

Summary

Oregon State University seeks to facilitate the further development of OSU applied innovations and commercialization. The purpose of this RFP is to encourage proposal submission and present proposal requirements and evaluation criteria. This information will be used by the Oregon State University Venture Development Fund Advisory Council (Council) to assess submitted proposal and provide the Vice President for Research (VPR) a funding recommendation.

An overview of the OSU Venture Fund can be found here:

<http://advantage.oregonstate.edu/faculty/funding/venture>

Proposal Requirements

OSU Venture Development funding is a competitive process open to OSU faculty eligible for principal investigator (PI) status to facilitate development and commercialization of intellectual property (IP) created by OSU faculty and students. Students who wish to apply for a grant must identify an OSU faculty member who will serve as the PI for the student proposal.

Applications through non-OSU faculty or students who have been accepted into the OSU Advantage Accelerator will also be accepted. Release of funding to non-OSU faculty or students will be conditional upon approval from the VPR and an agreement providing appropriate future company remuneration.

Approximately \$500,000 is available for this round of proposals.

Grant funds may be used for technical feasibility studies, prototype development costs, market research, commercialization plan development, or 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). Leasing or rental of specific equipment may be allowable (i.e. 6 months lease/rent at \$2,000/month). Grant funds may not be used to support the salary of the PI. The proposal must include a detailed budget of proposed costs and a timeline of proposed project milestones. The period of performance for the proposed research is generally expected to be twelve months or less.

Proposal Paths

Proposals must follow one of two paths, as defined below:

Path I. Commercialization project – funding must lead to completion of a milestone that clearly demonstrates commercial proof-of-concept of the innovation, thus

increasing the likelihood of out-licensing of intellectual property for commercial development.

Path II. Innovation development project – funding is to provide development support of an innovation or create a prototype of the product (e.g., working model of product or process) that will further demonstrate the utility and/or enablement of the innovation, thus increasing the prospects of garnering funding from other sources to continue development to commercial proof-of-concept.

Timeline

Proposals are due to jianbo.hu@oregonstate.edu no later than 5:00 PM PST, September 25, 2015 and should be sent electronically as a MS Word or PDF document. Proposal decisions are anticipated being made in November 2015. The Council may pose additional questions, which will need to be answered for further consideration. The PI / applicant will be contacted directly by email or phone if additional questions arise.

It is strongly encouraged for PI's to connect with a Licensing Manager in the Office for Commercialization and Corporate Development prior to proposal submission for proposal review and potentially helpful feedback. Contacts:
<http://advantage.oregonstate.edu/occd/our-team>

The Council will provide a recommendation of projects to fund to the VPR. The VPR will review the recommendation and supporting information and make the final funding decision. All PI's / applicants will be notified by email as to the final funding decision.

Intellectual Property Waiver Requirement

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, a waiver of IP rights must be submitted with the proposal. 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.

Confidentiality Policy

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.

Path I – Commercialization Project

The Council is searching for innovations by OSU faculty and staff for which IP rights have or are in the process of being secured that require a modest input of funding (**up to \$150,000**) to establish commercial proof-of-concept, i.e. to demonstrate the successful application of the innovation to solve a problem that has commercial value. The ideal project offers clear potential for follow-on or joint applied funding connected to the OSU Advantage Accelerator, through 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 development activities and is not intended for funding basic research.

Proposal Criteria

Priority will be given to proposals that:

- a) Clearly demonstrate that development of the established IP will result in technology with high commercial potential (an example is a completed business model canvas);
- b) Include a realistic plan for demonstrating commercial proof-of-concept within the proposed funding period;
- c) Include realistic prospects for additional (concurrent or follow-on) funding or other forms of leverage that will assist in demonstrating the commercial application of the IP and in reducing the risk for commercialization of the innovation;
- d) One or more of the following:
- e) Include a letter of support from potential licensees, industrial partner(s) or a signature research center; **or**
- f) Include recent articles (less than 6 months old and no more than 3 articles) that include comments from a potential licensee/commercial entity describing the need that the innovation will fulfill; **or**
- g) Is an accepted idea / company within the OSU Venture Accelerator

Proposal Outline

Executive Summary

Technology Description

- Give a brief description of the current status of the innovation, the total amount of funding previously obtained if any, the funding source(s), and funding date(s).
- Provide a technical assessment of the innovation – what is the problem being solved, how big is the problem, what other technical approaches can be used to solve the problem, and why this is the best technology to solve the problem. A short competitive analysis would be beneficial.
- Specify metrics that can be applied to measure the effectiveness of the innovation toward solving the problem and initial measurements that support your assessment.
- List the key experiment/milestone(s) to be supported by this funding.

- Provide a brief biographical sketch of each member of the team involved on the proposal. If any members are undergraduate students, a Waiver (see the section titled “Waiver Requirement” below) will be required with the proposal.

Financials

- Provide detailed cost estimates and timelines for reaching the milestone(s) and for the project as a whole. The total funding request cannot exceed \$150,000.

Commercial Viability

- Explain the current problem in the marketplace that this innovation addresses and how the customers/market are currently addressing the problem.
- Describe the primary market that this innovation will address and the estimated total market size (i.e. number of customers, total sales).
- List the companies currently offering competitive products/services and describe their customers and estimated share of the market.
- Describe the competitive advantage of this innovation versus competitive offerings – why is this innovation better than what is currently available?
- If the innovation is a product, list the estimated manufacturing cost and the price(s) of current competitive offering(s).

Intellectual Property

- Provide the invention disclosure title, number, and filing date of the innovation filed with the Office for Commercialization & Corporate Development, if applicable.
- List the current intellectual property status.

Other

- Describe any opportunities for student involvement and learning experiences.
- If there is a known Oregon-based person/entity who would be interested in licensing the innovation if the project is successful, provide a brief bio or description of the entity.
- Include letters of recommendation or interest from outside companies and entrepreneurs.

Proposals are limited to no more than 10 pages, using Times New Roman font size 11 or greater, single-spaced, and one inch margins on all sides of the page. This page limitation does not include information relating to the section titled “Other” or any Waivers provided.

Examples of ideal projects include, but are not limited to:

- Development and testing of new “green” materials, products or processes to replace those currently in the marketplace at a competitive price.
- 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 research in the energy space to the next phase, demonstrating a significant increase in efficiency, a commercial-ready fabrication method, or storage /transportation system.

Path II – Innovation Development Project

The Council is searching for innovations for which a modest input of funds (**up to \$25,000**) will enable creation of a prototype or enable a key applied experiment. This should enable/enhance the ability to attract further funding to then enable commercial proof-of-concept development, and through additional government, foundation or private investment in the IP. The targeted prototype/experiment should be an application or realization that the innovation provides direct demonstration that it can solve the intended problem. This project should be in alignment with the [OSU Research Agenda](#). Please note that OSU Venture Development Fund support is specifically for development activities and is not intended for funding basic research.

Proposal Criteria

Priority will be given to proposals that:

- a) Clearly demonstrate a realistic plan can be completed within the proposed funding period;
- b) Clearly demonstrate the project produces an advance that enhances the potential to attract further funding to facilitate commercialization of the established IP;
- c) One of more of the below:
- d) Include a letter of support from potential licensees, industrial partner(s) or a signature research center; or
- e) Include recent articles (less than 6 months old and no more than 3 articles) that include comments from a potential licensee/commercial entity describing the need that the innovation will fulfill; or
- f) Is an accepted idea / company within the OSU Advantage Accelerator

Proposal Outline

Executive Summary

Status of the Innovation

Proposals must include a detailed description of the current status of the innovation, the innovation development path, the innovation need, the end objective of the project, and an answer to following the questions:

- How does development funding lead to additional funding?
- What is the value of this innovation to companies/people outside the university setting?

Financials

- Provide detailed cost estimates and timelines for reaching the milestone(s) and for the project as a whole. The total funding request cannot exceed \$25,000.

Intellectual Property

- Provide the invention disclosure title, number, and filing date of the innovation filed with the Office for Commercialization & Corporate Development if available.
- List the current patent status if available.

Other

- Describe any opportunities for student involvement and learning experiences.
- If there is a known Oregon-based person/entity who would be interested in licensing the innovation if the project is successful, provide a brief bio or description of the entity.
- Letters of recommendation or interest from outside companies/entrepreneurs.

Proposals are limited to no more than 5 pages, using Times New Roman font size 11 or greater, single-spaced, and one inch margins on all sides of the page. This page limitation does not include information relating to the section titled “Other” or any Waivers provided.

Examples of ideal projects include, but are not limited to:

- Creation of a bench-top prototype to demonstrate the capabilities of an innovation that will lead to follow-on support to move the prototype towards full scale production.
- Refinement of the animal model for a drug candidate to establish robustness and consistency of the expected result.
- Further development of agricultural species/varieties that are of economic importance to Oregon growers.

