

NAVAIR Technology Commercialization Initiative – Proposal Guidelines

1) Introduction

2) Description of the company

- a) Explanation of the product/service to be developed
- b) Explanation of the collaborative connection with NAVAIR

3) Technology Development/Demonstration Plan Overview

- a) Description of the NAVAIR need for the technology being developed/demonstrated
 - (1) Who is the ultimate user?
 - (2) What is the significance and size of the NAVAIR need?
 - (3) How will the NAVAIR need be met with this specific product/service?
- b) Description of current solution to this NAVAIR need and contrast that to the proposed NTCI solution
- c) Describe the steps for NAVAIR integration of this product or service
- d) Downstream funding plan
 - (1) How much additional funding will be required to bring the technology under development to NAVAIR utility?
 - (2) What specific funding sources will most likely be available to finance continuation of the development/demonstration plan?

4) Commercialization Plan Overview (if applicable commercial market exists)

- a) Description of the market for the technology being developed
 - (1) Who is the target market?
 - (2) What is the size of the potential market?
 - (3) How will the market needs be met with specific products/services?
- b) Description of the competition for this market
- c) Plans to commercialize the products or services
- d) Downstream funding plan
 - (1) How much additional funding will be required to bring the technology under development to the commercial marketplace?
 - (2) What specific funding sources will be available and most likely to finance continuation of commercialization plan?

5) Project Technical Proposal

- a) Explanation of how the technology under development fits within the commercialization plan
- b) Details of the proposed project, including:
 - (1) Specific technical milestones
 - (2) If applicable, a drawing or schematic of the project
 - (3) Description of the work to be performed with sufficient technical detail to enable an expert to assess the project
 - (4) Personnel involved with a summary of their qualifications

6) Budget

- a) Amount of funding requested from NTCI
- b) Cost breakdown by labor category, materials, travel, and fees
- c) If a portion of the requested NTCI funds are to be used to reimburse the government for technology transfer, specify the amount requested, the NAVAIR organization to receive the funds, and how the funds will be utilized.

7) Information on related intellectual property (IP) and its protection (usually patents)

- a) Description of patents or other IP owned or licensed by the company
- b) Major terms of any technology licenses of key IP
- c) Brief summary of potential competing IP

8) Description of the management and technical staff and their experience

9) Financials

- a) Historical statements or projections - cash flow, income statements and balance sheet for 3-5 years (if available)
- b) Assumptions on which financial projections are based