

Expression of Interest (EOI) Form



Ontario Centres of
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Where Next Happens

For reference only. To submit an EOI, you must contact your OCE Business Development Manager or the Innovation Procurement Manager (laura.yu@oce-ontario.org) to initiate and submit an EOI application through AccessOCE (OCE's application portal). Only applications submitted through AccessOCE will be accepted.

Small Business Innovation Challenge

EOI QUESTIONS

OCE Office use only

APPLICATION DATA	
Project Title	«Project_Title»
Application Number	«Application_Number»

PROBLEM STATEMENT: INSERT CHALLENGE TO BE ADDRESSED AND CLEARLY STATE THE STAGE YOU ARE APPLYING TO (FEASIBILITY OR PRODUCT DEVELOPMENT AND DEMONSTRATION STAGE)

NOTE: PLEASE RESPOND TO ALL QUESTIONS BELOW. FOR QUESTIONS MARKED "FEASIBILITY STAGE" OR "PRODUCT DEV & DEMO STAGE", PLEASE RESPOND ONLY TO THE RELEVANT QUESTIONS BASED ON THE STAGE YOU ARE APPLYING TO

1: PROPOSED SOLUTION TO PROBLEM STATEMENT (MAXIMUM 1 PAGE)

- A.** Describe the innovation/technology you are proposing to address the challenge described in the Problem Statement - What is it and how does it work?
- B.** At what stage are the components of your proposed innovation/technology in the product development life cycle? Support your response with any available technical validation data, schematic diagrams, drawings, and pictures in the response below or upload them under the "Supporting Document Tab".
- C.** How will the innovation/technology being developed address certain aspects or all aspects of the challenges and expected outcomes identified in the Problem Statement? Include any supporting qualitative and/or quantitative information, as applicable. Supporting information can be provided in the response below or uploaded under the "Supporting Document" Tab.
- D.** What are the competitive advantages of the proposed solution relative to existing practices and/or solutions to overcoming the challenges and delivering the expected outcomes/benefits described in the Problem



Statement (include both technical and economic advantages and benefits)?

- A. (Type Here)
- B. (Type Here)
- C. (Type Here)
- D. (Type Here)

2: PROJECT OBJECTIVE AND COLLABORATION (MAXIMUM 1 PAGE)

A. Referring to the "Milestone Table" below, describe the overall objective of the project and outline the key product development milestones needed to get your proposed innovation/technology to the next stage of commercialization (i.e. proof-of-concept stage for Feasibility Stage OR prototype testing and demonstration for Product Development & Demonstration Stage).

Milestone Table

Please list the key milestones in the table below (add more lines as necessary)

Activity	Team Member	Expected Outcome	Duration (e.g. # months)

B. **FEASIBILITY STAGE:** What are the technical and commercialization risks the project aims to de-risk to demonstrate the feasibility and merit (both technical and business) of the proposed innovation/technology as a viable solution to the Problem Statement?

OR

PRODUCT DEV & DEMO STAGE: What are the technical and commercialization risks the project aims to de-risk to get the innovation/technology ready for larger-scale pilot demonstration and/or procurement of pilot technology at the end of the project?

C. Referring to the "Team Members" column in the Milestone Table above, identify a Project Manager and describe how project activities and finances will be tracked and reported. If the project involves additional Project Contributor(s), describe the collaboration that will take place between the Contributor(s) and their roles in the project. Optional: Upload Letter(s) of Support from Project Contributor(s) that clearly states the intent of partnership and collaboration.

- A. (Type Here)
- B. (Type Here)
- C. (Type Here)

3: COMMERCIALIZATION, ADOPTION AND SCALABILITY (MAXIMUM 1 PAGE)

A. **FEASIBILITY STAGE:** Following the completion of the project, what are the next steps and estimated investments required to the technology to the next stage of product development and demonstration? Comment on the resources that will be required and any gaps to be addressed.

OR

PRODUCT DEV & DEMO STAGE: What are the potential barriers to adoption on a province-wide scale, and



how will you mitigate these barriers? Reference the relevant risk factors identified in Question 2B, if they are already described above

A. (Type Here)

4: METRICS OF SUCCESS (MAXIMUM 1 PAGE)

A. FEASIBILITY STAGE: Using quantitative and qualitative metrics that are relevant to the expected outcomes and background information provided in the Problem Statement, describe how you will determine viability of the proposed solution for commercialization (take into account both technical and economic considerations).

OR

PRODUCT DEV & DEMO STAGE: Using quantitative and qualitative metrics that are relevant to the expected outcomes and background information provided in the Problem Statement, describe how you will determine success of the product demonstration in an experimental setting (take into account both technical and economic considerations).

A. (Type Here)