



University of Massachusetts
Executive Director, Office of Commercial Ventures &
Intellectual Property
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Memorandum

Date: November 06, 2008

To: All UMass Investigators

From: William Rosenberg, Ph.D., Executive Director, CVIP

Subject: CVIP Technology Development Fund for Winter FY09

Background

I am pleased to announce the 6th annual solicitation for the CVIP Technology Development Fund. The purpose of the Fund is to assist faculty and the CVIP offices with the commercial development of important technologies discovered on our campuses. The Fund was created as part of the University's science and technology activities. To date we have funded some 34 projects with excellent results. This funding has led to several licenses (e.g. Shan Lu's at UMW, Andrew Fischer's technology at UMMC and Cliff Konold's technology at UML), significant increases in project funding of the order of \$3 million for several technologies, 2 start ups (Reflectance Medical based on technology developed by Babs Soller at UMW and Wesfolk based on technology several members of the Food Science Dept at UMA) and 2 other potential startups "in the wings" from UML and UMA. This includes licensing income and equity in these companies. In addition, the faculty interest and response to the fund has grown. In 2004 we received 17 proposals, in 2005 we received 27 proposals, in 2006 we received 35 proposals, 2007 we received 42 proposals and 2008 we received 40 proposals.

While we are again very pleased to announce that we have again received a contribution from President Wilson but due to budgetary concerns and other restrictions, our budget for the Fund will be reduced modestly from last year's level. Our grants for FY09 will be **\$25,000** per project for direct project expense, and we anticipate making approximately **six** awards. Additional details of the Fund are provided below.

We encourage all interested University of Massachusetts researchers to apply.

Fund Objective

The CVIP Technology Development Fund was established by CVIP 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.

CVIP Technology Development Fund

CVIP will grant to selected UMass researchers an award not to exceed \$25,000 in any one fiscal year for the continued development of technology. Grants may be used for a variety of purposes deemed appropriate to the fund's objectives. Such uses may include additional experimentation, purchase of equipment, contracting of additional work or services, and some travel.

Eligible Technologies

To be eligible:

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 CVIP with a CVIP 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.

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

Applications for a grant must contain the following information:

- A cover page with name of the Principle Investigator, Department, Campus Address, email, and telephone number and title of the project.
- A description of the project eligibility, addressing each of the 7 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 and a budget for the project (see Appendix A for more details).
- 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 CVIP Office can assist you on this aspect).
- A brief bio of the principle investigator or a weblink to biographical information.

Incomplete applications will be returned to the investigator. Applications must be no longer than 7 pages and must be submitted by midnight, January 9, 2008.

UMass researchers may apply to:

For the Amherst Campus:

Nick DeCristofaro at ndecristofaro@research.umass.edu

For the Boston Campus:

Bill Lyndon at wlyndon@umassp.edu

For the Dartmouth Campus:

Lou Petrovic at lpetrovic@umassd.edu

For the Lowell Campus:

George Kachen at George_Kachen@uml.edu

For the Worcester Campus:

Jim McNamara at james.mcnamara@umassmed.edu

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

Information contained in the application will be treated as confidential to the extent permitted by law.

Evaluation and Selection

The evaluation and selection of awardees will be made Executive Director CVIP with assistance from the President Office, CVIP campus office Directors and several qualified volunteers from outside the University (which in the past have included VCs 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 the panel appointed by CVIP. The decision of the Executive Director is final and not subject to further review.

Granting Schedule

January 9, 2009 (midnight)	Applications Due
January 30, 2009	Notification of Finalists
February 26, 2009	Finalist Presentations
March 6, 2009	Announcement of Awards

Appendix A

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 CVIP 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)