



**Development
Services Agency**



Third Frontier
Innovation Creating Opportunity

John R. Kasich, Governor

David Goodman, Director

Ohio Third Frontier Technology Asset Grant Program

2013 and 2014 Request for Proposals (RFP)

- RFP Released – May 24, 2013
- LOIs due – Open
- Proposals due – Open
- Review - Continuous
- Awards – As needed
- RFP Closes 2:00 PM – December 31, 2014 or upon commitment of all available funds, whichever occurs first

RFP Administered by:

The Ohio Development Services Agency
Office of Technology Investments
77 South High Street, 28th Floor
Columbus, OH 43215

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Ohio Third Frontier Technology Asset Grant Program

2013 and 2014 Request for Proposals (RFP)

1 Ohio Third Frontier Statement of Solicitation

1.1 Background

The Ohio Third Frontier represents an unprecedented and bipartisan commitment to expand Ohio's technological strengths and promote commercialization that leads to economic prosperity throughout Ohio. Designed to build world-class research programs, nurture early-stage companies, and foster technology development that makes existing industries more productive, Ohio Third Frontier creates opportunity through innovation. In targeted areas of technology, the multi-year State of Ohio initiative supported with more than \$2 billion is catalyzing the growth of existing and emerging industry clusters throughout the state by:

- Improving the capacity of Ohio's entrepreneurial ecosystem to deliver services and attract capital necessary to create and grow scalable technology-based enterprises;
- Increasing the technical capabilities and business competencies of Ohio value chains within key existing and emerging driver industries and pursue targeted attraction to fill gaps; and,
- Cultivating a highly collaborative and innovative environment that encourages Ohio's community of technology seekers and solvers to regularly exchange new knowledge in pursuit of targeted market driven commercial opportunities.

For more information about Ohio Third Frontier, please see http://development.ohio.gov/bs_thirdfrontier/default.htm.

Consistent with the strategic goals, Ohio Third Frontier funding represents a balanced portfolio of programming that proactively identifies opportunities throughout the Technology Commercialization Framework (Framework). As a result, all Ohio Third Frontier Programs share a common goal — to promote technology-based economic development within Ohio by funding activities that move technology from idea to market. This goal requires the State to design programs, evaluate proposals and projects, leverage resources, and provide

management oversight within the context of the Framework. It is expected that every proposal seeking Ohio Third Frontier funding will clearly demonstrate its understanding of the Framework, and will be able to articulate its scope of work within the Framework's model.

For more information about the guiding principles contained within the Framework, please see <http://development.ohio.gov/files/otf/TechCommFramework-Complete.pdf>.

1.2 Request for Proposals Issuance

This Request for Proposals (RFP) is being issued for Funds to be awarded under Ohio Third Frontier. This RFP will be released by publication on the Ohio Third Frontier website at http://development.ohio.gov/bs_thirdfrontier/tag.htm.

The Ohio Third Frontier Commission reserves the right to fund any Proposal in full or in part, to request additional information to assist in the review process, to reject any or all proposals responding to this RFP, and to re-issue the RFP and accept new proposals if the Ohio Third Frontier Commission determines that doing so is in the best interests of the State of Ohio. Issuing this RFP does not bind the State to make an award of Ohio Third Frontier Funds. Any award of Ohio Third Frontier Funds in respect to this RFP will be subject to availability of funds as provided in Ohio Revised Code Section 126.07. This RFP is not a contract or commitment of any kind on behalf of the Ohio Third Frontier or the Ohio Development Services Agency (Development).

Development administers this RFP and reserves the right to adjust the dates for this RFP for whatever reason it deems appropriate. Development's Office of Technology Investments will administer all Funds awarded under this RFP.

1.3 The RFP Process and Awards Process

The RFP Process will consist of the following steps:

- Release of RFP
- Questions and Answers (Q&A)
- Letter of Intent – A Proposal will not be reviewed unless a Letter of Intent for such Proposal has been submitted. Letters of Intent must name the Lead Applicant and all Collaborators, specify the project's total cash costs over three years, identify what will be acquired with Technology Asset Grant Funds, and provide an overview of those items covered in section 3.3.6 of this RFP within a minimum of three pages and maximum of four pages. No trade secret information may be included in a Letter of Intent.
- Submittal of Proposals

Each of these steps is discussed in Appendix A – RFP Process, Awards Process, and Mandatory Compliance.

The Awards Process will consist of the following steps:

- Proposal Review and Evaluation Procedures
- Award Decision
- Award and Agreement Preparation and Execution

Each of these steps is discussed in Appendix A – RFP Process, Awards Process, and Mandatory Compliance.

All questions regarding this RFP must be submitted in writing via email to TAG@development.ohio.gov with a subject line of “Technology Asset Grant Program Q&A”. Lead Applicants, Companies and/or others acting on their behalf are to be aware of all prohibited contact in Section IV of Appendix A – RFP Process, Awards Process, and Mandatory Compliance. If a Lead Applicant, Collaborator and/or others acting on their behalf makes prohibited contact, Development in its discretion may subject the Proposal to elimination from the RFP process.

2 Program Description

2.1 Purpose, Goals, and Objectives

The Ohio Third Frontier Technology Asset Grant Program is designed to provide support for the creation of highly specialized infrastructure (i.e., unique technical facilities and/or specialized technical equipment) that Ohio for-profit companies or federal procurement agencies in Ohio have determined to be critical to realizing the near-term commercial or government usage of new technologies or technology-based products within a Third Frontier targeted industry sector. The Program will achieve this goal by providing funding to help create such shared infrastructure with the requirement that sustainability come from industry operational support or industry paid user fees. For the purposes of this program, “industry” is defined as two or more for-profit companies with a principal place of business in Ohio or a federal procuring agency in Ohio.

The specific goal of the Technology Asset Grant Program is to support the construction, fabrication, or acquisition of new, highly specialized technical equipment and/or unique technical facilities that fulfill all of the following objectives:

1. Have an industry scale, as opposed to a company-specific scale, impact in Ohio;

2. Represent a technology-based competitive advantage for Ohio companies within a Third Frontier targeted industry sector;
3. Directly lead to production/manufacturing in Ohio of new tech-based products or services;
4. Directly lead to new, for-profit jobs in Ohio as a result of the production/manufacturing activity; and
5. Produce a specified return on investment in 3 to 5 years and have the realistic expectation for long-term Ohio industrial commitment and relevance beyond five years.

Technology Asset Grant Program funded activities are required to create new Ohio jobs and new technology-based products that originate from Ohio, and are expected to attract new technology-based companies to Ohio that will have beneficial economic impacts for Ohio in the coming years.

2.2 Eligibility

2.2.1 Scope and Technology Subject Matter

The Technology Asset Grant Program Proposal must involve the construction, fabrication, or acquisition of new specialized technical equipment and/or unique technical facilities that are jointly shared and used by two or more Ohio for-profit companies or a federal procuring agency in Ohio, all of which must use the infrastructure for its intended technical purpose and in development of defined new product/s or service/s. The specialized technical equipment and/or unique technical facilities would have to enable the development and production of new technology based products or services in Ohio by Ohio companies.

The infrastructure assets supported through this Program must serve Ohio for-profit companies or federal procurement agencies in Ohio and their work, which must align with a Third Frontier technology focus area or cluster. Proposals must have a defined strategy for attracting Ohio industry interest and support of the infrastructure beyond the initial companies.

The Technology Asset Grant Program will support twenty-five percent (25%) of a project's total cash costs for a period of not more than three years, with the Technology Asset Grant Program portion not to exceed \$5 million. State grant funds can only be used for the construction, fabrication, or acquisition of specialized technical equipment and/or unique technical facilities, and not for associated operating expenses or overhead/indirect costs. The total project scope, including cash costs associated with the construction, fabrication, or acquisition of specialized technical equipment and/or unique technical facilities, as well as the direct operational cash costs of such equipment and facilities,

must represent at least \$4 million expended during a period of not more than three years.

Cash Cost Share is required in a ratio of 3:1 with at least two-thirds of the required cost share from Ohio industry for the specialized technical equipment and/or unique technical facilities and its associated operating costs. The industry Cash Cost Share must come from the two or more Ohio for-profit companies or the federal procuring agency in Ohio that will be using the equipment and/or facility. All Cost Share must be in the form of unrestricted cash. Research grant dollars, in-kind contributions, valuations affixed to existing resources, contributed space, donated supplies or equipment, equipment usage, or volunteered time or services are welcome but are not eligible as Cash Cost Share. Projected income or anticipated future sales not currently in hand, grant funding not expressly committed to support the specialized technical equipment and/or unique technical facilities and its associated operating costs, loans, state or local incentives, or other third party funding are also not eligible as part of the required Cash Cost Share.

Technology Asset Grant Program Proposals are encouraged to, but are not restricted to, address any of the following technology focus (opportunity) areas, clusters or combinations thereof:

Technology Focus Areas:

- Advanced Materials related to advanced polymers, ceramics, composites, carbon fibers and nanotubes, and specialty metals and alloys
- Agribusiness and Food Processing
- Aeropropulsion Power Management
- Data Analytics
- Fuel Cells and Energy Storage
- Medical Technology related to imaging, surgical instruments/equipment, implant devices, and regenerative medicine
- Sensing and Automation Technologies
- Situational Awareness and Surveillance Systems
- Software Applications for business and healthcare
- Solar Photovoltaics
- Shale

Clusters:

- Biomedical
- Unmanned Aerial Vehicles (UAVs)
- Information Technology
- Consumer Products

2.2.2 Lead Applicant

A Lead Applicant is the entity that submits a Proposal and will be legally and financially responsible for the administration of any resulting award of Ohio Third Frontier funds. The Lead Applicant will be responsible for the administration of the Proposal should it be awarded. The Lead Applicant must also serve as administrative director as both grantee and fiscal agent of the Technology Asset Grant award and as host of the specialized technical equipment and/or unique technical facilities. The technical direction of the Technology Asset Grant award is to be controlled by the Ohio for-profit companies and/or the federal procurement agency in Ohio.

The Lead Applicant may either be an Ohio non-profit research institution acting on behalf of and as fiscal agent to the two or more Ohio for-profit companies and/or federal procurement agency in Ohio, or it may be one of the two or more Ohio for-profit companies.

An Ohio non-profit research institution is an organization having business lines that include research and development, that has a significant portion of their research and development activities in Ohio, and that has its Principal Place of Business in Ohio.

The two or more Ohio for-profit companies must be licensed to do business in Ohio, have a Principal Place of Business in Ohio, and be actively engaged in post revenue design, development, production, service, or manufacturing operations in Ohio based in advanced technology and with established product or service lines in the market. This program is not intended to support asset acquisition for start-up companies.

A Principal Place of Business is a facility located in the State of Ohio where an entity, who is registered with the Secretary of State to conduct business in Ohio, maintains physical operations managed by a senior representative who is authorized to make decisions and to obligate the entity and its resources. This facility must be owned by the entity or be subject to a long-term lease.

Lead Applicants that become Grantees must maintain eligibility while the Grant is open including the post-reporting period as defined in Section 2.4. A Grantee that loses eligibility forfeits its award and may be required to repay the State of Ohio the full amount of the monies it has received, plus interest.

2.3 Funding

Technology Asset Grant Program funds will only support the construction, fabrication, or acquisition of new, highly specialized technical equipment and/or unique technical facilities. The Ohio Third Frontier Commission has

made up to \$15 million available for the Technology Asset Grant Program in 2013. The amount for each Program award will be no more than twenty-five percent (25%) of the project's total cash costs. The project scope and minimum cash costs for the construction, fabrication, or acquisition of specialized technical equipment and/or unique technical facilities, as well as the direct operational costs of that equipment and facilities must be at least \$4 million expended during a period of not more than three years. There is a typical award cap from the Ohio Third Frontier Commission of \$5 million for any one Technology Asset Grant Program award.

Any specialized technical equipment or unique technical facilities purchased with Technology Asset Grant Program funds must remain in Ohio. All required Cash Cost Share and direct operational activity of such specialized technical equipment acquired with Technology Asset Grant Program funds must occur in Ohio. Development will hold a security interest in any of these assets. Indirect costs are limited to no more than twenty percent (20%) of total direct operational costs. No indirect costs can be applied to specialized technical equipment or unique technical facilities expenses paid for with Technology Asset Grant Program funds.

No portion of Ohio Third Frontier Funds may be used to provide bonuses, incentive compensation, or rewards.

2.4 Term of Project

The Project is the plan of activity or activities that make up the total scope of work for which an award of Ohio Third Frontier Funds is requested and for which a Proposal is approved. The term of Technology Asset Grant Program Grant Agreements will be three (3) years during which Ohio Third Frontier Funds must be expensed and Cash Cost Share funds received and expensed. For an additional two (2) years, the Grantee will be required to submit reports detailing the overall status of the project and the economic impacts of the project on Ohio.

3 General Proposal Requirements

3.1 General Instructions

Proposals must be submitted in the following manner:

- **Proposals are to be submitted electronically in PDF format to TAG@development.ohio.gov with subject line "Technology Asset Grant Program Proposal Submission".**

- It is the Lead Applicant’s responsibility to ensure submission of a complete Proposal based on all requirements of this RFP.
- Proposals are to be submitted on 8.5 x 11-inch paper.
- Margins must not be less than $\frac{3}{4}$ of an inch on all sides, with the exception of forms found in Appendix B – Application Forms and Budget Forms of this RFP.
- Font must be 12 point or larger with no more than 6 lines per inch.
- All pages must be numbered consecutively using the format “Page [#] of [total number of pages]” (e.g., Page 2 of 8).
- The Proposal title and Lead Applicant name must appear at the bottom of each page.
- Proposals should not include color figures that cannot be understood when photocopied in black and white.
- The first page of the Proposal must be the Application Information Page.
- Do not include a cover or cover letter other than the Application Information Page.

3.2 Trade Secret Information

All Lead Applicants are strongly discouraged from including in a Proposal any information that the Lead Applicant considers to be a “trade secret,” as that term is defined in Section 1333.61(D) of the Ohio Revised Code. All information submitted in response to this RFP is public information unless a statutory exception exists that exempts it from public release under the Ohio Public Records Act in Section 149.43 of the Ohio Revised Code. If any information in the Proposal is to be treated as a trade secret, the Proposal must:

- Identify each and every occurrence of the information within the Proposal with an asterisk before and after each line containing trade secret information and underline the trade secret information itself.
- Check the “This Application does include information considered a ‘trade secret’” box on the Applicant Information Page.
- Include a page immediately after the Application Information Page that lists each page in the Proposal that includes trade secret information and the number of occurrences of trade secret information on that page.

To determine what qualifies as trade secret information, refer to the definition of “trade secret” in the Ohio Revised Code at 1333.61(D), which is reproduced below for reference:

- (D) “Trade Secret” means information, including the whole or any portion or phase of any scientific or technical information, design, process, procedure, formula, pattern, compilation, program, device, method, technique, or improvement, or any business information or plans, financial information, or listing of names, addresses, or telephone numbers, that satisfies both of the following:
- (1) It derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.
 - (2) It is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.

Development requires non-disclosure agreements from all non-Development persons who may have access to Proposals containing trade secret information, including evaluators.

3.3 Order and Content of Proposal Sections

3.3.1 Application Information Page

The first page of the Proposal must be the completed Applicant Information Page found in [Appendix B – Application Forms](#) to this RFP.

3.3.2 Trade Secret Information

This page of the Proposal must disclose any trade secret information included in the Proposal and is only required and must be included if there is any information to be treated as a trade secret in the Proposal. Follow the instructions in Section 3.2 of this RFP.

3.3.3 Lead Applicant and Collaborator Information

Complete and include the Lead Applicant Contact Information Page. One individual may serve in more than one capacity.

Complete and include the Collaborator Information Form for each Collaborator. Include the lead individual for each Collaborator on this form.

3.3.4 Abstract

Prepare an Abstract summarizing the proposed Project and its expected commercial outcomes. This section will be used in public documents, including press releases, and must be understandable by the general public, should minimize use of jargon and technical language, and be written so that a non-technical person can understand it. The Abstract may not contain any trade secret information.

3.3.5 Table of Contents

Prepare a Table of Contents with detail for two levels of headings in the Proposal. This section should also include a list of Charts, Figures, and Tables that appear in the Proposal with a page number for each.

3.3.6 Proposal Narrative

The Proposal Narrative should address all of the following items in the order presented.

- **Problem Statement.** Describe the technical and commercial challenges to be addressed in the proposed Project and why solutions to these industrial-scale challenges will increase the likelihood of successfully achieving commercialization. Evidence that the Lead Applicant understands the eventual customer needs and performance requirements is required. Evidence is required that the proposed infrastructure is of both such a highly specialized technical nature and uniqueness that it stands apart and establishes a clear competitive advantage for the Ohio companies that will utilize it.
- **Project Goals and Objectives.** Clearly state the goals and objectives of the proposed Project. The goals must include the near-term (within three years) commercialization purposes of the proposed Project for which the construction, fabrication, or acquisition of the new specialized technical equipment and/or unique technical facility is necessary in order to achieve. The objectives must additionally specify how this new construction, fabrication, or acquisition as well as the collaboration around the unique technical facilities and/or specialized technical equipment addresses each one of the five objectives of section 2.1 of this RFP.
- **Technical and Commercial Approach and Work Plan.** Discuss the overall activities that are proposed in order to meet the Project's goals and objectives. Discuss the purpose and intent of the proposed specialized technical equipment and/or unique technical facilities. Discuss how the proposed equipment and/or facilities are critical to advancing

commercialization within one or more targeted industry sectors with emphasis on what technical or commercial barriers there are to overcome. Specify in detail how and by what methodologies the technical barriers will be overcome through use of the new specialized technical equipment and/or unique technical facilities. Discuss the composition of the team that has been organized, the roles of team members, and the management structure that will be used to host and collaborate around the specialized technical equipment and/or unique technical facilities.

- **Commercial Maturity of the Technology/Market Acceptance.** Provide evidence that the technology being advanced by the proposed infrastructure is sound, relevant and mature enough to generate new tech-based products or services and will support not only near-term for-profit jobs and economic impacts within the targeted industry sector or sectors but is also able to sustain them and continuously achieve additional such activity and impacts going forward.
- **Projected Impacts.** The projected impacts section should describe the importance and relevancy of the proposed specialized technical equipment and unique technical facilities to key existing Ohio industry, how the proposed specialized technical equipment and/or facilities will have an industry-scale impact and who, especially among Ohio companies, is collaborating on the project and what this collaboration will mean to the companies in the way of new product and commercialization. Information should be provided describing the specific industry sector or sectors to be served by the infrastructure and the importance to the Ohio economy in terms of number of firms, jobs and potential for future growth. Finally, this section should also project what the success metrics and leverage of the proposed specialized technical equipment and/or unique technical facilities will be beyond just the initial award. Proximate to the operation of the infrastructure, specific metrics should be provided for the number of users and revenues to be generated during the project period. In more general terms, describe the leverage this proposed specialized technical equipment and/or unique technical facilities will generate in the way of new business creation, expansion and attraction to Ohio.
- **Sustainability.** Provide evidence that the Cash Cost Share will provide the operating capital needed to support the proposed specialized technical equipment and/or unique technical facilities through the project period. Discuss the plan for sustainability that will enable the continued utilization of the specialized technical equipment and/or unique technical facilities for continued development, innovation and commercialization in partnership with Ohio industry beyond the project period. Specifically, define the

number of users and revenues that will be needed to support the infrastructure beyond the project period.

3.3.7 Budget

The budget must clearly describe all sources and uses of funds for the proposed Project.

Cost Share Requirements: Cash Cost Share is required in a ratio of 3:1 with at least two-thirds of the required Cash Cost Share from Ohio industry for the specialized technical equipment and/or unique technical facilities and associated operating costs. The industry Cash Cost Share must come from the two or more Ohio for-profit companies or the federal procuring agency in Ohio that will be using the equipment and/or facility. The remaining one-third of the required Cash Cost Share can come from other Ohio sources provided those sources are municipal, institutional, and/or regional economic development organizations with a vested interest in the project.

All Cost Share must be unrestricted cash. Research grant dollars, in-kind contributions, valuations affixed to existing resources, contributed space, donated supplies or equipment, equipment usage, or volunteered time or services are welcome but are not eligible as Cash Cost Share. Projected income or anticipated future sales not currently in hand, grant funding not expressly committed to support the specialized technical equipment and/or unique technical facilities and its associated operating costs, loans, state or local incentives, or other third party funding are also not eligible as part of the required Cash Cost Share.

Indirect Costs: Indirect costs are capped at 20% of total direct operational costs and no indirect costs may be charged to any specialized technical equipment and/or unique technical facilities paid for with Technology Asset Grant funds. Indirect Costs are costs incurred for common or joint objectives and therefore cannot be identified readily and specifically with a particular sponsored project but nevertheless is necessary to the operation of the organization. These costs are also known as “Facilities & Administrative (F&A) costs”.

Budget Forms and Narrative: A Lead Applicant must use the following Budget Forms, which are also contained in Appendix B – Budget Forms of this RFP.

Budget Form 1 is to be used by the Lead Applicant. The total Ohio Third Frontier Funds requested in the Proposal must be represented on this form as the Grant amounts that will be used by the Lead Applicant and any Collaborators. The Subcontract/Sub-Grant line, if needed, on this form refers to any Technology Asset Grant Program funds provided to Collaborators under the Lead Applicant’s proposal.

Budget Form 2, is to be completed for each Collaborator and reflect only that Collaborator's use of Technology Asset Grant Program funds or contribution of Cash Cost Share. A Collaborator is an entity that is contributing Cash Cost Share funds under the Lead Applicant's Proposal.

A detailed Budget Narrative must also be included covering an explanation of the costs for both the Ohio Third Frontier Funds requested and Cash Cost Share committed.

Equipment is defined as meeting all of the following criteria: (1) it is essential in bringing the facility up to its intended use and necessary for the facility to function; it must be an integral part of or directly related to the basic purpose or function of the facility, (2) has a unit cost of approximately \$100 or more, (3) has a useful life of at least five years, and (4) is used primarily in the rooms or areas covered by the financed Project. Supplies are defined as materials, including equipment, which both costs less than \$5,000 and has a useful life of less than one year.

3.3.8 Letters of Commitment

A Commitment Letter must be provided for each Collaborator identified on a Budget Form 2. Commitment letters may not be more than two (2) pages and may not include appendices or attachments.

The letters must:

- Be submitted on the letterhead of the Collaborator;
- Include the name of the Lead Applicant and the title of the Proposal;
- Briefly state the nature and duration of the collaboration;
- State the specific amount of the Cash Cost Share commitment that matches the Cash Cost Share amount on the corresponding Budget Form 2;
- State the source of the Cash Cost Share;
- If applicable, state any other resources, other than Cash Cost Share, the Collaborator is committing;
- Be dated and signed by a representative of the Collaborator with the authority to make the Cash Cost Share commitment.

General support letters from any person or organization other than a Collaborator are not allowed. Any such letters submitted will be removed from the Proposal and not transmitted to the external evaluation team.

3.3.9 Page Limitations

Any pages beyond the page limits listed below will be eliminated from the Proposal before it is sent for review and evaluation. Except as otherwise noted, appendices or other methods to augment the information presented in the Proposal are not allowed. Reference to web-based information to supplement the Proposal is not permitted, and such references will not be considered in the evaluation.

- Abstract – 1 page
- Proposal Narrative – 12 pages
- Budget – Use specified forms
- Budget Narrative – Minimum of 2 and maximum of 4 pages total
- Letters of Collaboration – No more than 2 pages per letter

4 Evaluation Criteria

Only the most meritorious proposals are sought for funding. Proposals will be evaluated based on responsiveness to all the requirements of this RFP and on the Lead Applicant's response to any additional information that may be requested. Implicit in those requirements and evaluation criteria is the quality of the proposal and budget. If a proposal receives a negative review from the third-party evaluator, there will be no opportunity to revise and resubmit the Proposal for a period of six months.

The following criteria have been designated with the highest relevance to and weighting for the Technology Asset Grant Program:

- Alignment of the Proposal with the Technology Asset Grant Program purpose, goals, objectives, eligibility, and funding requirements as described in Section 2 of this RFP;
- Quality of the responses to the requirements of this RFP as outlined in the Proposal narrative. The following specific elements of the work plan will be examined:
 - Degree to which the proposed infrastructure will have industry-scale impact as opposed to company-specific impacts;
 - Degree to which the proposed infrastructure represents a technology-based competitive advantage for Ohio companies within a Third Frontier targeted industry sector;

- The Lead Applicant identifies the Ohio strengths and/or unique factors that make a case for why Ohio is a good location for the infrastructure and the contribution it makes to the competitive position of one or more targeted industry sectors;
- Degree to which applicant demonstrates the soundness, relevance and maturity of the technology platform supported by the proposed infrastructure to generate new tech-based products and services, and economic development impacts within the targeted industry sector or sectors.
- Degree to which the technical methodology employed in the project relative to the use of the proposed infrastructure is very late-stage developmental work directly related to the near-term creation of new tech-based products or services;
- Degree to which the proposed infrastructure and the late-stage developmental work around it is critical to advancing commercialization within one or more targeted industry sectors or clusters and will directly lead to manufacturing/delivery of new tech-based products or services in Ohio;
- Degree to which the applicant defines realistic and justified metrics for the number of users and revenues to be generated by the infrastructure during the project period. Involvement of at least two Ohio for-profit companies or a federal procuring agency in Ohio that have defined the value of the infrastructure for their businesses and are providing Cash Cost Share that is qualified, significant and in the required ratio;
- Evidence that the Cash Cost Share provides the operating capital needed to support the proposed infrastructure through the project period;
- The budget forms and narrative accurately present the use of the Ohio Third Frontier funds and other Cash Cost Share by budget category for the Lead Applicant and the Collaborators and the use of the State funds aligns with the Technology Asset Grant objectives;
- The Lead Applicant is capable of managing the grant funds, as well as providing the supporting environment to host the proposed infrastructure and to enable the collaboration around the specialized technical equipment and/or unique technical facilities;
- There is a defined strategy for attracting additional industry interest and support of the infrastructure beyond the initial companies;

- The applicant presents a realistic plan for sustainability of the infrastructure beyond the project period based upon realistic and justified projections of the number of users and revenues to be generated beyond the project period
- Compliance with this RFP's administrative requirements.

The evaluation criteria are designed to support the mission and goals of the Ohio Third Frontier and its various programs.

5 APPENDICES

- A. RFP Process, Awards Process, and Mandatory Compliance**
- B. Application Forms and Budget Forms**