## **Supporting Documentation**

Completion of this section is required.

- A. Background Information and Justification for Research:** Provide a maximum of 1-2 pages of background information and justification of research. Include a brief summary of the current state of the art. Describe what has worked in the past, what has not worked, and how your proposal differs from previous research.
- B. References:** Include a numbered list of key papers and abstracts closely related to the proposed research topic. (Maximum length of 1 page.)
- C. Qualifications of all Investigators:** For each investigator, attach a CV.