



## KickStart Venture Services Commercialization Grant-Award Program

### Request for Applications

#### Description

The KickStart Venture Services Commercialization Grant-Award Program provides up to \$50,000 in non-dilutive funding to intellectual property-based (i.e., patents, copyright, know-how) UNC companies. The scope of these Grant-Awards ranges from Life Sciences (e.g. therapeutics, diagnostics, medical devices or health IT) to Physical Sciences (e.g. energy, materials science, engineering or computer science).

#### Purpose

The primary purpose of these Grant-Awards is to provide funding for early-stage proof-of-concept experiments, validation studies, and prototyping<sup>1</sup>. This funding will help generate data that can be leveraged for the company's next round of funding. For example, the Grant-Award can be used to generate preliminary data for an SBIR/STTR grant or develop a prototype to attract a seed round investment. A secondary purpose of these Grant-Awards will be to gather business intelligence for the company. This could include market research, partnership discussions or competitive landscape analysis.

#### Eligibility

The eligibility requirements are as follows:

1. The program is open to any early-stage company based on research innovations at UNC-CH where at least one of the founders is a faculty member, student, or staff, or have primary appointment at UNC or the joint UNC-NCSU Biomedical Engineering (BME) department. Startups based on a research innovation from a UNC laboratory where the faculty member is not a founder are also eligible. Note, an adjunct faculty position does not qualify for eligibility. For eligibility of companies that have a UNC student as a founder, UNC faculty or staff members must be involved in a mentorship/advisory capacity at minimum.
2. Priority will be given to companies developing intellectual property (IP) owned by UNC-CH and disclosed to UNC-CH in the form of a Report of Invention (ROI). It is the applicant's responsibility to notify the Office of Technology Commercialization (OTC) Commercialization Manager prior to application submission to ensure the IP is in good standing (proper ROI, filings, etc.).

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<sup>1</sup> For technologies that are pre-startup and may be too early in development for this Grant-Award, funding may be sought through the [FastTraCS Grants](#) within the NC TraCS Institute or [OTC's Technology Development Grants](#). We encourage discussion of these options with KickStart Venture Services staff.



3. Lower priority will be given to companies who have previously acquired significant funding from other sources (i.e., STTR/SBIR, angel investment, venture capital, etc.). The Commercialization Grant-Award is intended to serve as one of the preliminary sources of financing for the company.
4. Companies must be incorporated prior to application submission. The Grant-Award is given to the startup company and not an individual founder.
5. The company must have licensed the IP or anticipates a license within 6-12 months of the Effective Date of Grant-Award.
6. A non-faculty business lead or advisor (e.g. part-time CEO) must be engaged with company activities.
7. A business strategy for commercializing the product or service must be provided at the time of submission. Note: a full business plan is not required.

## Funding

The KickStart Venture Services Commercialization Grant-Award Program will provide a limited number of Grant-Awards of up to \$50,000. The number and size of these Grant-Awards depend upon the quality of proposals received and the availability of funds.

## Application Process

Given the wide range of technologies and their stage of development, faculty are encouraged to contact KickStart Venture Services prior to submitting this application. By contacting our team, we can provide a preliminary assessment of the proposal and its eligibility for the Commercialization Grant-Award. Please email our Operations & Program Manager at [judy.prasad@unc.edu](mailto:judy.prasad@unc.edu) with any questions about the application process.

Confidentiality: At the applicants' request, KickStart Venture Services will make reasonable efforts to keep information disclosed during this discussion in confidence (unless disclosure of information is required by law).

### A complete application must include:

- A. Executive Summary of the proposal which includes summaries of each section below (500 words maximum)
- B. Main Application composed of the following sections (please note word limit for each):

**1. Problem or Unmet Need (500 words maximum)**

- Describe the problem(s) or unmet need(s) which the company aims to address
- Include all relevant information such as who is affected by the problem, magnitude of problem, current solutions in place, etc. Be specific about what part of the problem you aim to solve.

**2. Solution (500 words maximum)**

- Describe the product/service you are developing and how it will solve the problem described above
- At what stage of development is the product/service (i.e. idea, prototype, ready for commercial sales)?

**3. Technology (500 words maximum)**

- In detail, describe the underlying technology that supports or enables the product/service
- Describe how the technology is differentiated or innovative relative to offerings in development or currently on the market
- Describe the IP position for the technology (e.g. disclosed to OTC, provisional patent filed, issued patent)

**4. Market (500 words maximum)**

- Briefly describe the market for the product or service. Include information on market size, market potential, market segment and customer profile. Justify this information with primary or secondary market research
- If appropriate, include a discussion of channels which the company will leverage to advance the product or service to market

**5. Company (500 words maximum)**

- Describe the current status of the company which includes corporate structure, date of incorporation, registration and most recent capitalization table
- Outline the current status of licensing discussions with either UNC-CH or other license holder(s)

**6. Regulatory Strategy (if appropriate) (500 words maximum)**

- Include details on the appropriate regulatory pathway for the product/service (e.g. IND, NDA/BLA, 505(b)2, 510(k), FCC, UL, etc.) If available, include proposals or letters of support from contractors and/or consultants who support this regulatory strategy

**7. Team (500 words maximum)**

- Provide a summary of the company's current founders, management team and advisors. Please include short bios for each team member
- How will the current management team leverage their expertise to help grow the company? As appropriate, include relevant accomplishments which may strengthen the proposal (e.g. partnering deals, previous experience with launching a startup, etc.)

**8. Impact (500 words maximum)**

- Describe in detail how this Grant-Award will impact future development and growth of the company (i.e., Are the funded activities are on a critical path towards enabling a successful commercial milestone? How is this funding part of a larger fundraising strategy?)
- Has the company applied for funding through other sources which may overlap with the current proposal? Are there any sources of academic funding which similarly overlap with the current proposal?

**9. Proposed Study / Experimental Plan (1000 words maximum)**

- Summarize the proposed specific aims and/or objectives to be funded by the Grant-Award. Include a timeline, milestones and metrics for success.
- For each specific aim, describe how the work will be completed, the responsible party (i.e. the company, contractor, etc.) and any anticipated pitfalls and alternative directions to be considered

Note: When completing the online application, the Proposed Study / Experimental Plan may be uploaded as a PDF or typed into the text field. PDF is preferred.

**10. Funding and Budget Justification (500 words maximum)**

- Include the total funding requested and a detailed budget describing how funds will be used (i.e. technology development/validation or operational expenses). Note, operational expenses do not include overhead, facilities and administration (F&A), or indirect costs. At a minimum, the budget should include the following:
  - i. Activity: Describe the specific activity or experiment<sup>2</sup> to be financed. See below for a list of suitable expenses
  - ii. Outcome/Milestone: Commercial milestones to be achieved from activity
  - iii. Funds Requested: Amount of money requested to complete activity

Suitable expenses may include, but are not limited to, the following:

1. Exploratory translational technology development activities<sup>3</sup>
2. Validation studies involving in vitro or in vivo models
3. Hardware prototyping activities to produce a minimal viable product
4. Validation studies involving human tissue samples
5. Software development which may include mobile software, website, or cloud infrastructure
6. Systems and process development which provide a clear competitive advantage for the company
7. Contract engineering for specialized prototype development
8. Rapid prototyping designs for user studies
9. Market research
10. Regulatory consultation

<sup>2</sup> If the company wishes to conduct their research activities on campus, these experiments must be performed in the KickStart Accelerator (UNC's dedicated wetlab space for UNC startup companies). A Facility Use Agreement must be completed and approved to enable Grant-Award disbursement. If the company wishes to subcontract their research activities to a UNC laboratory, the company must receive approval from UNC's Conflict of Interest Office prior to enable disbursement.

<sup>3</sup> Development activities should not involve basic research. In some exceptional cases, non-faculty salary support may be requested where personnel costs are critical to completion of the proposed activities



INNOVATION, ENTREPRENEURSHIP AND ECONOMIC DEVELOPMENT

## Technology Commercialization

An inadequate budget justification may result in a less favorable score and/or reduced Grant-Award. The KickStart Venture Services team is available to provide budget preparation and budget justification advice.

Note: When completing the online application, the Funding and Budget Justification may be uploaded as a PDF or typed into the text field.

### Supplementary Material (optional)

In addition to the application, the following *optional* materials may be uploaded as a single PDF.

- Business plan
- Up to 3 full publications
- Relevant quotes from a third-party vendor
- Any relevant letters of support

## Application Submission

Applications are only accepted through an online portal. To access this website, click the link below.

**CLICK HERE TO APPLY**

Please create an account using our online application system. Click “Apply” and scroll down and click on the section titled, “KickStart Venture Services Commercialization Grant-Awards”.

**Applications are due by Monday July 13th at 11:59 pm EST.**

Confirmation of receipt of application will be sent within 5 business days of the deadline.

If you have any questions, problems, or feedback regarding this application, please email our Operations & Program Manager at [judy.prasad@unc.edu](mailto:judy.prasad@unc.edu).

## Application Review

1. Each application will be reviewed, as appropriate, by the Review Committee (KickStart Venture Services team and external reviewers)
2. Research involving animals or human subjects must be reviewed in accordance with the University's general assurances and HIPAA. Applications involving human subjects must be submitted to an Institutional Review Board (IRB).
3. The Review Committee will review applications, provide preliminary recommendations and ultimately make funding recommendations to OTC.

## Notification, Grant-Award Disbursement, and Terms

1. Notification of Grant-Awards will be made 6-8 weeks following application submission, with funding disbursement following shortly thereafter.
2. Projects must be completed in the timeframe described in the approved application.



3. Funds will be administered under a collaborative agreement between the University and the company.
4. Disbursement of funds will be through the payment of company invoices provided to OTC. The Grant-Award may be tranches as appropriate and as determined by milestones set by the Review Committee.
5. If research activities will be conducted on campus, these experiments must be performed in the KickStart Accelerator (UNC's dedicated wetlab space for UNC startup companies). A Facility Use Agreement must be completed and approved prior to Grant-Award disbursement.
6. Final reports must be submitted to KickStart Venture Services within 60 days of the Grant-Award completion date. This report will be reviewed by the Review Committee. Any unexpended funds must be returned to OTC.
7. Expenditures may begin at any time after the official start date of the Grant-Award and must be expended according to budget statements submitted in the application. No-cost extensions are possible but rarely approved in circumstances with insufficient cause and justification.
8. As a condition of accepting a KickStart Commercialization Grant-Award, recipients are required to keep records detailing expenses according to requirements set forth in the Grant-Award notification. These records must be submitted prior to the disbursement of subsequent tranches of the Grant-Award.
9. If the Company has not executed a license agreement with UNC for use of UNC intellectual property and if the intellectual property underlying the company is licensed to a third party at any time during the term of the Commercialization Grant-Award or prior to the final report, the Company must repay KickStart Venture Services for any funds disbursed under this Grant-Award. Such payments are due 60 days after the date of such license to the third-party.
10. The Grant-Award shall not be used for overhead, facilities and administration (F&A), or indirect costs. Budgets submitted including these items will be adjusted prior to disbursement.
11. Further terms and conditions may be imposed by the KickStart Venture Services team and will be provided on the KickStart Venture Services website.