Creating an ODSA Communities Portal Login

1. Go to https://development.force.com/ODSA/s/ and click "Not a member?".
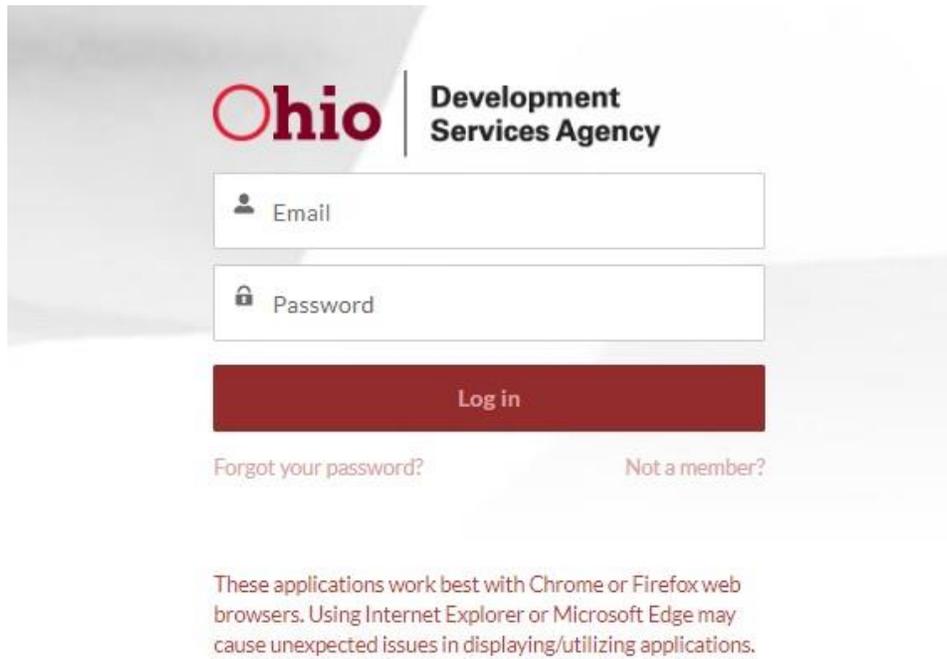
Navigate to the TVSF Grant application.

The application is tab based which means you must complete and save each tab before you will be permitted to move to the next tab.

We strongly encourage you to clear your internet browser history before beginning the application.

You may wish to write the proposal in the required format prior to loading the appropriate section under each respective tab.

Application Information

Complete all required fields. Request cannot be submitted until all required fields are completed on all tabs.

Company Name: As registered with the Ohio Secretary of State's Office.
https://www.sos.state.oh.us/businesses/

Ohio Registration Number: A unique identifier assigned to a business by the Ohio Secretary of State. This number is referred to as the Entity Number on the Ohio Secretary of State's Business Filing Report.

Click the "Save" button. Then next.

Financial Liability

The State of Ohio (the "State") will not give financial assistance of any type to an Applicant or company with outstanding financial obligations to the State or to an Ohio community or with outstanding environmental issues. The status of each Applicant will be verified with the Ohio Department of Taxation and with the Ohio Environmental Protection Agency.

False answers may result in the State withdrawing any and all offers of financial assistance. Please use the dropdown to choose your answers.

Click the "Save" button. Then next.

Lead Applicant Contact Information

Authorizing Agent: the individual authorized by the lead applicant to accept terms and conditions of an award of Grant Funds. (the Grant Agreement will be sent to the Authorizing Agent)

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., Request for Payments, Grant financial reports, etc. (the fiscal agent should be the individual who actually interacts with ODSA regarding project invoices)

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.

Click the "Save" button. Then next

Proposal Details

The proposal **is limited to seven pages total** and must include the bolded part of each question followed by its response. Suggestions on space allocations per section are included; however, Applicants can allocate the seven pages as they feel best presents the opportunity. Except for the required one page letter of support and the one page summary of a previous Phase 1 Award (if applicable), any pages beyond the seven-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 or other methods to augment the information presented in the proposal are not allowed. Except in the Market Opportunity section, reference to web-based information to supplement the proposal is not permitted, and such references will not be considered in the evaluation. Applicants are encouraged to review the program's FAQ, located on the Program's website:
https://development.ohio.gov/bs_thirdfrontier/tvsf.htm

Commercial Opportunity – Page length guidelines

- **Market Opportunity**: Identify the market segment and total addressable market and size of both. Include hyperlinks, if appropriate. [suggestion 1/4 page]

- **Overview of Technology/Product:** Briefly describe the technology/product, the competition, and the technology/product's competitive advantages (differentiators) relative to identified market needs. A performance/ benefit table comparing the company's product to competition is recommended. State the value proposition of the product. If a platform technology, state other potential target markets. [suggestion ½ page]

- **Development Stage and Timeline:**. Describe the current technical stage of development. Technology Readiness Levels are preferred. Does a Minimum Viable Product (MVP) exist? What customer requirements were used to develop the MVP? What testing was performed on the MVP and what were the results? What needs to be demonstrated to take the next step in prospective customer and/or investor interest/commitment? Include a Gantt chart of the project with key milestones and time to market. [suggestion 1/2 page]

- **Commercialization and Market Entry Strategy:** Describe the tendency of the target market to adopt new product offerings. State other key market characteristics such as fragmentation, barriers to entry, etc. Indicate the point in the market value chain where the product/ service will be sold. Who will be the initial target customers? How does the technology/ product fit with existing industry infrastructure? If it is a market disruption, indicate challenges/ risks and their mitigation in the implementation phase. [suggestion 1 page]

- **IP Position:** Describe the Intellectual Property position, providing all patent and trademark application numbers and step in the prosecution process (example: initial office action). If the filing is provisional or not available on the USPTO or WIPO websites, give a non-confidential summary/ highlight of the IP. State any due diligence (patentability, freedom to operate, etc.) performed, how the Intellectual Property protects the business model of the company, and how the Intellectual Property relates to competitor Intellectual Property in this market space. If an information technology, provide a non-confidential description of the trade secret matter. Provide a 1 sentence summary of the licensing discussion status. [suggestion 1/4 page]

- **Business Model:** Provide a detailed business model and an abbreviated pro forma profit and loss (P&L) statement. It is important that the year 5 business revenues be sufficient to create a meaningful economic impact.

The following table, without modification to its categories, must be used in the proposal.

		2021	2022	2023	2024	2025
Revenues						
	Product sales					
	Licensing / subscriptions					
	Other (list)					
	Total revenues					
Production Expenses						
	Cost of Goods Sold					
	Gross profit					
Other expenses						
	R & D, including IP					
	Sales, General & Admin.					
	Other expenses					
	Total other expenses					
	Net profit					
Equity Investment						

Include the current financial stage of the company and a description of how the business will generate revenues. State and explain the key underlying assumptions. Discuss the funding strategy and provide an estimate (and likely sources) of the total capital needed to bring the product to market. Include a description of any outside investment received and/or revenues generated. [suggestion 1 – 1 ½ page]

- **Economic Impact on State of Ohio:** Provide details on the growth of the company in Ohio, including potential positions to be filled. Does a supply chain, customer ecosystem and employee skill set currently exist in Ohio? [suggestion ¼ page]

Team Considerations

- **Management Team:** Discuss the experience, time commitment and roles of the management team. Emphasize business, market, technology, fund raising, previous startup and entrepreneurial experience and identify any target market experience that is directly relevant to the proposed project.   Identify any planned near-term team additions. [suggestion 1/3 page]

- **ESP Engagement:** Discuss how the company has engaged with the regional ESP regarding this project. Describe any feedback that was given on the project and if the company's business plan or this proposal was significantly impacted in response to that feedback. Describe any commitments the ESP has made towards providing additional services or support for the project should it be funded. Provide

the name of the ESP and individual with whom the company is working. At a minimum, the engagement with the ESP should include:

- In-person meeting with ESP to discuss the company and this TVSF proposal
- ESP review of business plan and pro-forma
- ESP review of assumptions underlying the business plan [suggestion 1/4 page]

Project Details

- **Project Plan:** Provide a project plan that demonstrates market entry within one year or alternatively how the proof needed to raise additional funds for commercialization will be generated within one year. Discuss the project objectives, schedule and the availability of the required resources to complete the project plan. If the project requires cost share, explain how and from whom the additional funds will be raised. Clearly identify measurable end-of-project deliverable(s) that will enable commercialization or the raising of additional funds. **Be sure to describe any input received from potential customers or follow-on funding sources that led to defining the project deliverable(s).** [suggestion 1 – 1 ½ page]

  The following table, without modification to its column headers, must be used in the proposal. Where possible, the milestones described in the table should be quantifiable/ measurable in nature.

	Milestone Name	Milestone Description / Success Criteria	Timeframe	Approximate Funds Required	Vendor(s)
Project Plan Summary Table					
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

Project Plan Summary Table must be quantifiable/measurable in nature. To describe "Timeframe" utilize months or weeks as appropriate 9e.g. Weeks 1-4, Month 2, etc.).

Click the "Save" button. Then

next.

- **Budget: Table and Narrative**: Complete the following budget table and provide a short narrative that links the budget to the project plan. Note that proposals will be ineligible for funding if a narrative explanation of the budget is not included. [suggestion 1/2 page]

  The following table, without modification to its categories, must be used in the proposal.

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

  (*) Total may not exceed $100,000 (or $150,000 if the proposal concerns a Biomedical technology)

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

  Click the "Save" button. Then Next

- **Next Steps:** What are the next steps in the commercialization path following completion of the TVSF Phase 2 project, and what are the next funding opportunities? If working with specific potential investors or business partners to identify the proof they require to invest in the company, please provide details on the maturity of discussions. [suggestion 1/2 page]

- **Major Risks and Mitigation:** Include a brief discussion of potential risks and steps to mitigate. [suggestion ¼ page or a table]

- Once completed please upload your proposal.

Document Uploads

Please attach your letters of recommendation here.

Click the "Save" button. Then next.

Submit Application

Click on I have read the terms and Conditions.

Click on I have read and accept the Program Guidelines

Type your Name and Title.

Click the "Save" button. Then submit.

Please note that if items are missing from the application we will let you know what is needed to complete your application.