

Summary

The State of Oregon, through legislation encouraging philanthropic donations targeted to support the commercialization of research at Oregon’s Universities, has enabled OSU to create the OSU Venture Development Fund (UVDF). An overview of the OSU Venture Development Fund and its purpose can be found here: <http://advantage.oregonstate.edu/funding-opportunities>

As part of its UVDF program, the OSU Research Office’s Office of Commercialization and Corporate Development (OCCD) seeks proposals to facilitate the further development and commercialization of OSU applied innovations. Innovations by OSU faculty and staff in any discipline that require a modest input of funding (**up to \$60,000 from UVDF**) to establish commercial proof-of-concept, proof-of application or to achieve other applied technical milestones that significantly demonstrate the innovation’s potential to solve a problem with commercial value are of particular interest.

This RFP presents proposal requirements and evaluation criteria for those seeking UVDF support for early stage efforts to translate research outcomes towards new products and services contributing to the economic health of Oregon.

Summary Table	
<i>Purpose</i>	UVDF provides funding for projects that enhance the value and commercial potential of OSU-affiliated applied innovations and support the innovation economy in Oregon.
<i>Eligibility</i>	OSU-affiliated research faculty, and OSU students working under the direction of a faculty PI, are eligible to apply. Additionally, clients of the OSU Advantage Accelerator program may apply with prior approval.
<i>Performance Period</i>	Up to 6 months. Extensions are not allowed except under extraordinary circumstances.
<i>Award Amounts</i>	Up to \$60,000. Matching fund contributions from departments, schools, colleges and industry are highly encouraged.
<i>Submission Deadlines</i>	For OSU faculty and students: submit applications to OSRAA via Cayuse by 5:00 PM PST, 02/21/2018. For OSU Advantage Accelerator clients: submit applications via email to Zachary Gill at Zach.Gill@oregonstate.edu by 5:00 PM PST, 02/26/2018.
<i>Informational Contact</i>	Contact Sanjai Tripathi at the OSU Advantage Accelerator with any questions: Sanjai.Tripathi@oregonstate.edu.

Proposal Requirements Overview

Eligibility: This OSU Venture Development funding is open to OSU faculty eligible for principal investigator (PI) status, OSU students, and client companies that have been accepted into the OSU Advantage Accelerator. Eligible OSU projects are one for which intellectual property rights (IPR) have been, can be, or are in the process of being secured by OCCD. OSU students who wish to apply for a grant must submit their proposal through an OSU faculty member who will serve as the PI for the student proposal.

Companies or non-OSU individuals who have been accepted into the OSU Advantage Accelerator may submit with prior approval of the Research Office as explained below. Awards to a company, if its application is successful, are regarded as *investments* by OCCD. They are conditional upon the approval of the VPR and the execution of an agreement providing for appropriate future remuneration to OSU through IPR licensing, a suitable convertible note or other financial arrangement.

Program Aims: The purpose of the funding is to facilitate development and commercialization of research inventions, tools, prototypes, software, digital content or other intellectual property (IP) created by OSU faculty and students that could benefit the people of Oregon while repaying the tax credits supporting the program. The proposal plan should address one, or at most two key obstacles or opportunities that if successfully addressed within a six-month timeframe, would significantly increase the likelihood of commercializing the associated intellectual property either through a new startup company or licensing to an existing company with operations in Oregon.

Funding Levels: Anticipated funding levels from the UVDF are up to \$60,000 per proposal. Departments, schools, and/or colleges are highly encouraged to match funding up to \$15,000 either by providing graduate student tuition support for their participating students or via a direct cash match. Companies are encouraged to match via cash match. Approximately \$250,000 is available for funding in this round of proposals.

Use of Funds: Funds may be used for technical feasibility studies, prototype development costs, market research, commercialization plan development, and to pay students, technicians, engineering support, post-doctoral researchers, or other support personnel. Grant funds may also be used for the purchase of laboratory supplies and items of equipment with a value of less than five thousand dollars (\$5,000). Short-term (e.g. up to 6 months) leasing or rental of specific equipment may be allowable but must be justified in the budget section.

UVDF grant funds may not be used to:

- support the salary of the PI;
- publication costs;
- conference attendance; or
- travel.

UVDF grant funds may not be used to pay any costs incurred before the later of the start date of the proposed work or the date of award notification and account setup.

Performance Period: The period of performance for a proposed project is expected to be six months or less. Projects are expected to start within three (3) months of award. No-cost extensions are not allowed except in extraordinary circumstances, and then only with the approval of the AVP for Research, Commercialization and Industry Partnerships / Chair of the UVDF Advisory Council.

At the end of the performance period, unspent grant funds revert to the UVDF program. As with other grants and contracts, the PI's are responsible for staying within their funded budgets.

Proposal Format, Content and Details: All proposals must follow the format and content requirements of this RFP. The proposal must include a detailed budget of proposed costs as set forth below.

Due Date and Where to Submit:

OSU Faculty: Proposals from OSU faculty should be processed via the OSU Cayuse system and may be submitted any time after the RFP release date but are **due to OSRAA no later than 5:00 PM PST, 02/21/2018; three business days before the proposal deadline of 5:00 PM PST on 02/26/2018.** Proposals should be submitted via OSU Cayuse electronically as a MS Word file; the budget should be in Excel format. Late proposals will not be considered for funding.

Applications by companies or non-OSU individuals: Applications by companies or non-OSU individuals who have been accepted into the OSU Advantage Accelerator must obtain approval to submit by contacting Brian Wall (brian.wall@oregonstate.edu) by **02/17/2018**. If approved, the submission should be made directly to Zachary Gill at Zach.Gill@oregonstate.edu by **5:00 PM PST on 02/26/2018.**

Proposal Review Process:

The Council reviews and rates proposals using the criteria provided below in this RFP. Once evaluated, the Council provides a recommendation of projects to fund to the Vice President for Research. The VPR reviews the recommendation and supporting information and makes the final funding decision. All PI's / applicants are notified by email as to the final funding decision.

Proposal decisions are anticipated being made within three months of the submission deadline. Proposals are reviewed internally by the Research Office for compliance with the solicitation requirements. Initial down-select against program requirements is made by a subset of the Council. Independent information and assessment on elements of the proposal such as IP protection and market applicability are provided by internal and external sources prior to packages being sent to the full Council. Should the Council pose additional questions to be answered by the PI or request clarifications prior to further consideration, OCCD will contact the PI / applicant directly by email or phone.

Proposal Requirements

Proposal Areas and Scope:

The Council is searching for innovations by OSU faculty and staff in any discipline that require a modest input of funding (**up to \$60,000 from UVDF**) to establish commercial proof-of-concept, proof-of application or to achieve other applied technical milestones that significantly demonstrate the successful application of the innovation to solving a problem with commercial value.

The ideal project is one for which intellectual property rights (IPR) have been, may be, or are in the process of being secured by OCCD, offers clear potential for licensing, follow-on or joint applied funding, funding connected to the OSU Advantage Accelerator, a signature research center, or a commercial partner, and is in alignment with the [OSU Research Agenda](#). OSU Venture Development Fund support is specifically for translational development activities. The OSU Venture Development Fund is not intended for funding basic research.

Proposal Evaluation Criteria

Priority will be given to proposals that:

- a) Clearly demonstrate that development of established IPR will result in technology with high commercial potential;
- b) Include a realistic plan for advancing the commercial proof-of-concept or other significant translational milestone within the proposed funding period and funding levels. It is not expected that all problems along the translational pathway will be solvable with this funding. Rather this funding is viewed as an early step in advancing the innovation;
- c) Position projects for additional (concurrent or follow-on) commercially-focused funding or other forms of leverage that will assist in advancing the commercial application of the IPR and in reducing the risk for commercialization of the innovation;
- d) One or more of the following:
 - Includes matching funds – matches may be up to \$15,000 but not more;
 - Have clearly defined IPR managed by OCCD supporting commercialization;
 - Are accepted ideas or pre-launch companies within the OSU Advantage Accelerator
 - Are ideas, but not companies, being advanced via the Lens of the Market or the NSF I-Corps programs.

Proposal Rating Schema: Proposals will be scored by the Advisory Committee using the following point distributions

Topic	Points Possible	Notes
Maximum Points Possible:	500	
Market, Need, and Proposed Solution:	100	Describe the market need and how the technology being advanced under this project addresses that need. The narrative should include what target customers or market are being addressed, what factors are driving the need for the solution, what alternative solutions exist and who provides them. The critical advantages of your proposed solution over competing solutions and substitutes should be addressed.

Technology Description:	100	Describe in plain language the technical problem to be solved in this project and how the solution to that technical problem can lead to the creation of products or services that address the above identified market need. The narrative should address competing technical approaches and why the proposed approach is better or more compelling in solving the market need. The feasibility of the approach and how technical risks are mitigated should be made clear.
Project Plan:	100	Provide a project plan with clear milestones and a description of activities that lead to the solution of the technical problem identified earlier. This should map clearly to the uses of funds provided in the Detailed Project Budget. Include any plans or alternative approaches that the group may use to mitigate the technical risks or uncertainties in conducting the project. If applicable to the project plan, specify metrics that can be applied to measure the effectiveness of the innovation toward solving the problem and initial measurements that support your assessment.
Project Participants Translation or Impact Goals/Plans:	75	Explain how successful completion of the project significantly increases the solution's perceived viability and movement towards market readiness. Provide your vision or plan for how the technology will be advanced further towards market availability after successful completion of the UVDF project including what further developments will be required in terms of R&D, product/service design, and business development. If R&D will be needed, how will those developments will be financed. Describe which persons, entities or types of entities will participate in commercialization activities and where applicable, indicate the previous experience and training project participants have received relating to technology commercialization. The narrative should make clear whether the envisioned commercialization pathway entails a licensing agreement to an existing company, creation of a new startup company, or some other arrangement.
Biographical Information and Related Prior Funding:	30	
Commitment of Matching Funds:	45	The scale is linear for amounts between zero and \$15,000
Previous Activity with OCCD:	50	Level of previous interaction with OCCD in planning for commercialization. If IP is important to the go-to-market strategy, then detail the existing IP or IP that will emerge. If the innovation has not been disclosed to OCCD, include how completing the project enables the creation of significant new IPR supporting commercialization.

Page four (1 page):

Project Plan

This section should describe the key experiment/milestone(s) to be supported by this funding and the planned approach to conduct them. What will the funding produce and explain how successful completion of the project significantly increases the solution's perceived value and movement towards market readiness.? see table above.

Page five (1 page or less):

Project Participants Translation or Impact Goals/Plans

This section should describe the project goals for translation, any further needed development and the project participants' roles and experience in supporting the market availability of the proposed solution; see proposal rating schema.

Page six (1 page or less):

Biographical Information

- Provide a very brief biographical sketch of each member of the team involved on the proposal. If any members are undergraduate students or non-OSU employees, an Assignment (see "Intellectual Property Assignment" below) will be required from each with the proposal.

Related Past and Current Funding

- Past and current funding, if any, obtained to support the R&D resulting in the innovation, the funding source(s), and funding date(s).

Other Pages:

Budget Page

- Provide detailed cost estimates in the template provided in Appendix A. The total funding request from UVDF cannot exceed \$60,000.
- Following the above include budget justifications for equipment, lease expenses or any unusual expenses on a separate page.

Match Form

- If a Department or College has agreed to provide a match, enter the match amount (up to \$15,000) on the budget page. An executed match form from Appendix A, signed by an authorized representative, is required.

Intellectual Property Assignments

- Provide signed and executed Assignment forms for each undergraduate student and/or non-OSU employee involved in the project directly through OSU.

Why? To maintain UVDF support in the future, OSU must repay tax credits to the state and does so by licensing intellectual property generated in part by UVDF support and owned by OSU.

Graduate students and faculty are already obligated under their conditions of employment to make such assignments to the State of Oregon, reflecting the states' ownership of IP developed by graduate students and faculty

For each undergraduate student on the team, an assignment of IP rights must be submitted with the proposal for OSU to consolidate the IPR for commercialization. Students will need to complete and sign the agreement listed in Appendix A, which calls for an assignment of rights to all IP created during and for the project (research data, business plans, presentations, etc.) in the name of the State of Oregon.

Under OSU's current policy, those contributing to intellectual property rights assigned to OSU and licensed to a third party will receive a generous portion of any royalty revenues collected.

Company Submittals Only – Proposed Return to OSU

- For companies or non-OSU individuals submitting proposals: an acknowledgement letter that funding is contingent upon an agreement defining the return to OSU is required.

Other Information

Examples

Here are three examples of projects suitable for UVDF funding out of many possible areas of research. These are not meant to be restrictive:

- Fine-tuning the development and testing of new “green” materials, products or processes to replace more toxic alternatives currently in the marketplace and do so at a competitive price and performance.
- Completion of a preliminary preclinical toxicity test of a new drug candidate for which scientific proof-of-concept has been shown in an established animal model of efficacy.
- Movement of energy research of a device or service concept to the next phase, e.g., demonstrating a significant increase in device efficiency against commercial needs, a commercial-ready fabrication method, or the feasibility of storage /transportation system.

Confidentiality

The Council has a policy to hold information (proposals, presentations, etc.) in strict confidence to protect foreign patent rights and business information. OSU will disclose non-confidential information such as the names of the PI and the team / applicant, successfully funded project titles and funding levels, company names, and what the project will enable, but not how it will be enabled.

Resubmissions

Applicants not selected for funding may apply again for future UVDF rounds, and are encouraged to discuss with OCCD staff and others how to improve their proposals and projects. OCCD is eager and willing to assist researchers in developing strong proposals before and after each UVDF round.

Ability to seek complementary and follow-on funding from other sources.

UVDF funds may not be used for proposed work that is identical to work funded by other sources (i.e., “double dipping” is prohibited). However, teams are strongly encouraged to seek funding from other sources for development of technologies toward commercialization, in addition to the direct matching funds to be used in UVDF projects. The UVDF program is intended to serve as a stepping stone on the commercialization pathway. Proposals that are already leveraging other funding and/or have credible plans to leverage other funding will be reviewed favorably.

SBIR/STTR and NSF I-corps are examples of programs with available commercialization funding. Contact the Research Office’s Susan Emerson at the Office for Research Development at 541-737-1755 or go to research.oregonstate.edu/ord for additional information on these and other sources of funds.

APPENDIX A

Templates for Budget, Matches and Assignments

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UVDF Proposal Match Form
(required if match is included in budget)

Project Information (block to be filled in by the PI):

Project Title:
Project PI:
Public Project Abstract (150 words or less):

Matches may be made either through tuition remission and/or cash matches.

NOTE: Total match of tuition remission and/or cash should not exceed \$15,000.

The flowing unit or units agree to provide a match of the amount shown below to the project identified below, should it receive UVDF funding:

College of _____ or Department of _____

in the total amount (cash + tuition) of _____.

Authorized Representative: _____ Date: _____
Signature

Printed Name and Title: _____

Match funds will be transferred to the associated project fund in cooperation with the units at award setup.

