**Tech Transfer and Matchmaking Questions for 2023 Encountering Innovation**

1. The Tech Innovation Center team is seeking suggestions for round table discussion topics. Following is a list of potential topics. Please check all that you would like to see offered. If you have other suggestions, please note them.
   1. Registration/Grant Management Basics (PTAC & DCAA)
   2. Problems With Breaking Into Primes
   3. Problems with Breaking Into NASA
   4. State of 3D Printing Technology
   5. State of AI Technology
   6. Other
2. If you are here to participate ONLY in the Matchmaking portion (no intention to pitch to Tech Scouts), then select yes. Selecting yes will bypass the survey portion to pitch to Tech Scouts. By selecting no you will enter the DoD Tech Scout pitch portion of the survey first.
   1. Yes
   2. No
3. How were you referred to Encountering Innovation?
   1. Bill Carey (Kansas)
   2. Alan Badgley (Kansas)
   3. Jessica Ervin (Oklahoma)
   4. Bijo Mathew (Texas)
   5. Other
4. If your referral is not listed above, please enter the name, phone and email for the person(s) that referred you to the Encountering Innovation service. Otherwise type “No Response”.

**TECHNOLOGY DETAIL SECTION**

Please fill this out the best that you can, but don’t panic. You will get draft documents generated from this information that you will need for the conference. You will be working with an advisor to edit the draft documents into final versions. Your efforts here will help later. It is fine if some of the questions contain similar answers.

1. Please provide a Title Name for Your Technology (Limit your description to 10 words).

**Example: Flexible Feedstock Waste-to-Energy Conversion System**

1. Please write a summary statement (paragraph) which will be used for PUBLIC dissemination. This will be referred to as your Public BLUF, Bottom Line/Up Front (some would call this your 30 second elevator pitch).

* This should provide clarity of what your technology can accomplish, not how it works. This will be SOCIALIZED PUBLICLY in various ways to gain more attraction for your benefit.
* Use 8th Grade English, simple terms.
* Focus on One Topic. (This must be limited to 100 words, a five to seven sentence statement).

**Example: This technology assists in minimizing the waste stream while simultaneously offsetting the cost by producing a combustible gas. A pyrolysis method is incorporated with additional features to process a flexible waste stream without sorting. This can include hazardous and medical waste. All pathogens are eliminated and any associated hazardous materials are rendered inert. The result is a non-hazardous by-product and a clean syngas, which can be used to generate electricity and heat.**

1. Now, summarize your Public BLUF into one sentence. (Limit to NO MORE than 30 words).

**Example: This technology assists in minimizing the waste stream while simultaneously offsetting the cost by producing a combustible gas that can be used to generate electricity and heat.**

1. List what tasks your innovation can perform or what you think it will perform. What unique capabilities does it possess? (List up to 7, enter each item on its own line. Please – no bullet points or numbering at this point).

**Example:**

**100% Feedstock flexible**

**No Waste sorting necessary**

**Non-hazardous by-products**

**Produces clean syngas in volumes dependent upon waste stream**

**Net producer of energy**

**Kills pathogens and renders hazardous material inert, including hospital waste**

1. Provide a list of your prototype’s test results/measurable accomplishments or expected outcomes of your innovation. What outstanding product development accomplishments or other achievements has your company completed, related to your innovation? (List up to 7, enter each item on its own line. Please – no bullet points or numbering at this point).

**Example: 20 ft ISO container configuration**

**Each container removes 3.3 tons of waste per day**

**Systems can be bundled to increase capability**

**Demonstrated to safely process solid wastes and hazardous wastes including red bag hospital waste**

**Demonstrated on a small municipal scale at Carver, Alabama with 3rd party validation of performance by Tuskegee University**

**Acme has experience developing container systems for other applications including removal of oil and heavy metals from soil.**

1. Please select the ‘**Best Fit**’ of your innovation/technology category. Take your best guess here, or mark “Not Sure”. Don’t sweat over it. You can edit it later.

* C2/C4ICyber: Command & Controls, plus Computers and Cyber and Communications
* Force protection & Medical (Medical, Health, and Protection of the Warfighter)
* Domain Awareness (Awareness of anything that can impact security, safety, economy or environment of the domain)
* Power and Energy (All production of power, storage, transmission, for devices, machines, facilities – fixed or portable, large or small scale)
* Operations and Mission Support (Counter Terrorism, Counter Transnational Crime, as in biometrics, forensics, counter UAS)
* Electronic Spectrum management (Electronic Warfare Mgmt in contested environment, use of electromagnetic energy to control spectrum)
* Protection (Camouflage, Concealment and Deception (CC&D) Technologies
* Weapons (Non-Lethal, directed energy, kinetic energy engagement options)
* Advanced Materials (Low-cost high-performance materials for energy storage devices and semiconducting materials for electronic devices and high-performance bio-based composites and polyurethane foams - acoustic/thermal antistatic and plastics manufacturing)
* Not sure of Category (Various)

1. Specific Capabilities: What characteristics of your technology might be of interest to the DoD? Can your innovation enhance or replace a legacy military system? If so, which ones? (List up to 9, enter each item on its own line. Please – no bullet points or numbering at this point).

**Example:**

**20 ft ISO container configuration**

**Each container removes 3.3 tons of waste per day**

**Systems can be bundled to increase capability**

**Demonstrated to safely process solid wastes and hazardous wastes including red bag hospital waste**

**Demonstrated on a small municipal scale at Carver, Alabama with 3rd party validation of performance by Tuskegee University**

**Acme has experience developing container systems for other applications including removal of oil and heavy metals from soil.**

**This technology significantly reduces the waste stream to be removed from forward military areas while generating useful energy.  This reduces convoy exposure to the enemy.**

1. Scalability: What is the logical way you would normally scale your innovation? How large and/or how small can you make it? For example: If your innovation was a jet engine, how large can you make it and how small could you make it? If you could make it the size of a pair of dice, what thrust would it have? (Limit your answer to 2 items. Please - no bullet points or numbering at this point)

**Example:**

**Proven containerized, self-operating system can be scaled for large municipal systems, or operated as multiple stand-alone units. Electrical outputs of multiple units can be linked for greater capacity.**

**Software Example:**

**This application is cloud-based, so it is readily scalable by initiating more instances as needed.**

1. Production: How many can be produced and in what time frame? Is it feasible to mass produce? (Limit your response to a list of 2 items, entering each on its own line. Please – no bullet points or numbering at this point).

**Example:**

**Currently in limited production (1 every 2 months) but production can be ramped up to multiple units per month using vendors with excess fabrication capacity.**

1. Market Significance: Describe your potential market, and proof of market validation (if available). Testimonials from current or potential customers would be good here. Include a high level overview of your competitors. (Limit to no more than 50 words).

**Example: This technology is applicable to all forms of waste streams but is particularly well-suited for hazardous waste (including hospitals) and removing heavy metals from soils. It also significantly reduces the waste stream to be removed from forward military areas while generating useful energy. Third party validation was performed at Tuskegee University.**

1. Time to Market under Current Plans: You are currently working on this innovation with some sort of funding or planned funding (such as a loan, personal finances, applying for a Small Business Innovation Research grant, etc.). What are your funding plans and your approximate time to market? (Limit to no more than 50 words)

**Example: We currently have the ability to produce about 1 unit every 4 months and we are taking orders. We are in the process of identifying vendors with excess capacity to produce certain critical pieces so that we can ramp up production within 2 months if we see a significant increase in orders.**

**Software Example:**

**Development of the software is currently financed through several friends and personal finances, and is expected to be ready for marketing the product in about 10 months. We are still in the process of identifying the market channels we will use.**

1. Time to Market with Financial Assistance: If someone needed a reduced timeline and was willing to pay for it, roughly how fast could you get it to market and approximately how much would it cost? (Limit to no more than 50 words)

**Example: Each containerized unit costs $500k. Normally we require 25% down with a delivery time of 4 months per unit. For 2 month delivery times we would need to require 50% down in order to expedite production with our vendors.**

**Software Example:**

**The time to market for a specific customer could be reduced from 10 to 3 months by hiring additional programmers for about $140k.**

1. What is the estimate of your innovation’s or technology’s maturity level?

* 1. Basic principles observed and reported (still an idea)
* 2. Technology concept and/or application formulated
* 3. Analytical and experimental critical function and/or characteristic proof of concept
* 4. Component and/or breadboard validation in laboratory environment
* 5. Component and/or breadboard validation in relevant environment
* 6. System/subsystem model or prototype demonstration in a relevant environment
* 7. System prototype demonstration in an operational environment
* 8. Actual system completed and qualified through test and demonstration
* 9. Actual system proven through successful mission operations

1. Explain why you chose the above maturity level. Is your technology in the theory stage or the prototype stage and what has been tested? (Limit to no more than 50 words)

**Example (for 8): We have successfully demonstrated the technology with 3rd party validation at Tuskegee University an sold several units to a small municipality in AL**

**Software Example (for 3):**

**We have demonstrated the data collection system inputs and have developed the flowchart analysis of how it needs to perform. We are in the early stages of programming.**

**COMPANY DETAIL SECTION**

1. Performance of Technology and Company: Describe the status of the technology, demonstrations, special features, other related technologies of your company. Include information about the company’s ability to develop innovation through the production and sales stages, or its anticipated path forward to get there. Company mission, etc. can be included here. (Limit to no more than 50 words)
2. About the Team: Describe your team and their backgrounds and accomplishments, especially as it relates to your innovation. This can include any partners that can be made public. (Limit to no more than 50 words)
3. Acknowledgments (optional): Acknowledge a program, any funding awards, important people (most significantly, DoD personnel), or any other type of support you received. Use relevant awards that will draw significance to your work, or companies or government agencies you are presently serving. (Limit to no more than 50 words)

**Example: ACME would like to thank Tuskegee University for their valuable insights and 3rd party validation of the systems.  Also, thanks to the city of Carver, AL for their operation of the pilot program demonstrating our Waste-to-Energy system in a commercial application.**

**CONTACT DETAIL SECTION**

1. A Single Point of Contact (SPOC) is required by DoD to be available for questions and discussions, not to transfer to someone else. This person is the sole point of communication between the company and the Tech Scout. Is the applicant the Single Point of Contact?

* Yes
* No

1. SPOC First Name:
2. SPOC Last Name:
3. SPOC Title:
4. SPOC Company:
5. SPOC Address:
6. SPOC City:
7. SPOC State:
8. SPOC Zip Code:
9. SPOC Phone:
10. SPOC Email:
11. Company Authorization Point of Contact (APOC) is required by DoD to authorize socialization of your communication/information provided. Is the SPOC also the APOC? If yes, skip APOC questions.
12. APOC First Name:
13. APOC Last Name:
14. APOC Title:
15. APOC Company:
16. APOC Address:
17. APOC City:
18. APOC State:
19. APOC Zip Code:
20. APOC Phone:
21. APOC Email:

**TECHNOLOGY COMMERCIALIZATION PREPAREDNESS**

1. Key Words of Your Technology? Separate each key word or words by a comma. (Limit to 10 words or less)
2. Who owns your technology?
3. How is your Technology Protected?

* Patented
* Patent Pending
* Provisional Patent
* Trade Secret
* Copyright
* None Needed
* Need Help

1. Have you ever applied for a SBIR/STTR Solicitation?

* Yes
* No

1. Have you ever received a SBIR/STTR Award?

* Yes
* No

1. Have you ever done business with DoD or Federal Government?

* Yes
* No

1. In this section you have the ability to select two Taxonomies (e.g., Propulsion Systems, Flight Computing and Avionics) as well as the subcategories relevant to each. You will also have the opportunity to identify Manufacturing Categories, if applicable.

If none of the Taxonomy Categories fit your business, but one of the Manufacturing Categories does fit your business, then only select the Manufacturing Category that best represents your business. For example: the large primes are often looking for generic manufacturing categories that are not specific for each capability reported.

* N/A: See Manufacturing Categories below:
* Propulsion Systems
* Flight Computing and Avionics
* Aerospace Power and Energy Storage
* Robotic Systems
* Communications, Navigation, and Orbital Debris Tracking/Characterization Systems
* Human Health, Life Support, and Habitation Systems
* Exploration Destination Systems
* Sensors and Instruments
* Entry, Descent, and Landing
* Autonomous Systems
* Software, Modeling, Simulation, and Information Processing
* Materials, Structures, Mechanical Systems, and Manufacturing
* Ground Test and Surface Systems
* Thermal Management Systems
* Flight Vehicle Systems
* Air Traffic Management and Range Tracking Systems
* Guidance, Navigation, and Control (GN&C)

1. If you have another technology, select your second taxonomy now.

* N/A: See Manufacturing Categories below:
* Propulsion Systems
* Flight Computing and Avionics
* Aerospace Power and Energy Storage
* Robotic Systems
* Communications, navigation, and Orbital Debris Tracking/Characterization Systems
* Human Health, Life Support, and Habitation Systems
* Exploration Destination Systems
* Sensors and Instruments
* Entry, Descent, and Landing
* Autonomous Systems
* Software, Modeling, Simulation, and Information Processing
* Materials, Structures, Mechanical Systems, and Manufacturing
* Ground Test and Surface Systems
* Thermal Management Systems
* Flight Vehicle Systems
* Air Traffic Management and Range Tracking Systems
* Guidance, navigation, and Control (GN&C)

1. Manufacturing Category (Select all that apply)

* Machine Shop
* Reverse Engineering
* 3D Printing
* Engineering Projects
* Circuit Board Manufacturing
* Wiring Harnesses
* Advanced Materials (Low-cost high-performance materials for energy storage devices and semiconducting materials for electronic devices and high-performance bio-based composites and polyurethane foams - acoustic/thermal antistatic and plastics manufacturing)
* Other

**CLIENT INFORMATION**

1. Point of Contact Name:
2. Point of Contact Title:
3. Point of Contact Email:
4. Point of Contact Phone:
5. Point of Contact #2 Name (if applicable:)
6. Point of Contact #2 Title (if applicable):
7. Point of Contact #2 Email (if applicable):
8. Point of Contact #2 Phone (if applicable):
9. Company Website:
10. NAICS Code (for help see [NAICS Code via SIC Code)](https://siccode.com/). Once you have your chosen code, click the Tab and come back to the survey.
11. Small Business Classification (mark all that apply)

* Small Business (SB)
* Women Owned Small Business (WOSB)
* Small Disadvantaged Business (SDB)
* Veteran Owned Small Business (VOSB)
* Service Disabled Veteran Owned Small Business (SDVO)
* Historically Under-utilized Business Zone (HUB Zone)
* Minority Serving Institution (MSI)
* Historically Black Colleges and Institutions (HBCU)

1. Please provide a Title Name for your Technology, Service or Product. Disregard this question if you already completed the BLUF questions for Tech Transfer. (Limit your description to 10 words). **Example: Flexible Feedstock Waste-to-Energy Conversion System**
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**PAST PERFORMANCE**

In this section, please discuss past performance in terms of each of the capabilities you have identified. For example, if you selected Robotics and Propulsion Systems, you will need to discuss both. The Federal Agency that will be selecting small businesses to meet with in the matchmaking event will be looking for your past performance for each capability.

1. Past Performance (3-5 years): Significant Work Accomplishments (max. 100 words)
2. Have you had previous dealings with any Federal Agencies? If so, please list your POCs and contact information along with organization and location. If it was an award(s), what type of award? Example: if it was as a grant(s), was it an SBIR, STTR? Or was it a Space Act Agreement, CAN (Cooperative Agreement Notice), Letters of Support (LOS) or Memorandum of Understanding (MOU); note those as well.
3. General Overview of Taxonomy or Manufacturing Capability (max. 300 words).
4. Feedback: In order to improve our next Matchmaking, please provide any constructive input that you believe will assist our program. Thank you.