

## Request for Applications (RFA) The Cohen Translational Engineering Fund

### Purpose:

Established through a generous multi-year gift from Neil Cohen '83 and his wife, Sherry, the Cohen Translational Engineering Fund provides up to \$200,000 seed funding to support the initial stage of innovation and advance discoveries on a commercial path. Recipients are awarded up to \$100,000 to conduct work over a period of up to nine months.

### Eligibility:

To be considered, your application must meet the following criteria:

1. Your technology must be formally disclosed to the Johns Hopkins Technology Ventures office and assigned a case number (e.g. C12345). Report an invention here: [ventures.jhu.edu/roi](https://ventures.jhu.edu/roi)
2. The invention must not be subject to any pre-existing exclusive licenses, non-exclusive licenses, or options.
3. Applicants must be a Whiting School of Engineering faculty member.
4. The application must **NOT** exceed 5 pages, excluding the cover page and letters of support, with a minimum 10 point font size and half inch margins.

**Please note:** The Cohen Translational Engineering Fund is an evergreen fund. When Cohen-funded technologies are successfully licensed, a portion of the Hopkins' license revenue (1.5X the award amount) is used to replenish the Cohen Translational Engineering Fund to support future projects. Therefore, if a technology receives a \$100,000 award, \$150,000 is repaid to the Cohen Translational Engineering Fund before any revenues are distributed to Johns Hopkins, including inventors.

### Applicant Components:

#### A. HEADER/APPLICANT INFORMATION (COVER PAGE)

The Applicant must include:

- The principal investigator's name and contact information
- Title of the project
- The JHTV case number for the technology (ex. C12345)
- The total amount of funding received to date for this project
- The total amount of funding requested
- **This information should appear as a stand-alone Cover page.**

#### B. TECHNOLOGY DESCRIPTION, STATUS, AND INTELLECTUAL PROPERTY

- A detailed description of the associated Technology should be provided. The description should focus on how the Technology is unique/novel in its approach to solve an important problem relative to other approaches in the scientific literature and other commercial products.

- Describe the status of the Technology's development including the studies completed and the conclusions derived.
- Any preliminary data or other results suggesting that the Technology is likely to work as predicted should be included.
- List and describe the intellectual property or Report(s) of Invention involved in the project including the type of filing (composition of matter, method, etc.), filing and approval status, and an explanation of in what way(s) is the intellectual property strong (if filed) or likely protectable when filed.

### **C. APPLICATION OF TECHNOLOGY AS A PRODUCT AND COMMERCIAL MARKET ASSESSMENT**

- Describe potential commercial products or services that could be based on the technology.
- Describe how these products will solve a problem in the market and describe the overall importance of solving that problem.
- Include a description of the customer who will buy the product or service and a brief summary of the size of the market opportunity that these customers represent.
- Include a description of the value proposition (ideally quantified) that these products will bring to customers – cost savings, time savings, convenience, improved outcomes, etc.
- Outline a general description of the technology's competitive advantages over competing products and services. If possible, include a chart that compares key features of your product with competing products that are either on the market or in development.

### **D. COMMERCIALIZATION PATHWAY AND RISK ASSESSMENT**

- Provide an overview of the overall steps/milestones needed to commercialize the Technology (beyond the funding) including how long it will take and how much it will cost to achieve key milestones.
- Describe how you see the technology being licensed, such as via a startup company or a license to a corporate entity. In either case, identify potential commercial partners and provide any information available about the interest of those partners in the technology.
- Describe the major risks of failure (beyond the proposed project, e.g., technology risk, market risk, etc.) along with the applicant's plans to manage that risk, i.e., what would be done if the proposed commercialization approach was not successful?

### **E. PROJECT DESCRIPTION, MILESTONES & BUDGET/JUSTIFICATION**

- Include a summary of the proposed project, the anticipated milestones and a clear timeline. The project timeline should not exceed 9 months.
- Describe how each of the milestones leads to a clear demonstration or validation of the technology for the proposed commercial purpose and/or significantly advances the technology along the commercialization pathway. Milestones and success metrics must be quantifiable and measurable so it will be obvious when they have been successfully, or unsuccessfully, met.
- A budget of the costs required to conduct the project should be provided.
- Patent and freedom to operate analysis expenses are **NOT** allowed
- Expenses for consultants should include specific deliverables and cost estimates.
- A justification for the significant project costs (\$5,000+) should be provided.
- **All expenses should tie to specific deliverables and milestones.**

- Please note that if the research plan is slated to be conducted during the regular academic year, you may not include faculty salary support. Additionally, indirect costs are not covered by the Cohen Translational Engineering Fund and should not be included in the proposal's budget.

#### **F. LETTERS OF SUPPORT (OPTIONAL)**

- Confirm the technology as impactful and leading edge
- Validate a commercial market need
- Indicate a specific willingness to assist, use, license or fund
- Indicate an increased likelihood technical success and commercialization as a result of the award
- Letters from potential vendors or suppliers are **not** helpful as they do nothing to validate key components of the application.

#### **G. OTHER**

- Biographical sketches are not required and should not be included.
- Footnotes are not required

#### **Review Process:**

All applications will be reviewed by a committee comprising relevant industry members as well as faculty and staff. Evaluation of proposals will be on the basis of innovation and scientific merit, prospective market impact, technical feasibility, and commercialization potential. Proposals that have not been presented to the finalists committee may be given preference in order to broaden participation. Finalists will be notified in February and must prepare for an in-person presentation in March each year. The projected award date is late March. Please plan availability and project timelines accordingly.

#### **Reporting Requirements:**

Award recipients will be required to prepare a midterm report in October on project activities and results to date, progress toward meeting midterm milestones, accounting of expenditures charged to the award and details on the proposed commercialization plan. The midterm report will include an in-person review meeting in October. A final report will be due within 30 days of completion of the project in the form of a 2-page summary of results and commercialization efforts to date. Annual post-award updates are expected as the technology progresses toward commercialization.

#### **Program Information:**

Applications are due no later than midnight of February 5, 2023. Applications received after this deadline will not be considered. [Please click here to access the application.](#)

#### **FOR QUESTIONS, PLEASE CONTACT:**

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**NEED HELP APPLYING? [Please read our Translational Funding Application Guide](#)**