

OVIN Technology Pilot Zones

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 in AccessOCI. Attachments must be brief. For any references, please use footnotes and provide a hyperlink to the information source. Use Arial font with 11 font size throughout.

APPLICATION DATA	
Project Title	Project Title (meaningful description of the project)
Application Number	Application Number (see AccessOCI)

Section 1 – Company and Technology Overview (Maximum = 3 pages)

1.1. Company Information (Maximum = 1 page)

Organization Name, Operating Legal Name, Business Number, Company Address (Street, City, Province, Postal Code), Company Description (include a short history; high-level description of activities, sector(s); private, public).

Answer here

1.2. Brief Project Description (Maximum = 1 page)

1.2.1 Project Title:

1.2.2 Provide a Brief Description of the project

1.2.3 Provide a detailed description of the technology you are piloting. What problem does your technology solve? How does your technology work?

Answer here

1.3. Explain existing technology and its development status, including Technology Readiness Level. What testing or validation has been completed to date? (Maximum = 1 page)

Include technical details, logical and physical system diagrams, device and/or apparatus drawings/photos, hardware and software platforms used, development tools used, etc.

Answer here

Section 2 – Use of Funding and Testing Environment (Maximum = 2 pages)

2.1. Use of Funding

Provide a detailed budget breakdown for the funding.

Item Description	Payee	Budget Category	Quantity	Unit	Rate	Total

2.2. Testing Environment & Requirements (Maximum = 5 pages)

2.2.1 Describe the real-world environment where you plan to pilot your technology.

Answer here

2.2.2. What specific aspects of the environment will you be utilizing? What resources or support do you need to conduct these tests? (Equipment, facilities, data etc.).

Answer here

2.2.3. What is your testing plan? What specific tests will you conduct during the pilot phase?

Answer here

2.2.4 What metrics will you use to evaluate the success of your pilot?

Answer here

Section 3 – COMMERCIALIZATION PLAN (Maximum = 5 pages)

In this section you should justify the rationale for doing the project and explain how this will achieve your commercialization strategy.

3.1. What market opportunity will this project address? (Maximum = 1 page)

What is your plan for bringing this technology to market? Provide a timeline for your market entry strategy.

Answer here

3.2. Describe your target market and customer segments. How do you plan to enter the market? (Partnerships, Direct sales, Licensing, etc.) (Maximum = 1 page)

Answer here

3.3. Describe the major competitive advantages. (Maximum = 1 page)

What global competitive advantages will this project enable for all partners?

Answer here

3.3.1. Provide a detailed analysis of the competition. (Maximum = 1 page)

Who are your competitors and how will this project help you differentiate your company in the marketplace? Consider using a competitor matrix table to compare your solution to other companies by features.

Answer here

3.3.2. Identify any market barriers and describe your plan to address each. (Maximum = 1 page)

Section 4 –DETAILED COMPANY INFORMATION (Maximum = 1 page per organization)

Complete the tables below and provide detailed information of the company, leadership, operations (customers, business model, and fundraising activities).

4.1. Detailed Company Information

Ownership	
Leadership and advisory board composition	
Description of staff (number and type of staff)	
Customers	
Revenues and sources (specify if the company is pre-revenue)	
Investments (amounts, sources, and dates)	
Current capital raising activities	
Current products and services offered (Including business model and how you make money)	
How this project will be financed (including sources of funds. Confirm that matching funds are from private sources)	

4.1.1. Describe the applicant company’s role in the project. (Maximum = 100 words)

Answer here

4.1.2. Describe any applicable partner (strategic or funding partner) and the value created for the applicant company from the partnership during the project. (Maximum = 250 words)

Answer here

Section 5 – PROJECT PLAN AND TEAM (MAXIMUM = 5 PAGES)

In this section you should explain the project objectives, the plan to deliver on these objectives, and the team who will be implementing the plan.

5.1. List the Project Objectives and provide a specific and measurable description of each objective. (Maximum = 250 words)

What commercialization activities do you intend to achieve by the end of the project. What does success look like?

Answer here

5.2.1. In the table below, describe project plan, including milestones, personnel requirements, deliverables,

budget, and timelines.

Milestones should follow the SMART methodology: Specific, Measurable, Attainable, Responsible, and Timely.

Milestone (checkpoints toward objectives)	Personnel Requirements (human resources required to reach milestone)	Deliverables (specific and measurable results you will achieve)	Budget (eligible expenses required to complete milestone)	Timeline (estimated duration, use generic months "Month 1 to Month 3")	Quarter (three-month period during which milestone is completed)

Add rows as required

5.3.1. From the table in section 5.2.1., identify each project team member listed in the Personnel Requirements column in the table below. Highlight the relevant expertise that each team member will contribute to the milestones assigned.

Ensure that CVs for each team member are uploaded to the Supporting Documents section of AccessOCI and that details from this table are consistent with the Team Member table in AccessOCI.

Name	Affiliation (Company)	Expertise

Add rows as required

5.3.2. From the table in section 5.2.1., identify personnel gaps in the Personnel Requirements in the table below. For each unfilled role, describe your hiring plan to fill the role.

Role	Hiring Plan	Responsibility for Hiring	Timeline to Hire

Add rows as required

5.4.1. From the table in section 5.2.1., identify any potential risks that could affect successful achievement of project milestones and explain proposed mitigation strategies in the table below.

Risk	Probability of Occurrence (Low, Medium, High)	Impact on Project (Low, Medium, High)	Mitigation Strategy

Add rows as required

5.4.2. From the table in section 5.2.1., identify any regulatory and licensing requirements needed to carry out the project. (Maximum = 100 words)

Answer here

5.4.3. How will you handle potential delays or setbacks in achieving your milestones? (Maximum = 100 words)

Answer here

Section 6 – RETURN ON INVESTMENT AND IMPACT (MAXIMUM = 4 PAGES)

In this section, provide an explanation of the project's impact and return on investment (ROI).

6.1.1. Describe any investments and human resources required to deliver the post-project commercialization plan. (Maximum = 250 words)

Answer here

6.2.1. Outline the Return on Investment from this project by completing the table below that describes and justifies the economic benefits to Applicant, all applicable Partners, and the province of Ontario over the next 5 years. Include forecast of jobs retained, jobs created, and revenues. Consider cost savings.

Economic Benefit	Forecasted Numbers for each of the 5 years post-project	Justification (explain how you arrived at these numbers and support each with data and reference to your commercialization plan in 6.1.1.)
[Applicant Company] Jobs Created and Retained		
[Applicant Company] Revenue Generated		
[Applicant Company] Costs Savings (if applicable)		

Add rows as required

6.2.2. Describe any Intellectual Property (IP) that will be created as a result of this project and your creation and protection strategy. (Maximum = 100 words)

Answer here

6.2.3. Describe any expected investment attraction from private capital resulting from this project. (Maximum = 100 words)

Answer here

6.2.4. Describe any export potential of your products and services to foreign markets resulting from this project. (Maximum = 100 words)

Answer here

6.2.5. Describe the social and environmental (as applicable) benefits to Ontario resulting from this project. (Maximum = 100 words)

Answer here

Section 7 – NON-PROPRIETARY DATA AND INFORMATION OUTPUTS

7.1.2. What types of data will you collect during the project?

Answer here

7.1.3. Describe your data privacy and security measures. How will you ensure compliance with relevant data protection regulations?

Answer here

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.

7.2. Your Response (Answer: “Confirmed”)

Answer here