

GOVERNMENT/ACADEMIA APPLICATION PART II

Applicants are requested to prepare a Project/Technical proposal and submit it with the Application via email as an attachment. The proposal may be submitted as a Microsoft Word or PDF document. It shall address the following questions (Note: applicants are requested to insert the questions as headings to the answers to facilitate evaluation.)

1. Technology Description: (two pages):

- a. Describe the essential elements of the technology/product.
- b. Describe the key features that define your technology/product and its functionality.
- c. Describe the background and efforts that led to the development of this technology. Describe how this work has been funded and by whom. If there is a further description of existing work or background information on the web, please list the URL.

2. Technology Maturity – Readiness Level (1 page)

- a. Describe the state of your technology’s development in terms of its Technology Readiness Level 6, 7 or higher.

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| TRL 6 | Model or prototype system, which is well beyond the breadboard tested for Level 5, is tested in a relevant environment. Represents a major step up in a technology’s readiness. Examples include testing a prototype in a high fidelity laboratory environment or in simulated operational environment. |
| TRL 7 | Prototype near or at planned operational system. Represents a major step up from TRL 6, requiring demonstration of an actual system prototype in an operational environment. |

- b. What development and resources (time, funding, etc) are required to reach the next level of maturity?
- c. Describe any testing that was performed to validate performance characteristics; if none, are you interested in third party testing?
- d. If still under development, provide the timetable – or program plan – for the technology development and anticipated milestones. If possible, please also indicate how meeting each of these milestones will support the commercialization objective for the technology.

3. Value Proposition (one page)

- a. How is this technology’s solution superior to competitors?
- b. Describe how customers will put the end product to use to solve the problem
- c. List the prospective primary and secondary customers

4. Commercialization Potential/Ideas (two to three pages): *This may be the most difficult part of the application. However, please list potential commercial uses where you think this technology may be applied.*

- a. Identify and describe a specific problem for the DoD customer or the commercial market that you feel is in need of a significantly better solution and how your technology solves this problem. Is this the only application where it could be applied or have you thought of others? If so, please identify them.
- b. Identify existing products or processes that your technology would compete with or could enhance.
- c. Describe any discussions – formal or informal – with potential commercial partners about your proposed project and the approach that might be used to develop a commercial product or service for DoD, or a product or service for dual-use commercial markets. If a commercial partner has been identified, has licensing of government owned IP or the establishment of a Cooperative Research and Development Agreement (CRDA) been discussed.
- d. Outline plans for commercialization beyond support from CCAT and briefly identify your best assessment of potential markets for this technology.

5. Gaps to Commercialization: (one page) *In this section, we would like to know your ideas on what you need to do to implement Number 2 above.*

- a. Is there a prototype available for demonstration and/or testing?
- b. Has the performance of the product or service been documented? (List any available cost and performance data)
- c. What gaps remain in your ability to assess the market?
- d. What technical milestones need to be completed before you can actively commercialize this technology?
- e. What relationships do you need to establish to create a path to commercialization?
- f. What else do you need to develop a business plan for this technology?

6. Team Members and Biographical Sketches: (2 page) *List the individuals who will be working on the project, collaborators and advisors.*

- a. Provide brief biographical sketches for the key participants. Specify their expertise, key references that are relevant to this technology transition effort, and their proposed contribution to the project.

7. Intellectual Property: (one to two pages) *List any existing intellectual property and ownership related to the technology for development.*

- a. Is your technology patented? If so, please list relevant patents issued and patents filed but not issued.
- b. Do you have any provisional patents filed that will require additional funding for the full patent filing?
- c. Is your agency's/institution's Technology Transfer Office aware of the work you are doing in this field and have you already discussed with them your development? If so, please list point of contact.
- d. If no work has begun on legal protection of the technology, describe how the idea or invention has been documented to date (for example, is the idea outlined in a signed and dated lab note book). Also list to whom the invention has been disclosed and in what form.
- e. To achieve your objective, is there intellectual property from elsewhere that will have to be licensed?

f. If relevant, list all proprietary materials and issues (including material transfer agreements) that will be used in this project.

g. If applicable, identify any pending or actual licensees that have been contacted.

8. Funding Requirements

If additional funding is required for further development, please provide a notional budget/cost proposal (note: CCAT may provide some nominal funding for test and evaluation and/or provide assistance in securing additional development funds from government or investment resources).

| Category | <u>Cost</u> |
|--|--------------------|
| Salaries & Benefits | |
| External Advisors, Consultants, and Services | |
| Supplies | |
| Equipment | |
| Other (including travel) | |
| Overhead | |
| Total | |