

OVIN R&D Partnership Fund – WinterTech Stream

PROPOSAL QUESTIONS

Instructions: Answer **all** questions **carefully**. Provide sufficient details for reviewers to assess the merit of the opportunity. If you want reviewers to consider supporting documentation, please refer to specific document titles in your answers below and upload these documents in the Attachment – Additional Supporting Documents section. Attachments must be **brief**.

APPLICATION DATA

Project Title	«Project_Title»
Application Number	«Application_Number»

1. PROJECT DESCRIPTION SUMMARY (3 SENTENCES)

Provide a summary of the proposed project. *(This is used for internal communications.)*

Answer here

2. PROJECT OVERVIEW (MAXIMUM = 2 PAGES)

Describe what this project is about, how it will be delivered, who is involved, what will be achieved, and why it is important. Describe anticipated technical and commercial outcomes.

Answer here

3. MARKET OPPORTUNITY & SOLUTION(S) (MAXIMUM = 10 PAGES)

In this section you should justify the rationale for doing the project, explain your technology, and what you will develop.

3.1. What market opportunity(ies) will this project address? *(Refer to current problems and deficiencies. Include market research data and references.)*

Answer here

3.2. What technological and business solution(s) will be delivered during this project? *(Include technical details, logical and physical system diagrams, device and/or apparatus drawings/photos, hardware and software platforms used, development tools used, etc.)*

3.2.1. Explain existing technology and its development status *(including TRL)*.

Answer here

3.2.2. Explain proposed solution *(e.g., what features and functions will be developed to augment, improve existing technology. It should be at TRL 7 minimum by end of project)*.

Answer here

3.2.3. Describe how solution(s) will address the market opportunity.

Answer here

3.3. Competitive advantages and competition.

3.3.1. Describe major competitive advantages. *(What global competitive advantages will this project enable for all partners?)*

Answer here

3.3.2. Provide a detailed analysis of the competition. *(Who are your competitors and how will this project help you differentiate in the marketplace?)*

Answer here

4. PARTNERSHIP (MAXIMUM = 5 PAGES)

Provide the following information for Applicant and Project Partners. *(All contributing organizations and the primary partner must use the following list).*

4.1. Applicant:

4.1.1. Company Description (include a short history; high-level description of activities, sector(s); locations of operations; private, public).

Answer here

4.1.2. Ownership

Answer here

4.1.3. Leadership and advisory board composition

Answer here

4.1.4. Description of staff (number and type of staff)

Answer here

4.1.5. Customers

Answer here

4.1.6. Revenues and sources (specify if pre-revenues)

Answer here

4.1.7. Investments (amounts, sources, and dates)

Answer here

4.1.8. Current capital raising activities

Answer here

4.1.9. Current products and services offered. *(Including business model and how you make money)*

Answer here

4.1.10. How this project will be financed (including sources of funds. Confirm that matching funds are from private sources.)

Answer here

4.1.11. Role in project

Answer here

4.1.12. Value/benefits created from partnership during project

Answer here

4.2. Primary Partner: (Public sector organizations only need to answer relevant sections. Use N/A wherever appropriate)

4.2.1. Organization Description (include a short history; high-level description of activities, sector(s); locations of operations; private, public).

Answer here

4.2.2. Ownership (SMEs only)

Answer here

4.2.3. Leadership and advisory board composition (SMEs only)

Answer here

4.2.4. Description of staff (number and type of staff)

Answer here

4.2.5. Customers

Answer here

4.2.6. Revenues and sources (specify if pre-revenues)

Answer here

4.2.7. Investments (amounts, sources, and dates) (SMEs only)

Answer here

4.2.8. Current capital raising activities (SMEs only)

Answer here

4.2.9. Current products and services offered. (Including business model and how you make money)

Answer here

4.2.10. How this project will be financed (including sources of funds. Confirm that matching funds are from private sources.) (SMEs only)

Answer here

4.2.11. Role in project

Answer here

4.2.12. Value/benefits created from partnership during project

Answer here

4.3. Other Partners: (copy and paste numbered list from above)

Answer here

5. PROJECT PLAN AND TEAM (MAXIMUM = 10 PAGES)

5.1. Outline specific and measurable project goals and expected outcomes. (What functions, capabilities do you intend to have developed and be ready to demonstrate by the end of the project. What does success look like?)

Answer here

5.2. List and detail all project activities and milestones, including staffing, timeline, budget, and outcomes. Enter summary of outcomes and activities for each milestone in the online module Milestones table. (Milestones should follow the SMART methodology: Specific, Measurable, Attainable, Responsible, and Timely. The project plan should include at least one final demonstration event as a milestone. For this event, you need to describe what use cases will be demonstrated, where and when it will happen, and who will be invited and expected to participate).

Answer here

5.3. Team:

5.3.1. Identify each project team member. Include project role and expertise. *(To be consistent with the online module Team table).*

Answer here

5.3.2. Identify personnel gaps and describe your hiring plan.

Answer here

5.4. Risk Management:

5.4.1. Identify any potential risks that could affect the successful outcomes of the project and explain proposed mitigation strategies.

Answer here

5.4.2. Identify any regulatory and licensing requirements needed to carry out the project.

Answer here

6. COMMERCIALIZATION, RETURN ON INVESTMENT (ROI), AND IMPACT (MAXIMUM = 5 PAGES)

6.1. Explain the commercialization plan to be executed during and following completion of the project. *(Since this program supports TRL 7 R&D activities, it is expected that further R&D will be required for the solution to be commercially available).*
Specifically, describe:

6.1.1. Additional R&D activities required to reach commercial status.

Answer here

6.1.2. Investments and resources required to deliver the plan.

Answer here

6.1.3. How the solution will be marketed, sold, and how revenues will be generated.

Answer here

6.1.4. Market barriers and plan to address.

Answer here

6.2. Return on Investment. Resulting from project, describe:

6.2.1. Economic benefits to Applicant and all Partners over the next 5 years. *(Include forecast of jobs retained, jobs created, and revenues. Consider cost savings).*

Answer here

6.2.2. Intellectual property creation

Answer here

6.2.3. Investment attraction

Answer here

6.2.4. Exports potential

Answer here

6.2.5. Social and/or environmental (as applicable) benefits to Ontario.

Answer here

7. NON-PROPRIETARY DATA AND INFORMATION OUTPUTS

A requirement of OVIN is to collect non-proprietary data and information about the products, services, and technologies supported by OVIN programs including their characteristics, performance, and external requirements. The protocol guiding the collection, sharing, and analysis of the data is referred to as the [Data and Information Sharing Protocol \(DISP\)](#).

Please confirm that you have read and agree to the [DISP](#)'s terms and conditions and that you will be able to provide a list of all the non-proprietary data and information elements identified in Appendix 1 of the protocol.

The data is essential to support the operation of the Ontario's C/AV ecosystem and to advance the development and adoption of C/AV technologies across Ontario's transportation system.

7.1. Your response (Answer: "Confirmed")

Answer here