



Date: April 23, 2018

From: Andrew Stephenson, Associate Dean for Research and Innovation, Eberly College of Science

To: Eberly College of Science Faculty

RE: ECoS Lab Bench to Commercialization Grants (*Grant Solicitation*)

The Eberly College of Science (ECoS) is committed to fostering technology development and bringing academic research to the marketplace. The Lab Bench to Commercialization Grant Program, in partnership with the Penn State Research Foundation (PSRF), is a source of competitive funds for researchers within the College of Science.

- The goal is to create and advance opportunities to commercialize research from ECoS.
- The purpose is to provide financial support that will enable researchers to enhance the commercial potential of ongoing research projects.
- The intent is to stimulate and foster the footprint of the ECoS in the public sector via economic development, mediated by the transfer of technologies to the marketplace.

Researchers who apply for funds should be prepared to take the next steps in translating their Intellectual Property (IP), including developing strategies for continued development and market commercialization (may include third party licensing or start-ups). If granted, the Lab Bench to Commercialization Grant Program will provide \$75,000 of grant monies to the Principal Investigator (PI). Each grant will be composed of a \$50,000 grant from ECoS and a matching \$25,000 grant from the PSRF Fund for Innovation Program. Projects are limited to one year of funding, with up to a 6 month extension if funds have not been fully exhausted.

During the funding period, PSRF's Fund for Innovation Program will assist grantees in critically evaluating their technology, help to find optimal market applications, and give feedback regarding plans for development and commercialization (including licensing to third parties). Awardees will be required to work with the Penn State Office of Technology Management to protect any new IP, manage the protection of founding IP, and assist in licensing the IP to a third party (including an inventor start-up).

Following the initial funding cycle awardees interested in pursuing a start-up company may be eligible to apply for additional Phase II funding. These competitive funds, sponsored by the PSRF Fund for Innovation, are meant to help foster local company formation and enable further product development. Phase II "Jumpstart" funds include a \$75,000 loan from PSRF, repayable upon securing a significant (>\$2M) investment and/or relocation outside of Pennsylvania. Please note, to be considered for jumpstart monies, candidates must also successfully complete the Ben Franklin TechCelerator program.

- For any questions regarding the Lab Bench to Commercialization Grant opportunity or Fund for Innovation, please contact Melissa Long, ECoS Intellectual Property Liaison (mk1137@psu.edu).

I. Applications

Successful applications must demonstrate that funding will significantly impact development activities for existing IP and/or research that may be commercialized. Subject inventions may include a tangible product, therapeutic, process/method, software program, or significant improvement of a current market product. All non-published data or IP not covered under a provisional patent, patent application, or issued patent will be considered confidential.

Applications must be single-spaced and include the following components:

1. *Title & Project Summary* (1 page maximum)

- a. PI(s): including Name and Title
- b. Title of Proposal
- c. Participants: including Name, Title, and Department/Unit
- d. Provisional/Patent Number and Title of founding IP (if applicable)
- e. Project Abstract: Summarize technology and plans for commercialization.

Please Note: The abstract is limited to 250 words. The project summary should be divided equally between research details and planned approach for future development and commercialization.

2. *Proposal Narrative* (3 page maximum)

- a. Background: Summarize the research progress to date, including a clear statement of the problem, the market opportunity the research is addressing, and a summary of the technology as it currently exists. (1 page maximum)
- b. Development Plan: Outline the anticipated accomplishments for developing your technology, including projected milestones, known market feedback (if any) and how it will be addressed, and a schedule of deliverables.
- c. Commercialization: Briefly describe the expected path to technology commercialization, including a description of final product and target market, patent strategies and expected IP protection, plans for overcoming applicable government regulations, and expected third-party licensees or investors.

3. *References* (No page maximum)

4. *Budget* (1 page maximum)

Describe how grant monies will be spent to enable technology development and commercialization. May include funding research staff (postdoc, technician, or graduate student), the purchase of equipment or supplies, and third-party research services. This can be a Word document (no need to involve the ECoS Grants Office).

Please Note: Using grant funds as supplemental salary will not be permitted. The PI of the proposal must be an ECoS faculty member. If funding is used for graduate student stipend or tuition, the student must be an ECoS student, or if an IDGP student, must be mentored by an ECoS faculty member. Grant funds may not be used to license Penn State IP.

II. Evaluation

Proposals will be evaluated through a combination of review on scientific merit and potential for commercialization. Those reviewing the application will seek both the consultation of individuals with

expertise in the relevant academic field of study as well as individuals well versed in technology transfer and commercialization. This may include internal University faculty, staff, or Entrepreneurs-in-Residence and external third parties. Confidential information will not be disclosed to non-permitted third parties.

III. Deadlines and Funding Dates

Proposals will be reviewed yearly. Unsuccessful proposals may be resubmitted with revision for the following funding cycle. Technologies the subjects of proposals previously funded by the Lab Bench to Commercial Grant Program are not eligible for re-submission.

The 2018/2019 funding year will run August 1, 2018 – June 30, 2019. Review of proposals will begin on May 25, 2018, with award notices being made as soon as possible thereafter. Proposals must be submitted in a pdf format via email to Melanie McKinney (mum1@psu.edu) in the Office of the Associate Dean for Research and Innovation. Please title the final submission email as: Submission - ECoS Lab Bench to Commercialization Grant.

IV. Reporting

Starting in September 2018 and throughout the LB2C program, awardees are expected to work with a Smeal College of Business focus group in order to generate marketing materials and enable a comprehensive market report of the technology. Awardees are additionally expected to meet with and provide a <30 minute presentation to the ECoS Office for Innovation and PSRF's Fund for Innovation Program in October 2018, February 2019, and May 2019. A written final report is required for each funding cycle and will be due to the ECoS Associate Dean for Research and Innovation in June 2019.

All meeting and final reports should summarize progress toward commercialization, advancement of the deliverables, any recent IP activities, and the status of any third party partnerships.

- For additional details regarding the 2017/2018 LB2C program requirements please contact Melissa Long (mkl137@psu.edu).