



University of Massachusetts  
Executive Director, Office of Commercial Ventures &  
Intellectual Property  
333 South Street, Suite 400  
Shrewsbury, MA 01545  
TEL: (774) 455 7276 FAX: (774) 455 7102

## Memorandum

**Date:** November 9, 2011

**To:** All UMass Investigators

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

**Subject:** CVIP Technology Development Fund for Winter FY12

### Background

I am pleased to announce the 9th 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 57 projects with excellent results. This funding has led to a number of licenses (Shan Lu's at UMW, Andrew Fischer's technology at UMW and Cliff Konold's technology at UMA, George Huber's at UMA's license to Anellotech), significant increases in project funding of the order of \$3 million for several technologies, 4 start ups (Reflectance Medical based on technology developed by Babs Soller at UMW, Wesfolk based on technology several members of the Food Science Dept at UMA, Anellotech based on technology developed by Dr. George Huber at UMA, and Dartmouth Medical Research based on a technology developed by Dr. Stephen McCarthy at UML). This includes licensing income and equity in these companies.

Similar to last year when we awarded 8 projects, our grants for FY12 will be **\$25,000** per project for direct project expense. Again we anticipate making approximately **8** 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.
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**

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 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 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 13, 2012.

UMass researchers may apply to:

For the Amherst Campus:

Lyne Laliberte at [laliberte@research.umass.edu](mailto:laliberte@research.umass.edu)

For the Boston Campus:

Susan Daudelin at [Susan.Daudelin@umb.edu](mailto:Susan.Daudelin@umb.edu)

For the Dartmouth Campus:

Lou Petrovic at [lpetrovic@umassd.edu](mailto:lpetrovic@umassd.edu)

For the Lowell Campus:

George Kachen at [George\\_Kachen@uml.edu](mailto:George_Kachen@uml.edu)

For the Worcester Campus:

Jim McNamara at [james.mcnamara@umassmed.edu](mailto:james.mcnamara@umassmed.edu)

A copy of all applications must also be sent to: Michele Bernier, CVIP/MTTC Awards Manager, [mBernier@umassp.edu](mailto: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 13, 2012** (midnight)

Applications Due

**January 27, 2012**

Notification of Finalists

**March 7, 2012**

Finalist Presentations

**March 16, 2012**

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.

<b>Category</b>	<b>Cost</b>
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)	
<b>Total</b>	

Travel and/or Equipment Justification (if requested in budget summary)