

Technology Validation and Start-Up Fund Phase 2 Questions

The Proposal **is limited to six pages total** and must include each question posed below followed by its response. Suggestions on space allocations per section are included; however, Applicants can allocate the six pages as they feel best presents the opportunity. Except for the required one page letter of support, any pages beyond the six-page limit will be eliminated from the Proposal before it is sent for review and evaluation and may also cause the Proposal to be eliminated from consideration. Appendices, attachments, reports, quotations, 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.

COMMERCIAL OPPORTUNITY

1. Describe the market opportunity and size of the market that will be targeted. [suggestion 1/4 page]
2. Briefly describe the technology/product and competitive advantages. [suggestion 1/4 page]
3. Provide a detailed business model and plan for implementation. How will the business generate revenues? [suggestion 1 page]
4. What is the current technical stage of development and anticipated time to market? [suggestion 1/4 page]
5. What is the current financial stage of development? Please describe any outside investment received and/or revenues generated. [suggestion 1/4 page]
6. Discuss the commercialization and financial strategy and provide an estimate of capital needed to bring the product to market. [suggestion 1/2 page]
7. Describe the Intellectual Property position, how the Intellectual Property protects the business model of the company, and how the Intellectual Property relates to other Intellectual Property in this space that may impact the business model. [suggestion 1/4 page]

TEAM CONSIDERATIONS

8. Discuss the experience and commitment of the management team. [suggestion 1/2 page]

PROJECT PLAN

9. Describe the proof needed to raise additional funds for commercialization. Discuss the project objectives, schedule, and the proposed use of funds to generate this proof. Describe the availability of required resources, and demonstrate why the needed proof can be successfully generated during the one-year project period. [suggestion 1 page]

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	Ohio Third Frontier Project Funds(*)	Cost Share (**)
Purchased Services		
Supplies		
Equipment		
TOTAL		

(*) May not exceed \$100,000

(**) Any necessary Cost Share that, if proposed, will become required per terms of the Grant Agreement

10. What is the next step in the commercialization path following the project, and what are the next funding opportunities? If you have worked with specific potential investors to identify the proof they require to invest in your company, please discuss. [suggestion 1/2 page]