**INVEST NOVA SCOTIA EARLY STAGE COMMERCIALIZATION FUND**

**2023-2024 PROPOSAL FORM**

**Early Stage Commercialization Fund (ESCF) proposals are due by 11:59 pm AT on Monday, February 12, 2024 (winter round).**

[Submissions are to be made online via the Invest Nova Scotia website](https://investnovascotia.ca/escf-submission-form). Applicants must complete the online webform and upload this proposal form (i.e., completing the table and project description sections below and signing the applicant authorization at the end), as well as the CV of the principal investigator(s), highlighting any previous experience in research commercialization.

Refer to the [ESCF Info Kit on the Invest Nova Scotia website](https://investnovascotia.ca/sites/default/files/media/escf_info_kit_winter_2023_2024.pdf) for details about what will be evaluated in a submission.

Questions can be directed to Amanda Tarr at 902.424.8674, ext. 1601, or [via email](mailto:escf@investnovascotia.ca).

Nova Scotia’s Department of Natural Resources and Renewables (NSDNRR) and Invest Nova Scotia are continuing their partnership to offer the Low Carbon Technology Stream of ESCF. The organizations will work together on the evaluation process and curriculum.

We’re delighted to once again work with our friends at New Brunswick Innovation Foundation (NBIF) to offer ESCF. While our two organizations are co-promoting the opportunity and partnering on the evaluation process and curriculum, [applications from New Brunswick institutions have to apply through NBIF](https://nbif.ca/early-stage-commercialization-fund/#how-to-apply).

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| **Educational Institution:** |
| **Researcher(s):** |
| **Primary Contact Information:**  **Name:**  **Phone Number:**  **Email:**  **Mailing Address:** |
| **I am applying for: Phase One**  **Phase Two**  • Phase one is for first-time projects with technologies in initial stages of development and an opportunity for commercialization identified.  • Phase two is for projects that have identified an opportunity, target markets and potential revenue streams, have initiated discussions with potential customers and have established a collaboration with a commercial partner. **Phase two applicants must submit their final phase one report prior to the application deadline.** |
| **Project Title:** |
| **Lay Description:** *50 words or less summary that is non-confidential* |
| |  |  |  | | --- | --- | --- | | **Yes** | **No** |  | |  |  | Are you aware of any regulations associated with this technology/product? | |  |  | Have you filed a patent for this technology? | |  |  | Have you obtained any customer feedback? | |  |  | Do you have a prototype? | |  |  | Have you received other financial assistance for this project? If so, how much in total? $ | |  |  | Do you see this as a licensing opportunity or as a new spin-out? If so, which one? | |  |  | Is this technology assigned to your educational institution? | |

1. **ESCF Project Overview** (maximum ½ page)

Describe the proposed ESCF project.

1. **Description of Discovery** (maximum 1½ pages)

Describe the background and current stage of the technology, as well as potential applications and markets. What are the major benefits with respect to existing products or solutions? Are there any barriers to adoption? Include any relevant scientific references.

**3.0 Exposure of the Discovery to Date and Intellectual Property** (maximum 1 page)

3.1 Summarize any public exposure your discovery has had to date, such as articles in publications or non-confidential discussions.

3.2 Confirm who has ownership of the discovery.

3.3 Describe the intellectual property strategy to protect your discovery. Provide a summary of related patents, prior art and freedom to operate, if applicable.

**4.0 Market Analysis** (maximum 2 pages)

4.1 Market assessment: Describe market potential and target market(s). What is the potential size of the market for your technology? Provide details on the need for such a product and estimated product sales (e.g., annual sales of similar products already on the market).

4.2 Competitive advantage: What are the technologies that currently serve the target market? List any other products in development that are expected to provide near-term solutions to similar problems. Explain why your discovery will prove to be more effective than alternative technologies.

4.3 Barrier to competitive entry: What is your sustainable and significant barrier to competitors entering your marketplace?

**5.0 LOW CARBON STREAM APPLICANTS ONLY** (maximum 1 page)

5.1Carbon intensity reduction: What is the estimated impact on carbon emissions reduction (megatonnes of CO2 equivalent per year) if your technology was adopted by 100 per cent of the market for the application you are targeting? What are the technologies that currently serve the target market? Explain why your discovery will prove to be more effective than alternative technologies.

5.2 Performance metrics: Identify the key performance metrics that will be assessed in the project. Describe what these metrics need to reach to justify further development work and future commercialization.

**6.0 Development Plan** (maximum 2 pages)

6.1 Describe the steps in technology development over the term of the proposed project. Proposed activities may include: intellectual property development; development of intellectual property protection strategies; assessment of market potential; bench-stage analysis of technology performance; development of go-to-market strategies, business plans and strategic plans; proof-of-concept or prototype development; technology design and optimization; pre-clinical testing; clinical validation; and leveraging other funds.

6.2 Provide detailed timelines and deliverables for the term of the proposed project. Identify the critical stages in the development plan and steps after the funding period to successfully commercialize the technology.

6.3 Outline a potential exit strategy (e.g., spin-out or licensing). What key research, regulatory, and strategic partnership issues need to be addressed to move the discovery to market? Who are the potential regional, national or multinational partners for the technology?

6.4 If applicable, outline any regulatory steps or key milestones relating to approval of the technology in Canada or the United States (or other jurisdiction). Also describe any steps undertaken so far towards regulatory approval.

**7.0 Project Team** (maximum 1½ pages)

7.1 Describe the expertise and contribution of each project team member and how it relates to the accomplishment of project milestones, both in product development and commercialization. Include industry collaborators, if applicable.

**8.0 Budget**

8.1 Provide a preliminary budget, including cost of research, consulting fees, patenting expenses, etc. List any potential contributions from strategic partners or industrial alliances. Patent costs are limited to 10 per cent of the funding request. Note: Overhead and administration is not an eligible cost.

8.2 Include all project funding from other sources (e.g., Springboard, ACOA, NSERC, industry partners, etc.) and indicate the percentage of overlap between funding sources. Also indicate sources of funding for other projects and the percentage of overlap with the ESCF project for which you are applying.

**Applicant Authorization**

I understand I will be obligated to comply with the Early Stage Commercialization Fund funding conditions and reporting requirements if this application is approved.

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**Name                            Title**

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**Signature                                             Date**