



## Ontario-Jiangsu Industrial Research and Development Program (OJIRDP)

### PROPOSAL QUESTIONS

*OCE Office use only*

APPLICATION DATA	
Project Title	Click here to enter text.
Application Number	Click here to enter text.

#### 1: JIANGSU PROJECT APPLICANT ORGANIZATION BACKGROUND (1 PAGE MAXIMUM)

- A. Provide a description of the applicant organization's general business, operations in Jiangsu and elsewhere, and area of expertise.
- B. Describe the organization's main products/services, targeted customers and existing intellectual property.
- C. Provide the organization's sales record for each of the last 3 years. If the organization is pre-revenue, describe how much has been invested to date by founders, family, angel capital and venture capital.
- D. Is this, or related R&D, presently being supported by other sources? If yes, indicate other sources, amounts, and dates of performing the R&D under this support.
- E. Has your organization previously received other sources of governmental support? If yes, list the sources and dates.

- A. Click or tap here to enter text.
- B. Click or tap here to enter text.
- C. Click or tap here to enter text.
- D. Click or tap here to enter text.
- E. Click or tap here to enter text.

#### 2: ONTARIO PROJECT APPLICANT ORGANIZATION BACKGROUND (1 PAGE MAXIMUM)

- A. For company applicants: provide a description of the applicant organization's general business, operations in Ontario and elsewhere, and area of expertise.
- B. For company applicants: describe the organization's main products/services, targeted customers and existing intellectual property.
- C. For company applicants: provide the organization's sales record for each of the last 3 years. If the organization is pre-revenue, describe how much has been invested to date by founders, family, angel capital and venture capital.
- D. For company applicants: has your organization previously received other sources of governmental support? If

yes, list the sources and dates.

**E.** For all applicants, is the proposed innovation in this project, or related R&D, presently being supported by other sources? If yes, indicate other sources, amounts, and dates of performing the R&D under this support.

**A.** Click or tap here to enter text.

**B.** Click or tap here to enter text.

**C.** Click or tap here to enter text.

**D.** Click or tap here to enter text.

**E.** Click or tap here to enter text.

### 3: PROJECT DESCRIPTION (2 PAGES MAXIMUM)

- A.** Describe the specific problem or market need/opportunity that the project will address, and its magnitude. What are the technical challenges that this project will address? Describe the addressable market if the solution is successfully developed.
- B.** Describe the importance and rationale for the proposed Ontario-Jiangsu collaborative project to address the problem or opportunity. How will the organizations mutually benefit from the scientific or technical advances, or the innovative techniques, processes or products that will be developed in the proposed project?

**A.** Click or tap here to enter text.

**B.** Click or tap here to enter text.

### 4: LEVEL OF INNOVATION OF THE TECHNOLOGICAL DEVELOPMENT (3 PAGES MAXIMUM)

- A.** Describe the proposed innovation that will be developed to address the problem or opportunity described above. Explain why the approach is novel in the context of current technical and commercial developments.
- B.** Describe the research and development methodology to develop the solution and the expected outcomes. Describe the scientific issues, research problems and/or technical risks and complexities associated with developing the proposed innovation, and proposed risk mitigation strategies.

**A.** Click or tap here to enter text.

**B.** Click or tap here to enter text.

### 5: COOPERATION BETWEEN PARTICIPANTS (SYNERGIES, ADVANTAGES, COMPLEMENTARITIES, ETC.) (2 PAGES MAXIMUM)

- A.** Describe the roles of each team member (industry and/or academic) directly involved in this application, including how they will contribute to accomplish the project objectives. Provide any further details about the team's expertise that is not captured in the Team Member table section of the application.
- B.** Describe the partners' capacity to carry out the project, including the level of involvement and resources of the industry partner(s) in the project execution.
- C.** Describe how communication between the team members (industry and/or academic) in Ontario and Jiangsu will occur and be managed.
- D.** How will the Intellectual Property related to the project be dealt with during and after the project? Who will own the Intellectual Property Rights to the project results?

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- D. Click or tap here to enter text.

## 6: MARKET POTENTIAL AND COMMERCIALIZATION PLAN (2 PAGES MAXIMUM)

- A. Describe how the results will be transferred between the project partners, including how the final project deliverables will be packaged (e.g. final technical report, algorithms, software, physical prototype etc.).
- B. Following completion of the project, what further steps (and investments) are required to implement the solution and/or bring the product to market (commercialization strategy)? Who will be responsible for these steps? Comment on the resources that the partners have to implement the commercialization strategy and how any gaps will be addressed.
- C. Quantify the expected economic benefits that will be realized in Ontario and in Jiangsu, and the anticipated timelines (focus on next 5 years). Benefits include direct economic benefit to the applicants and/or industry partners (e.g. new jobs, increased revenue, increased productivity, cost savings), and/or indirect economic benefit to other members of the value chain, partners, or industry in Ontario and Jiangsu (e.g. job creation, capacity building, strategic benefit).

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## 7: OTHER PREVIOUS AND CURRENT OCE PROJECTS (IF APPLICABLE)

- A. Provide a description of all OCE projects in which the Ontario applicant or industry partner(s) (or company division associated with this application) is involved, including previously completed, currently active, or submitted projects from all OCE programs.
- B. Describe the main outcomes (technical and commercial) of the previously completed projects.
- C. Indicate how this new application relates to the company's previous and current projects.

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