



Ohio BioProducts Innovation Center

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Columbus, OH 43210-1066
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April 18, 2012

The Ohio Department of Development
Office of Technology Investments
77 South High Street, 25th Floor
Columbus, OH 43215

E-mail bioproducts@osu.edu
<http://bioproducts.osu.edu/>

Subject: 2012 Open Innovation Incentive Program LOI

The Ohio BioProducts Innovation Center (OBIC) intends to submit a Third Frontier Open Innovation Incentive proposal.

Project title:	“Open Innovation for Ohio’s Economic Resilience”
Lead Applicant’s Name:	Ohio BioProducts Innovation Center, OSU
Contact Person:	Dennis Hall, OBIC Acting Director
Address:	2001 Fyffe Ct., Columbus, OH 43210
Phone Number:	614-292-4188
Email:	Hall.16@osu.edu
Known Collaborators:	OBIC Alliance Member Companies and Research Institutions
Anticipated Grant Request:	\$2 million

Attached, please find a one page summary of the proposed project.

Project Summary

The Ohio BioProducts Innovation Center (OBIC), a Wright Center of Innovation, was established with an \$11.6 million grant from the State of Ohio's Third Frontier Program in 2005. OBIC integrates academia, entrepreneurial researchers, and industry towards innovative developments in the areas of agricultural biosciences, bioenergy, biofuels, bioproducts, food processing, renewable specialty chemicals, polymers/plastics and advanced materials. Serving as an Open Innovation Intermediary, OBIC leverages industry support with core capabilities and services at OSU as well as Battelle, DOE and USDA Labs and other research institutions. OBIC's Alliance numbers over 1,700 Ohio companies and Advisory Board members include ADM Ashland, Momentive, the Ohio Corn and Wheat Growers Association, the Ohio Farm Bureau, the Ohio Soybean Council, Ohio Polymer Strategy Council, Owens Corning, Procter & Gamble, Scotts, Sherwin-Williams, and The Andersons.

OBIC proposes to build on past experience in incentivizing and assisting Ohio companies to focus on the middle market sector by externally sourcing the innovations needed to overcome specific technical obstacles encountered with the development of a next-generation or new product, service, or process. OBIC will coordinate the activities among the industrial collaborators and core technology service providers as well as the technology transfer between industry and research institutions.

OBIC employs cluster development to accelerate the formation of regional industries around technologies that deliver sustainable, biobased materials meeting defined market needs. OBIC increases the likelihood of success of a cluster through a combination of activities – including situational analysis, value proposition development, networking, collaboration-building, leveraging resources, advocacy, project oversight, and workforce development. OBIC will coordinate industrial collaborators and core technology service providers from the idea concept stage through the commercialization process resulting in the development of a resilient Ohio economy and workforce.

Lead applicant:

NineSigma, Inc.

Global Headquarters Address:

NineSigma, Inc.
23611 Chagrin Boulevard, Suite 320
Cleveland, Ohio 44122-5540

Phone Number: (216) 295-4800

Contact Person:

Frank Evan
e-mail: evan@ninesigma.com
Phone: (216) 283-3904
www.ninesigma.com

Estimated State Funds Requested:

Fixed website and platform costs, per 3.3.7: <\$100,000
Page 13

Transactional Costs per 3.3.5: \$3,500,000 estimated funding for two year program
Scope of Work Plan

A summary of NineSigma's proposed project follows on the next page.

Overview

The goal of the Ohio Third Frontier's Open Innovation Incentive (OII) program is to engage middle market companies in Open Innovation in order to accelerate time to market of Ohio technology products, processes and services. As part of the OII program, NineSigma will provide a best-in-class, proven process to engage Ohio middle market companies and successfully find technology solutions for their challenges which will provide short- and long-term benefit to Ohio industry and the Ohio economy.

NineSigma has extensive experience in recruiting companies globally to participate in Open Innovation, and assisting them in articulating their innovation need, which we believe is critical to finding the most applicable and actionable solutions. Our approach will include promotional outreach and education to quickly engage middle market companies and expedite the challenge process to ensure measurable results as aligned with the program's objectives.

NineSigma Qualifications

Founded in Cleveland, Ohio in 2000, NineSigma brings a deep understanding of the critical success factors in Open Innovation. The company is uniquely qualified to take a lead role in the OII program because of the assets and approach we have carefully built over 12 years:

- Largest global cross-industry network of Solvers – from 116 countries;
- 2200+ Open Innovation projects conducted for companies in N. America, S. America, Europe, Asia and Africa; supported by a multi-lingual team of Ph.D.-level Program Managers;
- Proven track record in each of the eight technology focus areas listed in the RFP which we will expand upon in the full proposal;
- Well-established process for recruiting and educating Seekers and transferring the necessary innovation process and tools to enable ongoing Open Innovation success;
- Existing technology platform on which to create a prominent Ohio marketplace and supporting program to efficiently provide all necessary reporting to Development.

NineSigma Approach

NineSigma's technology search process (also called NineSigma's RFP process) was a critical component in Procter & Gamble's Connect & Develop corporate Open Innovation program. Our process has evolved over the years to be the most powerful and broadly used process for Open Innovation. This technology search process will be the primary approach applied to the OII program and will be supported by our cross-discipline science and engineering trained Program Managers, direct and outbound sales team, and strategy and marketing functions.

To support and promote the community of Ohio middle market companies engaged in this Open Innovation initiative, NineSigma will create a co-branded, web-based marketplace. This unique Ohio Third Frontier OII Gallery will host the challenges presented by Ohio companies and has the added capability to showcase technology capabilities that these companies offer. The Gallery also serves as an educational and promotional vehicle, providing open innovation best practices and background on the mission of the program. This interactive and dynamic web-based marketplace, which becomes the nucleus for the program activity, is a secure and proprietary online social media platform that NineSigma developed with the world's leading social media provider.

Companies in Ohio and around the world such as Goodyear, Greif, Sherwin-Williams, Avery Dennison, Limited Brands, Nestlé, GE, GM, Philips and others have utilized NineSigma's capabilities to accelerate time to market and create value for their companies and stakeholders. NineSigma looks forward to the opportunity to work with Ohio's middle market companies to increase their competitiveness by bringing them effective and proven Open Innovation strategies.

Open Innovation Incentive

Fiscal Year 2012 Request for Proposals

Application Information Page

Letter of Intent (LOI) Identification Number (Issued by Ohio Department of Development)	LOI #: OII 12-_____
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Lead Applicant Organization Name	yet2.com, Inc.
Lead Applicant Organization Address	10 Kearney Road, Ste. 300; Needham, MA 02494
Lead Applicant Primary Contact	Name: Phil Stern
	Title: Chief Executive Officer
	Phone Number: 781-972-0603
	Email: pstern@yet2.com

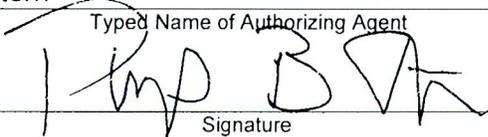
Ohio Third Frontier Funds Requested	\$ 4,000,000.00
This Application <input checked="" type="checkbox"/> Does <input checked="" type="checkbox"/> Does Not include information considered "trade secret" under Ohio Revised Code Section 1333.61 (D)	

Has the Lead Applicant, its affiliates, or any of its officers:

- a) Been convicted of a felony? Yes No
- b) Been convicted of or enjoined from any violation of state or federal securities law? Yes No
- c) Been a party to any consent order or entry with respect to an alleged state or federal securities law violation? Yes No
- d) Been a defendant in a civil or criminal action? Yes No

Authorizing agent is the individual authorized by the Lead Applicant to accept the terms and conditions of an award of Ohio Third Frontier funds. By signing below, the authorizing agent certifies that the information provided in the proposal is true, accurate, and complete.

Phil Stern

 Typed Name of Authorizing Agent


 Signature

Chief Executive Officer

 Title of Authorizing Agent
 4/18/12

 Date

For Ohio Department of Development Use Only

Date Received	Proposal ID #
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Open Innovation Incentive

Lead Applicant Contact Information

Authorizing Agent	Name:	Phillip B. Stern		
	Title	Chief Executive Officer		
	Organization	yet2.com, Inc.		
	Address	10 Kearney Rd., Ste 300		
	City, State, Zip	Needham, MA 02494		
	Telephone	781-972-0603	Fax	781-972-0601
	E-Mail	pstern@yet2.com		

Project Director	Name	Don Monaco		
	Title	Director of Business Development		
	Organization	yet2.com, Inc.		
	Address	983 Headwater Rd.		
	City, State, Zip	Annapolis, MD 21403		
	Telephone	678-570-8707 (cell)	Fax	410-630-7371
	E-Mail	dmonaco@yet2.com		

Fiscal Agent	Name	Tim Bernstein		
	Title	Chief Operating Officer		
	Organization	yet2.com, Inc.		
	Address	10 Kearney Rd., Ste. 300		
	City, State, Zip	Needham, MA 02494		
	Telephone	781-972-0617	Fax	781-972-0601
	E-Mail	tbernstein@yet2.com		

Grant Administrator	Name	Tim Bernstein		
	Title	Chief Operating Officer		
	Organization	yet2.com, Inc.		
	Address	10 Kearney Rd., Ste. 300		
	City, State, Zip	Needham, MA 02494		
	Telephone	781-972-0617	Fax	781-972-0601
	E-Mail	tbernstein@yet2.com		

Authorizing Agent – the individual authorized by the Lead Applicant to accept the terms and conditions of an award of Grant Funds.
Project Director – the individual authorized by the Lead Applicant to direct the Project for which the Grant Funds have been awarded.
Fiscal Agent – the individual authorized by the Lead Applicant to sign Grant-related financial documents, e.g., Requests for Payment, Grant financial reports, etc.
Grant Administrator – the individual authorized by the Lead Applicant to oversee the day-to-day administration of the Grant Funds, including preparing progress reports, monitoring project progress, etc.

Note: The same individual may hold more than one of these positions.

Ohio Third Frontier Open Innovation Incentive Project Summary for LOI

Yet2.com is pleased to participate in the Ohio Third Frontier Open Innovation Incentive RFP.

Founded in 1999, *yet2.com* is focused on bringing buyers and sellers of technologies together so that all parties maximize the return on their investments. Whether you are working with a team of our licensing experts or using our virtual technology marketplace, *yet2.com* offers companies the tools and expertise to acquire, sell, license, and leverage some of the world's most valuable intellectual assets.

We find a significant match between the requirements of Ohio Third Frontier Open Innovation Initiative and *yet2.com*. Among those are:

- A strong fit finding cutting edge technology for middle market companies.
 - We are distinctive in the sense that we use high-touch introduction facilitation to these companies. We help companies not too familiar with the details (such as middle market companies and first-time seekers, through the process of understanding their needs, finding companies that may fit that need, filtering those to narrow the field to solid opportunities and through the engagement process with the end being successful partnerships, acquisitions and other commercialization opportunities
- A strong fit of expertise to filter out seekers/searches that might not deliver an economic impact
- A very strong network fit:
 - Truly Global!
 - Hundreds of technologies on our site already
 - Significant history in advanced polymer materials, ceramics, composites, carbon fibers and nanotubes, as well as specialty metals & alloys
 - Leading Technology Scout in all areas of Consumer Products
 - Significant history in aero-propulsion, fuel cells/energy storage,
 - Strong base of technologies in Medical Device – i.e., diagnose, monitor, treat medical imaging, surgical instruments and equipment, implant devices and regenerative medicine
 - Strong base in Sensing and Automation – MEMS, process control instruments, industrial controls, sensors and machine vision
 - Situational Awareness/Surveillance - surveillance equipment, sensors
 - Have done successful work directly w AFRL and other leading Ohio based companies in many topic areas

We look forward to bringing these capabilities to bear for the Ohio Third Frontier OI Initiative

April 16, 2012

Ohio Department of Development
Technology and Innovation Division
77 South High Street, 25th Floor
Columbus, Ohio 43215

Subject: Open Innovation Incentive LOI

Dear Sir or Madam:

Please accept this Letter of Intent from the University of Akron Research Foundation for the 2012 Open Innovation Incentive Program proposal. The relevant information about this proposal is as follows:

Lead Applicant Name: University of Akron Research Foundation
170 University Circle, Suite 312
Akron, Ohio 44325-2103

Contact: Barry Rosenbaum
Senior Fellow, University of Akron Research Foundation
(330) 972-2140
barry@uakron.edu

Estimated Funds Requested: \$3,800,000

A summary of the proposed project appears on the following page.

Sincerely,



George R. Newkome, Ph.D.
President, University of Akron Research Foundation

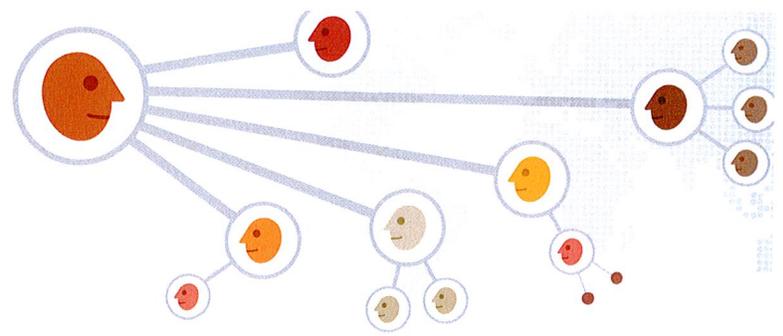
University of Akron Research Foundation Project Summary:

It is well documented that economic growth and innovation are primarily created in the physical, social, business and technology space around universities and that innovation occurs at the intersection of multiple organizations and opportunities. This project seeks to leverage the network of resources at the University of Akron Research Foundation (UARF) and The University of Akron (UA) to develop a multi-tiered program for open innovation that will benefit mid-sized Ohio companies.

Leveraging its considerable connections throughout Ohio and its experience with open innovation, UARF will partner with a nationally recognized open innovation intermediary to connect solution providers to mid-sized companies in Ohio. Through this collaboration, UARF will combine its expertise in open innovation and advanced innovation partnerships with an existing web portal, a method of assessing the technology needs of mid-size companies, and a network of solution providers throughout the country. UARF will connect its national network of university research labs to the portal, bringing forth a previously unexploited source of solution providers for Ohio businesses.

In addition to being a recognized model for technology transfer, economic development and wealth creation (honored by the University Economic Development Association, the Milken Institute, Innovation Associates, and the Ohio Board of Regents), UARF has a long-standing history of embracing open innovation principles, as evidenced by the following programs:

- Open Innovation Conferences – Held on UA’s campus, these conferences have attracted thought leaders from Proctor & Gamble and other leading organizations, to Ohio to teach companies of all sizes open innovation as a way of advancing both technologies and businesses. In two trial conferences, UARF connected such disparate entities as Goodyear, NAACO and Omnova to solution providers to overcome technological hurdles.
- UARF Senior Fellows – For seven years, the Senior Fellows have provided unique full-time and pro-bono executive resources for regional wealth creation to students and faculty, as well as corporations of all sizes. Comprised of a team of former industry leaders, the Senior Fellows forge partnerships with industry and the community, leading to contact with hundreds of area small businesses and mid-size businesses.
- Open-innovation with The Timken Company – Through UA’s latest partnership with Timken, a world leader in innovative friction management and power transmission products, Timken and UA researchers will work side by side to develop a new product line, supported by \$5 million in research funding.
- Regional Innovation Institute (RII) – Through the RII, academic, industrial and community stakeholders leverage existing strengths, assets and relationships toward directed outcomes. RII also coordinates support for regional innovation leadership and efforts, provides innovation services to companies, develops advisory boards and councils, and shares knowledge through conferences, publications, online resources and outreach programs.



OII 12-305

Lead Applicant: InnoCentive, Inc.
601 Lincoln Street
Suite 125
Waltham, MA 02451
Tel: 978-482-3300

Contact: Jon Fredrickson
VP Government Sales
Email: jfredrickson@innocentive.com

Estimated State

Funds To Be Requested: The funding estimate will be dependent upon the needs and requirements of the middle market companies (Seekers). We will require initial project implementation, setup funds for beginning to operate in accordance with what is required in the RFP. Challenge posting fees and/or other extraordinary fees will be identified and presented to the State of Ohio within our response. We are confident that our 2-year costs would be less than the total dollars represented in the RFP.

Summary of Proposed Project:

InnoCentive intends to respond to the RFP as a Lead Applicant and to meet the requirements, as they are stated in the RFP, as listed below:

- InnoCentive has an existing and established global network of Solvers and a widely utilized online marketplace for Seeker organizations in the State of Ohio. InnoCentive has a strong track record of successfully transferring intellectual property resulting in positive business impacts for the Seeker client.
- InnoCentive will assign a project leader to manage the OII project.
- InnoCentive will have a principal place of business in the State of Ohio, if awarded, in the appropriate timeframe.

CLEAN
WATERNET



Market Accelerator & Innovation Network

April 18, 2012

Open Innovation Incentive Program Manager
Ohio Third Frontier
77 South High Street, P.O. Box 1001
Columbus, Ohio 43216-1001

Dear Sir or Madam:

Clean WaterNet, Ltd. is pleased to submit this letter of intent to provide a proposal to the 2012 Third Frontier Open Innovation Incentive Program. The focus of our proposal, **“Clean Water Solutions for Ohio’s Natural Gas Industry.”** will be to create a platform for innovation between “seekers” in the natural gas industry and “solvers” in the field of water technologies. We believe there is a significant opportunity to connect commercially viable water and water-related technologies that will result in both: (1) the development and deployment of multi-disciplinary, multi-party solutions that can help mitigate and/or resolve operational and environmental issues related to the further development of Ohio’s natural gas industry’s use of hydraulic fracturing methodologies; and (2) expand Ohio’s high-potential water technology industry.

If awarded, we would anticipate collaborating with the Tech Belt Energy Innovation Center, as well as our respective networks of natural gas industry developers, over 100 local water technology companies and preeminent academic researchers across the state.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ted Theofrastous'.

Ted Theofrastous
Co-Founder, Clean WaterNet, LTD.



April 18, 2012

Ohio Department of Development
Technology and Innovation Division
77 South High Street
25th Floor Columbus, OH 43215

Subject: 2012 OTF Open Innovation Incentive LOI

Dear Sir or Madam:

Please accept this Letter of Intent from The University of Akron for our Ohio Third Frontier Open Innovation Incentive proposal. The relevant information about our proposal is as follows:

Lead Applicant Name: Austen BioInnovation Institute in Akron
47 N. Main Street
Akron, OH 44308

Contact Person: Matthew L. Becker, Ph.D.
Austen BioInnovation Institute in Akron
Co-Director, Center for Biomaterials in Medicine
The University of Akron
Department of Polymer Science
(330) 972-2834
becker@uakron.edu

Proposed Project Title: Austen Bioinnovation Institute in Akron – Collaborative Open Source Innovation

Estimated Funds Requested: \$3,000,000

Known Collaborators: The University of Akron
Austen Bioinnovation Institute in Akron

Technology Subject Matter: Medical Devices, Polymers, Advanced Materials, Composites

Sincerely,

A handwritten signature in blue ink that reads "Matthew L. Becker".

Matthew L Becker, Ph.D.

Summary of Proposed Project:

The Center for Biomaterials and Medicine (CBMM) is a center of research excellence with core strengths in biopolymers, orthopaedics and wound healing. CBMM, one of four Centers of Innovation, fits into the structure of the Austen Bioinnovation Institute in Akron by conceptualizing through intense research the innovative medical concepts that are processed through the ABIA. Each of the centers has a distinct role in the innovation process, and provides idea holders with invaluable resources designed to advance innovative concepts to commercialization. The Center leverages world-class polymer science and engineering into innovative clinical applications.

The Akron Functional Materials Center (AFMC) is a joint initiative between The University of Akron and the Austen Bioinnovation Institute in Akron (ABIA) and will supply the Open Innovation Mechanism for this proposal. The AFMC involves industrial researchers in focused projects that are designed to be mutually beneficial. This approach has the benefits of magnifying out research efforts, assuring relevancy, and directly transferring acquired knowledge and techniques to industry. Academic, government and clinical participants in the AFMC will work with industrial members to address challenges and develop solutions in the areas of human health, energy and sustainability. The AFMC will drive innovation efforts to the next level – by fostering a pre-competitive environment where large numbers of clinicians, corporations, scientists and engineers will define common problems and work in tandem with member partners to provide solutions to these challenges.