

# OVIN R&D Partnership Fund – C/AV & Smart Mobility – Stream 2

## 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	
<b>Project Title</b>	Project Title (meaningful description of the project)
<b>Application Number</b>	Application Number (see AccessOCI)

### Section 1 – PROJECT DESCRIPTION SUMMARY (Maximum = 3 sentences)

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

Answer here

### Section 2 – PROJECT OVERVIEW (Maximum = 2 pages)

*Provide an executive summary of the proposal, highlighting the Market Opportunity & Solution, Partnership, Project Plan and Team, Commercialization Plan, Return on Investment, and Economic, Social, and Environmental Impact to Ontario. It is recommended that this section be completed last.*

Answer here

### **Section 3 – MARKET OPPORTUNITY & SOLUTION(S) (Maximum = 5 pages)**

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

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

*Refer to current problems and deficiencies with available solutions. Include market research data and references.*

Answer here

#### **3.2.1. Explain existing technology and its development status, including Technology Readiness Level. (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

#### **3.2.2. Explain proposed solution, including Technology Readiness Level. (Maximum = 1 page)**

*What features and functions will be developed to augment and improve existing technology (technology should be at Technology Readiness Level 7 minimum by end of project.) 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

#### **3.2.3. Describe how the solution(s) will address the market opportunity. (Maximum = 250 words)**

*How will the solution(s) you described in 3.2.2. specifically address the market opportunity you described in 3.1.*

Answer here

#### **3.3.1. Describe the major competitive advantages. (Maximum = 250 words)**

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

Answer here

#### **3.3.2. 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

**Section 4 – PARTNERSHIP (Maximum = 1 page per organization)**

*Complete the tables below for the Applicant and all contributing Project Partners.*

**4.1.1. Applicant**

<b>Company Description</b> (include a short history; high-level description of activities, sector(s); locations of operations; private, public).	
<b>Ownership</b>	
<b>Leadership and advisory board composition</b>	
<b>Description of staff</b> (number and type of staff)	
<b>Customers</b>	
<b>Revenues and sources</b> (specify if the company is pre-revenue)	
<b>Investments</b> (amounts, sources, and dates)	
<b>Current capital raising activities</b>	
<b>Current products and services offered</b> (Including business model and how you make money)	
<b>How this project will be financed</b> (including sources of funds. Confirm that matching funds are from private sources)	

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

Answer here

**4.1.3. Describe the value created for the applicant company from the partnership during the project. (Maximum = 250 words)**

Answer here

## 4.2. Primary Partner

<b>Company Description</b> (include a short history; high-level description of activities, sector(s); locations of operations; private, public)	
<b>Ownership</b> (SMEs only)	
<b>Leadership and advisory board composition</b> (SMEs only)	
<b>Description of staff</b> (number and type of staff)	
<b>Customers</b>	
<b>Revenues and sources</b> (specify if the company is pre-revenue)	
<b>Investments</b> (amounts, sources, and dates - SMEs only)	
<b>Current capital raising activities</b> (SMEs only)	
<b>Current products and services offered</b> (Including business model and how you make money)	
<b>How this project will be financed</b> (including sources of funds. Confirm that matching funds are from private sources - SMEs only)	

### 4.2.2. Describe the primary partner’s role in the project. (Maximum = 100 words)

Answer here

### 4.2.3. Describe the value created for the primary partner from the partnership during project. (Maximum = 250 words)

Answer here

### 4.3. Secondary Partner (if applicable)

<b>Company Description</b> (include a short history; high-level description of activities, sector(s); locations of operations; private, public)	
<b>Ownership</b> (SMEs only)	
<b>Leadership and advisory board composition</b> (SMEs only)	
<b>Description of staff</b> (number and type of staff)	
<b>Customers</b>	
<b>Revenues and sources</b> (specify if the company is pre-revenue)	
<b>Investments</b> (amounts, sources, and dates - SMEs only)	
<b>Current capital raising activities</b> (SMEs only)	
<b>Current products and services offered</b> (Including business model and how you make money)	
<b>How this project will be financed</b> (including sources of funds. Confirm that matching funds are from private sources - SMEs only)	

#### 4.3.2. Describe the secondary partner's role in the project. (Maximum = 100 words)

Answer here

#### 4.3.3. Describe the value created for the secondary partner from the partnership during the project. (Maximum = 250 words)

Answer here

**Section 5 – PROJECT PLAN AND TEAM (MAXIMUM = 10 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 = 1 page)**

*What functions and 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

**5.2.1. 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. 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.*

<b>Milestone</b> (checkpoints toward objectives)	<b>Personnel Requirements</b> (human resources required to reach milestone)	<b>Deliverables</b> (specific and measurable results you will achieve)	<b>Budget</b> (eligible expenses required to complete milestone)	<b>Timeline</b> (estimated duration, use generic months "Month 1 to Month 3")

Add additional rows if needed

**5.3.1. 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 additional rows if needed

**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 additional rows if needed

**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.**

<b>Risk</b>	<b>Probability of Occurrence</b> (Low, Medium, High)	<b>Impact on Project</b> (Low, Medium, High)	<b>Mitigation Strategy</b>

Add additional rows if needed

**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



**Section 6 – COMMERCIALIZATION, RETURN ON INVESTMENT, AND IMPACT (MAXIMUM = 7 PAGES)**

*In this section, explain the commercialization plan to be executed following completion of the project.*

**6.1.1. Provide a detailed explanation of how the solution will be marketed, sold, and how revenues will be generated. (Maximum = 1 page)**

Answer here

**6.1.2. Identify any market barriers and describe your plan to address each. (Maximum = 250 words)**

Answer here

**6.1.3. Describe any additional R&D activities required post-project to reach commercial status. (Maximum = 250 Words)**

*For example, if at TRL 7 at the conclusion of this project, what further R&D activities will be required for the solution to be commercially available?*

Answer here

**6.1.4. 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 Partners, and the province of Ontario over the next 5 years.**

*Include forecast of jobs retained, jobs created, and revenues. Consider cost savings.*

<b>Economic Benefit</b>	<b>Forecasted Numbers for each of the 5 years post-project</b>	<b>Justification</b> (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)		

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

**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 = 250 words)**

Answer here

## Section 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 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