



University of Massachusetts
Interim Executive Director, Office of Technology
Commercialization & Ventures
One Beacon Street, 31st Floor
Boston, MA 02108
TEL: (617) 287 4096

Memorandum

Date: September 5, 2018

To: All UMass Investigators

From: Abigail Barrow, Interim Executive Director, OTCV; Director, MTTC

Subject: The OTCV Technology Development Fund 2019 and MTTC UMass Acorn Innovation Fund 2019

Launch of request for proposals

UMass Principal Investigators (PI) are encouraged to apply to two solicitations launching today, September 5, 2018. The OTCV Technology Development Fund 2019 will provide up to 8 grants of \$25,000 per project, to advance technologies to a proof of concept stage. At the same time, the UMass Acorn Innovation Fund 2019 will provide up to 7 grants of \$15,000 per project, to support the demonstration of the viability of a technology. *PIs may apply to both grant programs at the same time; however, both awards will not be granted for the same project.*

OTCV Technology Development Fund 2019

Background

We are pleased to announce the 16th annual solicitation for the OTCV Technology Development Fund. The purpose of the Fund is to assist faculty and the OTCV offices with the commercial development of important technologies discovered on our campuses. The Fund was initially created as part of the University's science and technology activities and as part of OTCV's desire to increase licensing income, startups, and entrepreneurship at UMass. The Technology Development Fund is just one of a number of programs from the President's Office and of the five campuses to support commercialization efforts. More details of other programs is available at <http://otcv.umassp.edu/about-this-guide/>.

To date, the OTCV Technology Development Fund has funded some 116 projects with excellent results. This funding has led to a number of new licenses and start-ups.

Our grants for FY19 awards will be \$25,000 per project for direct project expenses. We expect to fund 8 projects. See Appendix A for guidelines and application process for this award.

Fund Objective

The OTCV Technology Development Fund was established by OTCV in the President's Office in 2004 to provide UMass researchers with supplemental funding to advance previously disclosed University technologies toward commercialization. The grant is intended to move technologies to the proof of concept stage or to allow

the investigator to take other critical steps to make the technology attractive for licensing or other forms of commercialization. The Fund is NOT intended to support basic research, but rather close the gap between the research discovery and proven technology.

MTTC UMass Acorn Innovation Fund 2019

The UMass Acorn Innovation Fund is intended to support the demonstration of the viability of a technology developed at UMass. Awards could be used to further develop a prototype or to gather additional data in order to show proof of concept or to obtain data that shows how the technology compares to existing technologies and what the competitive advantages are. The Acorn Awards are designed to fund small, rapidly accomplished projects. The aim of these small projects is not to perfect the technology but to demonstrate the technology so that its features can be shown and additional proof of concept or commercialization funding can be obtained. To be eligible for an award, applicants must be a UMass Principal Investigator with technology disclosed to your campus. Funding for these awards comes from the Commonwealth's Innovation Commercialization Seed Fund and is administered by the Massachusetts Technology Transfer Center (MTTC).

Our grants for FY19 awards will be \$15,000 per project for direct project expenses. We expect to fund 7 projects. See Appendix B for guidelines and application process for this award.

Other OTCV Programs Offered

OTCV is pleased to offer a range of programs so technologies are supported from early stage to later stage.

UMass Startup Initiative

In addition, OTCV also offers its UMass Startup Initiative which provides \$5K grants toward the creation of a business plan for a new venture. The business plan will be prepared by an external consultant with relevant commercial experience working closely with the key investigator of the disclosed invention. For more information, go to: <http://otcv.umassp.edu/about-otcv/otcv-umass-startup-initiative/> or email Michele Bernier (mbernier@umassp.edu) or your campus OTCV/OTM office.

UMass Investment Fund

UMass Investment Fund can invest up to \$500K in a company that has licensed technology from UMass. Investment can be made solely by the University or together with a qualified external venture capital firm's investment and/or an angel investor's or angel network's investment. For more information, go to: <http://otcv.umassp.edu/umass-co-investment-fund/>.

Seminars

With the support of the MTTC, we will also run educational seminars and help mentor and showcase new companies. Through our network we can make introductions to potential businesses, and financial and service experts who can assist with the development of a company. If interested, please contact Julia Goldberg at jgoldberg@umassp.edu.

Platform Meeting Program

MTTC also offers its Platform Meeting Program which provides coaching and strategy for delivering an investor's pitch. A panel of local industry experts is gathered to offer a 2-hour strategy session. More information can be found at: <http://www.mttc.org/programs-and-events/platform-program/>. If interested, please contact Michele Bernier at mbernier@umassp.edu.

OTCV Website resources

The website (OTCV.umassp.edu) describes each of these funds and programs and also identifies campus resources for entrepreneurs including tutorials on commercializing inventions and forming a start-up company.

Appendix A: OTCV Technology Development Fund 2019 - Funding Guidelines and Application Process

Eligible Technologies

1. The technology must have been developed primarily at UMass.
2. Researchers must be UMass employees.
3. The technology has to have been previously disclosed to the campus OTCV with an OTCV Invention Disclosure form.
4. Technologies from all disciplines will be considered.
5. The technology must have significant commercial potential.
6. The funding must be meaningful for the success of this technology and make the technology more attractive for commercialization.
7. Adequate funding from other sources is not readily available.
8. Technologies cannot already be commercialized or covered by a license or subject to an already licensed disclosure.

Criteria for Selection and Award Grant

Overall, the Fund will give a strong preference to projects that are designed to develop technologies with a significant commercial potential for which a grant will make them more attractive to license to an existing company or to the formation of a new company.

Specifically:

1. The technology must be novel.
2. The technology should have reasonable probability of commercial success and financial return for the University.
3. The technology must address a demonstrated market need.
4. The technology must address a market of sufficient size that justifies further investment.
5. The award will make a significant difference in demonstrating the commercial potential of the technology.

Applying for Awards

Templates for the application must be used and can be found at: <http://otcv.umassp.edu/about-otcv/otcv-technology-development-fund/>

Applications for a Technology Development Fund award must contain the following information. All items below are included in the template provided on the OTCV website.

- A cover page with name of the principle investigator(s), department, campus address, email, and telephone number and title of the project. Also included shall be the technology transfer officer assigned, and their contact information, followed by proposed start date of project, proposed project duration, budget, and a one-paragraph description of the technology.
- A description of the project eligibility, addressing each of the 8 points described in the Eligible Technologies section.
- A description of the technology including its novelty and advantages over existing technologies. This should be written clearly and in a manner readily understandable. While manuscripts, grants, patent applications etc. may be attached, the application should be complete in itself.
- A statement of work proposed for the project.
- A description of the products and/or services envisioned.
- Any knowledge you may have regarding the existing state of the commercial market and potential licensing interest. (Your Campus OTCV can assist you on this aspect).
- Project Budget Summary: Include only direct project expenses – including all fringe benefits. It should not include overhead costs. Requests up to \$25,000 will be considered. Funded recipients may be required to develop a more detailed, mutually acceptable budget with OTCV staff before funding will commence.

Category	Cost
Salaries & Benefits (Please include breakdown of salaries and benefits for all personnel)	
Fees (If graduate students are to be employed)	
External Advisors, Consultants and Services	
Supplies	
Equipment (Please note justification of new equipment to be purchased will be necessary)	
Other (including travel)	
Total	

- Travel and/or Equipment Justification (if requested in budget summary)
- A brief bio of the principle investigator or a weblink to biographical information.

Incomplete applications will be returned to the investigator.

Full applications must be no more than one file, no longer than 7 pages and must be submitted by October 5, 2018.

UMass researchers may apply to:

For the Amherst Campus: Robert MacWright at macwright@umass.edu

For the Boston Campus: David Glass at dglass@umb.edu

For the Dartmouth Campus: David Glass at dglass@umassd.edu

For the Lowell Campus: Rajnish Kaushik at Rajnish_Kaushik@uml.edu

For the Worcester Campus: Jim McNamara at james.mcnamara@umassmed.edu

A copy of all applications must also be sent to: Michele Bernier, OTCV/MTTC Awards Manager, mBernier@umassp.edu

Confidentiality

It is the policy of OTCV to keep your information confidential, but we cannot guarantee its security. Application materials are shared with a panel of independent reviewers and may be subject to public disclosure requirements in the future. Applicants should only submit publicly available and other non-confidential information about their technology in the proposal. Generally, technology can be described in broad terms that do not require submittal of proprietary information. Limited information on the actual technology or experimental data should be included in the proposal to allow reviewers to assess the maturity and validity of the technology. Discuss any concerns with your technology transfer office and work with them on the contents of the proposal.

Evaluation and Selection

The evaluation and selection of finalists and awardees will be made by the Executive Director of OTCV with assistance from the President Office, OTCV campus office Directors and several qualified volunteers from outside the University (which in the past have included investors and entrepreneurs). Where appropriate, consultation may be used with other scientific and technical experts within or outside the University. All finalists are expected to make a presentation to OTCV office directors and external reviewers. The decision of the Executive Director is final and not subject to further review.

Granting Schedule

September 5, 2018	Solicitation Launched
October 5, 2018	Full proposals due
October 24, 2018	Applicants notified of finalist status
November 5-9, 2018	Coaching sessions for finalists
November 13, 2018	Finalists' presentations
November 28, 2018	Finalists notified of awardee status
December 28, 2018	Contracts must be under agreement
January 2019	Announcement of award recipients



UMass Acorn Innovation Fund 2019

Maximum Award: \$15,000

The UMass Acorn Innovation Fund is intended to support the demonstration of the viability of a technology developed at UMass. Awards could be used to further develop a prototype or to gather additional data in order to show proof of concept or to obtain data that shows how the technology compares to existing technologies and what the competitive advantages are. The Acorn Awards are designed to fund small, rapidly accomplished projects. The aim of these small projects is not to perfect the technology but to demonstrate the technology so that its features can be shown and additional proof of concept or commercialization funding can be obtained. To be eligible for an award, applicants must be a UMass Principal Investigator with technology disclosed to your campus. Seven awards of \$15K each will be granted.

Schedule for UMass Acorn Innovation Fund

September 5, 2018	Open invitation to apply
October 5, 2018	Applications due
October 24, 2018	Notification of finalist status
November 15, 2018	Finalists presentations via video conference
November 28, 2018	Finalists notified of awardee status
December 28, 2018	Contracts must be under agreement
January 2019	Announcement of award recipients

If you have any questions, contact Michele Bernier from the MTTC office at mbernier@umassp.edu.

Application Information

Completed applications must be received by October 5, 2018. Applications should be concise, yet complete in description. Reviewers with technical and business backgrounds will be carefully selected; however, they may not be familiar with your particular technology. Provide information that will enable them to judge the technical feasibility. Do not disclose any proprietary information.

The evaluation and selection of finalists and awardees will be made by the Director of MTTC with assistance from the President's Office, OTCV campus office Directors and several qualified volunteers from outside the University (which in the past have included investors and entrepreneurs). Where appropriate, consultation may be used with other scientific and technical experts within or outside the University. All finalists are expected to make a presentation by video conference to OTCV office directors and external reviewers. The decision of the MTTC Director is final and not subject to further review.

Reply e-mail will confirm receipt of your completed application.

A template for the proposal must be used and can be found at: <http://www.mttc.org/grants/>

The proposal should be no more than 4 pages (a cover page and three pages of narrative) and must be sent to Michele Bernier at mBernier@umassp.edu with a copy sent to your campus technology transfer office.

Applications that are not received by the closing deadline will not be considered in this solicitation. If you would like to be placed on an e-mail list for receiving notification regarding other grant solicitations, contact Michele Bernier at mbernier@umassp.edu.

Applications should be:

- Submitted via e-mail to mattawards@umassp.edu
- Submitted in MS WORD or PDF Format, using Ariel 11 font
- Maximum file size of 4MB
- Maximum of one file submitted per application

Applicants *must* use the pre-formatted template for their application, available at: <http://www.mttc.org/grants/>. The template can be obtained by clicking “Download UMass Acorn Innovation Fund application template.”

Process for Awards

The funds are awarded through an external review process judged by a pool of independent experts. The steps in the process are as follows:

- Proposals are received and distributed to the Director of MTTC, OTCV campus office Directors and several qualified volunteers from outside the University (which in the past have included investors and entrepreneurs) for review of technical merit and feasibility.
- Finalists are selected and notified.
- Finalists submit a draft presentation to MTTC about their technology and intended use of award funds.
- Finalists present final presentations via video conference and discuss their project with the Director of MTTC, OTCV campus office Directors and several qualified volunteers from outside the University.
- Awardees are notified and feedback is provided to all finalist teams.

Note: If you receive an award from the UMass Acorn Innovation Fund, the PI, campus and award will be disclosed to the public.

In addition, MTTC reserves the right to withdraw an applicant if the applicant violates any criteria in the application guidelines or does not provide sufficient information in the proposal.

Judging Criteria

The reviewers will be asked to consider the following:

- technical merit;
- viability of market; and
- impact of project plan.

If the PI currently has an active proposal under consideration for an OTCV Technology Development Award, the PI may also apply for this award but both awards will not be granted for the same project.

Project Criteria

The project must be able to start on January 15 and take no more than 2-3 months to complete.

Uses of Funds

Typical use of funds (maximum \$15,000) include:

- to conduct further defined research on an invention that will lead to proof of concept or prototypes;
- to undertake testing of a technology or material to obtain initial data on performance;
- to develop a more user-friendly software interface;
- to send a material out to independent third party for testing under industrial conditions; and
- hire outside expert consultants to validate technology.

Do not include overhead in the budget.

Please note that funds may not be used for the following:

- basic research;
- legal expenses to advance intellectual property protection;
- publicity expenses (e.g., the development of marketing materials);
- legal and other expenses of business formation and operation;
- attendance at scientific conferences; and
- purchase of computer or other unrelated equipment.

Timeline

The award will be valid for work to be completed within three months from the date of award.

In addition, the award recipients must submit a formal final report on the research completed, milestones achieved, new technologies disclosed, use of funds, and commercialization activities. It is also anticipated that throughout the award period the recipient will maintain contact with MTTC on commercialization plans for the technology.

Proprietary Information

It is the policy of MTTC to keep your information confidential, but we cannot guarantee its security. Application materials are shared with a panel of independent reviewers and may be subject to public disclosure requirements in the future. Applicants should only submit publicly available and other non-confidential information about their technology in the proposal. Generally, technology can be described in broad terms that do not require submittal of proprietary information. The technology's commercial potential is the most important issue for selection for MTTC support. However, limited information on the actual technology or experimental data should be included in the proposal to allow reviewers to assess the maturity and validity of the technology. Discuss any concerns with your technology transfer office and work with them on the contents of the proposal.