



Request for Proposals

Deadline: November 5th, 2010, 5 pm

For more information contact Tina Bissell, MUCI/MIIE Business Manager (tbissell@umich.edu or 764-647-5730).

Eligibility – Proposal

- Only MUCI member institutions are eligible to submit proposals (all 15 Michigan Public Universities and the Van Andel Research Institute).
- Proposals **must be submitted by the institution's technology transfer office or its equivalent**, e.g., Office of the Vice President/Provost for Research. It is recommended that a member of that office who is experienced with commercialization and technology transfer be involved extensively in the preparation of the proposal. MUCI funds are intended to support commercialization activities on the part of the university vs. further research on the part of an individual faculty member.
- All materials (application form and supporting materials) should be submitted as a single, searchable PDF.
- Proposals must be submitted by the deadline, November 5, 2010 at 5 pm.

Eligibility – Technology

- The technology must be disclosed
- The research institution must own the Intellectual Property
- The technology may not already be licensed to a non-University entity (although an "option" agreement is acceptable)
- The technology must be under management by the University's technology transfer office or its equivalent (e.g., Office of the VP for Research)

Funding Limitations

- Awards are capped at \$150,000 for a single project
- Applicants are encouraged to focus on one or two steps to validate or assess technology, rather than seek funding for the entire commercialization process
- Awards are granted over a single fiscal year; no-cost extensions may be requested
- Awards are not granted to cover patent expenses (however, patent expenses may be used as “match”)
- Awards are not granted for basic research
- Awards are not granted to cover regularly employed faculty members’ salaries
- Awards may not be used for tuition (unless tuition payments are a condition of a graduate student research fellowship.)
- Proposals eligible for funding from other sources such as NIH, NSF, and private foundations are strongly discouraged

Type of Projects Funded (note changes from previous MUCI RFPs)

Funds are available to support *specific steps* that will move a university-owned technology out of the institution towards licensing and economic development by introducing new, university-developed products and services to the marketplace. Supported activities include:

- **Proof of concept studies**
- **Clinical / translational studies and user testing**
- **Prototype development and testing**
- **Feasibility studies for production scale-up**

Selection Criteria

- **Competitive Advantage:** anticipated competitive advantage of technology in terms of intellectual property or other benefits
- **Market:** strong evidence or case for there being a large, clearly understood, unmet need for the technology (this may not apply if intent of project is to access the market)
- **Timeline:** likelihood of a new product/process with strong market acceptance within 3-5 years if a tool, device, or diagnostic method, or 3-7 years if a therapeutic model
- **Validation:** evidence of interest and/or market need from a prospective investor, customer, and/or business partner; evidence of applicant institution support and effort
- **Applicability:** proposal objectives and stage of commercialization represent appropriate and reasonable use of MUCI funds
- **Commercialization Plan:** development, reasonableness

Requirements

Match Requirement is 100%

The required match may be made up of any combination of the following types of funds, assuming the expenditures were made in the six months prior to the proposal date:

- Universities will be credited with 20% of the amount awarded towards the match as a Facilities and Administrative cost (overhead) to acknowledge the contribution of infrastructure costs that cannot be specifically attributed to a single project
- Cash
- Universities may include up to \$25,000 of patent or other legal expenses specific to this technology
- In-kind match of staff (e.g., consultants, technicians, programmers), supplies, equipment, facilities and other necessary resources above and beyond that normally expended by the technology transfer office or by researchers under their normal professional duties (i.e., non-routine activities)

Matching funds can come from any one or a combination of the following sources:

- Recipient institution
- Investors
- Commercial partner (service providers, corporations, etc.)
- Customers

Limited Revenue Sharing

Financially successful projects (e.g., those that have attained licensing contracts) will assist in maintaining the MUCI Challenge Fund by contributing three (3) times the grant amount from revenues generated. These reimbursements will be paid by the recipient university out of net royalty income, and can be paid in a lump sum or at a rate of 20% of the annual royalty per year

Reporting Requirements

- A final report is required when the proposed project is complete.
- Recipients will provide information on the following on an annual basis for five years:
 - Progress toward achieving overall commercialization project goals
 - Impact on the University
 - Impact on the local, regional, or state economy on an annual basis for five years.
- Award recipients will notify MUCI management whenever the technology is licensed, whether this occurs during the period of the grant or afterwards.
- If the proposed project is not completed and funds awarded are not fully expended by the conclusion of the award period, a no-cost extension must be requested no later than 30 days before the award period has ended. Failure to do so may result in outstanding funds being retracted.
- Unused funds are to be returned to MUCI.