

TCIP Solicitation

Frequently Asked Questions

Question: Are there deadlines for applying, deadlines to have applications to the reviewers or to TCIP? If to TCIP, how long does the initial review take?

ANSWER: The deadline is for submission of your proposal to the TCIP program (scox@utah.gov). Your TCO/TTO or USTAR contact can tell you how they want to conduct their review - they each have their own process, which may include a face to face or phone meeting to discuss your proposal concept and team. Because we will be conducting multiple submissions each year, the deadlines are shorter. It is recommended that you have an ongoing dialog with your TCO/TTO or USTAR team as you prepare for an upcoming TCIP solicitation.

Question: Does the TCO/TTO or USTAR need to have a copy of the proposal before submission to the TCIP?

ANSWER: They do not necessarily need to receive a copy of the **formal proposal** before it is submitted to TCIP UNLESS they request it (please check with your TCO or USTAR contact to verify). Your TCO/TTO or USTAR contact can tell you how they want to conduct their review - they each have their own process. However, best practices suggest that when you submit your proposal to TCIP (scox@utah.gov), you should also **CC your contact** at the TCO/TTO or at USTAR to ensure that a) they have a copy and b) can make sure that, if you have been recommended for review, that you are on the list submitted to TCIP by the TCO/TTO or USTAR. The TCO/TTO's and USTAR have 24 hours after the TCIP submission deadline to submit their list of recommended teams to the TCIP program.

Question: Since our license is with (a PhD granting college or university) are we required to do 2:1 matching? If recommended by USTAR does that change?

ANSWER: If a team is a faculty-led team within the university and the funding goes to the PhD granting college or university, the team is required to have 2:1 internal funding, per statute and solicitation. If the applying team is a Licensee of a technology developed at any Utah college or university AND the money goes to the company (Licensee), the company is required to have a 1:1 match. The choice of whether to request being reviewed/recommended by either the TCO/TTO or USTAR does NOT change the matching fund requirements.

Question: Who is eligible for the TCIP Grants?

ANSWER: There are two types of eligible applicants:

- Licensees (companies) - of technology developed at a Utah college or university
- A faculty-led team within a Utah college or university

Question: If I have a question on the TCIP program, who can I call?

ANSWER: Please email questions to Sharon Cox, scox@utah.gov. Answers to questions will be returned as quickly as possible and will also be posted on the FAQs, which is why email is the necessary communications mechanism.

Question: What are the criteria for evaluating TCIP proposals?

Answer:

1. Quality, diversity, and number of jobs in Utah (i.e. average salary, benefits etc)
2. Quality of management and leadership, including experience in startups or Commercialization.
3. Strength of the companies technology and potential for commercialization
4. Size and growth of the market for the proposed technology

5. Company's ability to sell and market the technology and credibility of their "go-to-market" strategy
6. Strength of the company's overall value proposition and competitive advantage

Question: Can founders or team money be used as matching funds.

Answer: Yes. Founders money can be used as matching funds for the TCIP Grant. Founder contribution must be cash only and not in-kind or time, and the cash must be put into the company as an equity infusion (it may not have a pay back provision). Team self-funding is acceptable as match - as long as it is CASH that does not have a repayment clause. Sweat equity and in kind contributions (such as space in a basement) does not count.

Question: Can a USTAR (TCG) grant be used as matching funds?

Answer: TCG (USTAR) grant funds cannot be used as match for a TCIP grant.

Question: If I am a professor, what constitutes commercialization as opposed to research?

Answer: If there are still fundamental questions to be answered about the proposed technology (such as will it work? how does it work? under what conditions will it work) or fundamental creation work to be completed, it is still in the research phase. If, however, the research questions has been answered and the effort is underway to convert the 'lump of technology' into a something that can be demonstrated to the market (customers, partners, investors, etc), then the technology is ready for commercialization and eligible for TCIP funding.