

## COMMERCIALIZATION SUPPORT APPLICATION FORM

**Information** *If more space is needed, please provide on a separate sheet of paper*

Question Number	Question	Answer (please complete)
1.	<b>Name(s) of Applicant:</b>	
2.	<b>Telephone (Direct):</b>	
3.	<b>Contact E-mail address:</b>	
4.	<b>Is this Application made:</b> <ul style="list-style-type: none"> <li>• in your name; or</li> <li>• in the name of your Employer?</li> </ul>	
5.	<b>Name of Employer</b>	
6.	<b>Are the Inventors all Employees of the Organization?</b>	
7.	<b>If Yes – Please provide the date that they commenced their Employment.</b>	
8.	<b>If No – Please provide details of their current Employer?</b>	
9.	<b>Have you applied for support from TDC in any form in the past? (Please provide details)</b>	TDC Reference Number:
10.	<b>Please tick which Schedule of Support you are seeking from TDC:</b> (You may choose all three but you must comply with Pre-Conditions for each level of Support)	Schedule 1 <input type="checkbox"/> <b>Initial Technology Assessment</b>  Schedule 2 <input type="checkbox"/> <b>Commercialization Deep Dive</b>  Schedule 3 <input type="checkbox"/> <b>Commercialization Consultancy</b>

**Brief Description of the Technology:**

<b>11.</b>	<b>Please give a brief description of your Technology</b>
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Initial Technology Assessment (SCHEDULE 1)		
Question Number	Question	Answer (please complete)
1.	<p><b>Please explain why the Technology is novel?</b></p> <p><i>Please compare the key features of the Technology with other technologies that are similar to your Technology and which you may already know about s.</i></p>	
2.	<p><b>Have you filed a patent application for the Technology yet? If so, please provide a copy of the application.</b></p> <p><b>Please specify the date that an application for the Technology was first filed</b></p>	
3.	<p><b>Have you filed a patent application in more than one country for the Technology or have you reserved the right to do so?</b></p>	

4.	<p><b>Has a patent been granted? If not, what is the stage of application?</b></p>					
5.	<p><b>Are you aware of any publications, products, or patents that are the same as your Technology or that describe a similar concept to your Technology? If so, please describe them or include a link to them.</b></p>					
6.	<p><b>Please explain all occasions where you have published information about the Technology to a third party.</b></p> <p><i>This may be through a presentation, journal article, thesis, on the internet, by email, or through verbal and written discussions.</i></p>	<p><b>How was it published?</b></p>	<p><b>Please tick as appropriate</b></p>	<p><b>Further Information</b></p>	<p><b>Date of Disclosure</b></p>	
		<p><i>Submitted to Journal:</i></p>	<p>Yes: <input type="checkbox"/></p>	<p>No: <input type="checkbox"/></p>	<p>Name of Journal:</p>	
		<p><i>Verbal Disclosure:</i></p>	<p>Yes: <input type="checkbox"/></p>	<p>No: <input type="checkbox"/></p>	<p>Persons to whom disclosed:</p>	
		<p><i>Poster Presentation:</i></p>	<p>Yes: <input type="checkbox"/></p>	<p>No: <input type="checkbox"/></p>	<p>Location of Disclosure:</p>	
		<p><i>Published Abstract:</i></p>	<p>Yes: <input type="checkbox"/></p>	<p>No: <input type="checkbox"/></p>	<p>Where disclosed</p>	
		<p><i>Other Disclosure:</i></p>	<p>Yes: <input type="checkbox"/></p>	<p>No: <input type="checkbox"/></p>	<p>Please describe:</p>	
7.	<p><b>Have you collaborated with any third party to develop your Technology?</b></p> <ul style="list-style-type: none"> <li>• Please name that third party.</li> <li>• Please explain where the research was physically carried out?</li> </ul>					

8.	<p><b>Please name any Key Personnel and/or Principal Investigator with whom you collaborated in the creation or development of your Technology.</b></p>	
9.	<p><b>Did you use materials, equipment, or software from another company/institution to create or develop the Technology?</b></p> <p><i>Please name of the company/institution and explain what you used.</i></p>	
10.	<p><b>Have you received funding for the development of your Technology?</b></p> <p><i>Funding may come from government bodies, individuals, business angels, non-profit research foundations, private companies or industry associations/ organisations.</i></p>	<p>Yes <input type="checkbox"/></p> <p>Who From?</p> <p><i>Please list all sources of funding used in the creation and development of the Technology.</i></p> <p>No <input type="checkbox"/></p>
11.	<p><b>Is the Technology solely owned by you or your Employer? Please list other co-owners (if any).</b></p>	
12.	<p><b>Have you entered into any other contractual obligation regarding the Technology?</b></p> <p><i>Such an agreement might be: a licence, sponsored research agreement, material transfer agreement, collaboration agreement, non disclosure agreement, software licence agreement</i></p>	

13.	<p><b>Please provide a detailed description of how you believe your Technology should be used once its development has been completed.</b></p>	
14.	<p><b>What stage of development is your Technology at?</b></p> <p><i>Please choose one of the categories below and explain why:</i></p> <ul style="list-style-type: none"> <li>• <i>Conceptual/theoretical</i></li> <li>• <i>Experimental</i></li> <li>• <i>Test Stage</i></li> <li>• <i>Prototype</i></li> <li>• <i>Advanced</i></li> </ul>	
15.	<p><b>Describe the commercial advantage of this Technology over similar but existing technologies on the market?</b></p>	
16.	<p><b>Do you plan to continue researching, developing or working with your Technology? If so, please describe your goals, aims and next steps.</b></p>	
17.	<p><b>To what extent would you like to be directly involved on an ongoing basis to commercialise this Technology?</b></p>	

**Declaration:**

I confirm that I have read and agree to the Terms.

I understand that in agreeing to the Terms and in seeking Support from TDC that I am required to Actively Participate in the provision of Support by TDC to me or to my Company or Academic Institute. I understand that TDC provides Support free of charge but that my failure to Actively Participate may mean that I am required to make a payment to TDC for the Support (as set out in Clause 7 of the Terms).

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[SIGNATURE .....

[DETAILS OF EMPLOYER.....]

[SIGNATURE OF EMPLOYER (if relevant).....]

[DATE.....]

## Commercialization Deep Dive

(SCHEDULE 2)

Question Number	Question	Answer (please complete)
1.	<p><b>Please describe the benefits of this Technology to a particular product(s) or service(s) and/or industry(s).</b></p> <p><i>Please speculate if you wish</i></p>	
2.	<p><b>Why do you think other people have not used or sold or commercialised Technology the same as or similar to yours before?</b></p> <p><i>Please speculate if you wish</i></p>	
3.	<p><b>To what extent would you like to be directly involved on an ongoing basis to commercialise this Technology?</b></p>	
4.	<p><b>Has any third party already shown commercial interest in the Technology? If so, please name the third party.</b></p>	
5.	<p><b>Have any of the Inventors been involved with the commercialisation of any Technology in the past?</b></p> <p><i>Please explain and describe that attempt to commercialise.</i></p>	

6.	<p><b>Please explain and describe your potential customer market</b>  <i>Please speculate if you wish</i></p>	
7.	<p><b>Please estimate the size of your potential customer market.</b>  <i>Please use whatever references you consider to be reasonable: eg geographical; financial; number of (potential)users; cost per unit etc.</i></p>	
8.	<p><b>What specific market needs will be addressed by your Technology once it has been completed (as a commercial project)?</b></p>	
9.	<p><b>Please explain why a customer would want to buy your Technology or something containing your Technology?</b></p>	
10.	<p><b>Do you have any independent evidence of why a customer would want your Technology or something containing your Technology? If so, what is that evidence?</b></p>	
11.	<p><b>What evidence do you have to confirm the actual practicality or feasibility of your Technology or something containing your Technology?</b></p>	
12.	<p><b>How would your Technology or something containing your Technology be physically delivered to customers?</b></p>	

13.	<b>How are the needs that your Technology, or something containing your Technology, currently being fulfilled?</b>	
14.	<p><b>Please identify what you perceive to be the top three commercial risks to the commercialisation of the Technology project.</b></p> <p><i>Please give each risk a number between 1-10. 10 =the risk is highly likely to occur or it is imminent. 1 =the risk is likely to never occur.</i></p> <p><i>(You may not choose a risk of 5!)</i></p>	<p>1.</p> <p>2.</p> <p>3.</p>
15.	<p><b>Please identify what you perceive to be the top three technical risks to the Technology.</b></p> <p><i>Please give each risk a number between 1-10. 10 = the risk is highly likely to occur or it is imminent. 1= the risk is likely to never occur.</i></p> <p><i>(You may not choose a risk of 5!)</i></p>	<p>1.</p> <p>2.</p> <p>3.</p>
16.	<b>How will you or what do you think that the best way will be to overcome/mitigate the risks that you have highlighted above in your answers to Question 14 and 15.</b>	
17.	<b>Why will your Technology or something containing your Technology be profitable or commercial to customers/potential licensees and why?</b>	

18.	<b>Is it possible to commercialise (license the Technology to a third party) without proof of concept?</b>	
19.	<b>Please list the names of the customers/potential licensees that you have identified. Please rank them in the order that you consider to be the most promising.</b>	
20.	<b>Have you obtained any letters of endorsement from any customers/potential licensees?</b>	
21.	<b>Please explain where the customers/potential licensee fits in the market place and how your Technology would fit into their product or current offering.</b>	

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[DATE.....]

<b>Commercialization Consultancy</b>			
<b>(SCHEDULE 3)</b>			
	<b>Key Commercial Terms of the Agreement</b>	<b>Question</b>	<b>Answer (Please complete)</b>
1.	<b>Commercialisation amount</b>	<p><b>Please let us have an indication of what amount you are aiming to make from the commercialisation of the Technology?</b></p> <p><i>You need to be realistic and to consider how this amount will be achieved and how long it will take to achieve it</i></p>	
2.	<b>Target</b>	<p><b>Do you already have a target licensee or assignee that you have identified and if so who? Have you had discussions with potential Commercialisation Partners? If so, who and what were the results?</b></p> <p><i>If you have already identified your Commercial Partner, please list.</i></p>	
3.	<b>Means of commercialisation</b>	<p><b>How do you wish to commercialize commercialise the Technology?</b></p> <p><i>It is likely that you will consider one of the following methods of commercialisation:</i></p> <ul style="list-style-type: none"> <li>• Sale; or</li> <li>• Licence; or</li> <li>• Spin Out Company</li> </ul> <p><i>If you sell the Technology, you can charge a sale price but you will not retain any rights to use the Technology in the future.</i></p>	
4.	<b>Nature of the License</b>	<p><b>Please explain whether or not, as the owner of the Technology, you wish to grant a licence which is:</b></p>	

		<ul style="list-style-type: none"> <li>• <b>Non-exclusive;</b></li> <li>• <b>Sole; or</b></li> <li>• <b>Exclusive.</b></li> </ul> <p><i>A licence means that you will retain the ownership of the Technology and may be able to use the Technology depending on the nature of the licence. The nature of the license to be granted should be given extremely careful consideration by the Licensor. Three types of license are usual:</i></p> <ul style="list-style-type: none"> <li>• <i>Allow one third party to take a license of the Technology but you wish to reserve the right to exploit the Technology yourself and to allow anyone else to exploit the Technology;</i></li> <li>• <i>Allow one third party to take a license of the Technology but you wish to reserve the right to exploit the Technology yourself (i.e. and no-one else);</i></li> <li>• <i>Allow one third party to take a license of the Technology and no-one else (i.e. including yourself).</i></li> </ul>	
5.	<b>Sub-licensing</b>	<p><b>Are you willing to grant the Licensee the right to sub-license to third parties?</b></p> <p><i>It should be specified whether or not the Licensee is permitted to sub-license the Licensed Technology or any of the rights granted under the Agreement.</i></p> <p><i>You will need to carefully consider whether or not sub-licensing is permitted as this could have a significant positive or negative impact on the terms of commercialization.</i></p> <p><i>If sub-licensing is permitted, certain conditions should have to be satisfied. It is important that the</i></p>	

		<i>sub-license contains substantially the same terms as the license.</i>	
6.	<b>Territory</b>	<p><b>In which country have you protected the Technology and are you intending to assign or to license in all countries in which the Territory is specified or just some of those Territories. Please specify the Territories in which you wish to commercialise the Technology?</b></p> <p><i>The territory or territories which are the subject of the license (i.e. the territory or territories where the Licensed Technology may be exploited by the Licensee) should be specified, country by country. Imprecise terminology such as "Europe" or "Asia" should be avoided.</i></p>	
7.	<b>Field of Use</b>	<p><b>Do you want to narrow the scope of the assignment or licence to just certain fields of the technology?</b></p> <p><i>The use of the Licensed Technology by the Licensee may be limited to one or more technical fields or sectors. The Licensor should consider what technical fields / sectors, if any, it wants to limit use to. If so, then this should be expressly specified.</i></p> <p><i>It is likely that a buyer of the Technology would want to purchase the Technology in all fields.</i></p>	
8.	<b>Royalty</b>	<p><b>What percentage royalty do you think is appropriate to take from the Licensee's revenue and which should be paid to you, if you grant a licensee a licence of the Technology?</b></p> <p><i>The Licensor will need to consider a number of commercial issues when determining royalty rates</i></p>	

		<p><i>and how royalty payments are to be structured in the Agreement.</i></p>	
9.	<b>Improvements to the Technology</b>	<p><b>If you have granted a licence of the Technology to a third party and that third party makes improvements to the Technology, who is to own those Improvements? Are you willing to provide improvements?</b></p> <p><i>Improvements clauses are clauses by which each party must disclose and grant licenses of any improvements made to the Licensed Technology.</i></p> <p><i>If this clause is to be included in the agreement, considerable care should be taken to ensure the clause is not drafted too widely as to include products that fall outside of the scope of the original licensed Technology. In many jurisdictions, particularly Europe and the USA, improvements clauses in exclusive IP licence agreements need to be careful considered.</i></p> <p><i>This point is usually of particular importance to universities and academic institutions.</i></p>	
10.	<b>Consultancy</b>	<p><b>To what extent do you wish to or need to offer any consultancy services to the Licensee or the Buyer of the Technology to help them understand or properly implement the Technology? Are you willing to provide such consultancy?</b></p> <p><i>You will need to carefully consider to what extent such "Know How" also needs to be provided to the Licensee or the Buyer and whether you will incorporate additional commercial terms into your</i></p>	

		<i>agreement with the Licensee or the Buyer in order to pass such Know How to them.</i>	
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