

FY24 SACT Grant Program
Track 1: Lab to Market**Full Application Contents**

The FY24 SACT Lab to Market Grant seeks to champion the vital role of our state's institutions of higher education in building South Carolina's reputation and strength in technology development and commercialization. In this application, we encourage you to concentrate on how the technology is ideally suited to fulfill a market need and how the proposed activities and partnerships can accelerate the path to market for this technology (or technologies).

Please note that a technical review is no longer part of the review process. Technical merit has been confirmed during an earlier screening and selection phase at each institution. Proposals will be evaluated pursuant to alignment with the Lab to Market criteria. More information can be found in the solicitation.

The sections below represent the body of the Full Application and all applications should be labeled as such. Please keep margins no less than 0.5 inch using Arial, Calibri, or Times New Roman with a font size no less than eleven (11) points.

I. Cover Page

Complete the Cover Page form found at www.scra.org/sact-grant.

II. The Technology (2 page maximum per technology)

Selected technologies should focus on the science- and technology-intensive industry sectors identified in the June 2022 report [Vision 2030: South Carolina Science and Technology Plan](#) (page 6-7). For each technology, include the following:

- a. **The What:** Briefly describe the technology (or technologies) that will be advanced during the grant period. What is it and how will it be used?
- b. **The Opportunity:** Describe the market need that the proposed technology seeks to address. What is the key differentiator over other solutions currently available?
- c. **The Moat:** Summarize the status of any existing intellectual property (pending and issued) related to the technology. Do not disclose confidential information that could impact future IP.

III. Activities & Timeline

Describe the activities that will be conducted and associated outcomes expected in Year 1, Year 2, and Year 3 of the performance period. Include a corresponding table showing the timeline of activities and outcomes. Outcomes at the conclusion of the performance period must include key commercialization-oriented milestones that will position the technology for a variety of follow-on funding sources including, but not limited to, federal grants (e.g., SBIR/STTR), pre-seed or seed stage funding.

Reminder:

- Proposals should consider relevant commercialization assessments including, but not limited to market analysis, intellectual property landscape/freedom-to-operate, regulatory strategy, reimbursement strategy, manufacturability assessment, etc.
- Customer discovery and market validation activities are strongly encouraged, with the outcomes of such activities culminating in a demonstration/pilot project with an industry partner, an animal study, or similar trial in Year 2 or Year 3 of the performance period.

IV. ***Educational/Training Opportunities***

Describe the faculty and student educational/training opportunities that will be offered to grow the technical entrepreneur capacity in South Carolina and/or to pursue use-inspired research and development careers. NOTE: SCRA encourages Track 1: Lab to Market awardees to extend an invite to Track 2: Capacity Building awardees to applicable educational/training opportunities they can attend (e.g., virtual webinars, in-person events, etc.).

V. ***The Team (1 page maximum per person)***

For each member of the project team, insert a short bio limited to no more than one page per person and include the following information:

- a. Name
- b. Organization and Title/Role
- c. Experience relevant to the project, and
- d. Contributions to the project over the performance period.

Reminder:

- Technology Transfer Representation: To facilitate technology development and commercialization activities, at least one member from the technology transfer office of the lead institution must be included in Senior Personnel. This individual is also eligible to serve as the Principal Investigator.
- Multi-institutional Collaboration: Proposals must include at least two institutions of higher education in South Carolina, excluding Clemson University, University of South Carolina, and Medical University of South Carolina.
- Industry Representation: Proposals must include a minimum of one industry partner to demonstrate alignment with market need.

VI. ***Sustainability***

In this section, describe the plans to leverage the SACT grant funding to ensure sustainability of the project. What monetary and non-monetary resources will enable the supported technologies to continue commercialization activities after the performance period of the grant, including management team and fundraising opportunities (dilutive and nondilutive)? Include any other complementary initiatives that are in progress or planned in the future that can align with and amplify the goals in this proposal.

VII. ***The Budget***

- a. **Budget Workbook:** Complete the Budget Workbook for Years 1, 2 and 3 found at www.scra.org/sact-grant. Once complete, copy and paste the table in the Total Project Budget tab into this section to represent the total budget over the three-year performance period of the grant.

FY24 SACT			
PROJECT TOTAL BUDGET			
Personnel			
Budget Category	SCRA Funds	Matching Funds	Total
Personnel	\$ -	\$ -	\$ -
Fringe	\$ -	\$ -	\$ -
Contractual	\$ -	\$ -	\$ -
Equipment	\$ -	\$ -	\$ -
Supplies	\$ -	\$ -	\$ -
Travel	\$ -	\$ -	\$ -
Subaward to Collaborating Institutions	\$ -	\$ -	\$ -
Other	\$ -	\$ -	\$ -
TOTAL DIRECTS	\$ -	\$ -	\$ -
Indirect Costs	\$ -	\$ -	\$ -
GRAND TOTAL (DIRECTS + INDIRECTS)	\$ -	\$ -	\$ -

- b. **Budget Narrative:** Provide a budget narrative to accompany the budget table inserted above. This section should describe how funds for each budget category will be used in Year 1, Year 2, and Year 3 of the performance period.

The budget for Year 1 cannot exceed \$290,000.

Indirect costs must be based on the institution’s rate for eligible expenses in that year. The total indirect costs cannot exceed 20% of the total project budget.

For each budget category, include any associated matching funds (cash and in-kind) that will be dedicated to the project and the source. In Section VIII, attach the Letters of Commitment from all parties contributing matching funds (lead institution, collaborating institutions, industry partners, etc.). Keep in mind that Federal dollars are not eligible as matching funds.

For any proposed equipment purchase exceeding \$25,000, please include a description of its use, including:

1. Equipment specifications.
2. Where will the equipment be located?
3. Who will oversee acquisition, use, and maintenance?
4. What mechanisms will be in place to train users, if needed?
5. Multi-institutional collaboration is the foundation of a robust proposal. Are there any planned collaborations for use of this equipment with other institutions or industry partners? Please describe.

VIII. Letters of Commitment

The Full Application must include a letter of commitment from any party contributing matching funds. Letters must provide the following information: (1) the name of the institution/organization; (2) the proposed dollar amount to be provided; (3) the proposed type of matching funds (cash or in-kind); and—except for the lead institution— (4) the party’s contributions to the project over the performance period.