

## Funding Opportunity Title

**CALL FOR PROPOSALS FOR THE PCIEERD SPRINT PROGRAM (Short-term Program for Researchers on INnovation and Technopreneurship) (FOR 2024 FUNDING)**

## Key information

|                                   |   |
|-----------------------------------|---|
| Type of funding                   | Grant   |
| Funding Agency                    | DOST-Philippine Council for Industry, Energy and Emerging Technology (DOST-PCIEERD)                                 |
| Add link to start the application | DOST Project Management Information System (DPMIS): <a href="http://dpmis.dost.gov.ph">http://dpmis.dost.gov.ph</a> |

## Timeline

| Event             | Date   | Time      |
|-------------------|--|-----------|
| Opening date      | June 1, 2024                                 | 8:00 A.M. |
| Closing date      | June 11, 2024                                | 5:00 P.M. |
| Evaluation Period | June 13 – July 10, 2024<br>(20 Working Days) |           |
| Start of projects | September 2024                               |           |

## Overview

The Philippine Council for Industry, Energy and Emerging Technology Research and Development (PCIEERD) is inviting qualified applicants to the Call for Proposals for SPRINT (Short-term Program for Researchers on Innovation and Technopreneurship). The SPRINT complements the council's efforts in commercializing technologies where it aims to inspire, encourage and upskill researchers and scientists to spin-off or license their technologies which are products of their research projects funded by PCIEERD.

Technology transfer is considered a new field where researchers and scientists are inadequately trained or ill-prepared. As a result, a low number of technologies are being commercialized or transferred because researchers and scientists veer away or avoid involvement in commercialization decisions and activities. This behavior is not unique in the Philippines as researchers in academia in different countries exhibit the same behavior. According to the study of Bercovitz and Feldman, only few academic scientists commit to spin-off creation, and most tend to remain in their traditional occupational choices as full-time scientists or choose a less entrepreneurial path of knowledge commercialization, such as training, or consulting (Bercovitz and Feldman 2008; O'Kane et al. 2015; Würmseher 2017).

This is unfortunate since critical employment of tacit knowledge requires the participation of the scientist in the transfer of early-stage technologies (Shane 2004). If the researcher finds it difficult to participate in technology transfer or refuses to do so for many reasons, it was found difficult to deploy the invention in an industrial environment (Siegel et al. 2003; Stevens and Bagby 1999).

Commercialization requires a different mindset and different set of skills for a transfer to be successfully undertaken. Being an entrepreneur in an academic setting requires an entrepreneurial mind-set to identify opportunities, organize resources, and create new ventures (Mangematin et al. 2014; Murnieks et al. 2014a; O'Kane et al. 2019; Würmseher 2017).

The DOST-PCIEERD has organized workshops and short-term training programs targeting researchers for mindset transformation – from research to an entrepreneurial mindset. The past trainings organized by RITTD for researchers are:

1. ***The Filipinnovation Entrepreneurship Corp (FEC)*** which is patterned after the Innovation-Corps Model run by the National Science Foundation in Silicon Valley transforming hundreds of scientists into entrepreneurs. The FEC have already trained 30 research teams which includes technology transfer officers in each team. The FEC Programme was run by the De La Salle University and have already completed 3 batches.
2. ***Science and Technology Entrepreneurship Program***: Preparing Scientists and Engineers to Lead Spin-Off Companies for their Innovations, zeroed in on researchers of PCIEERD-funded projects and equip them with the entrepreneurial skills and knowledge to commercialize the products of their

research. The Ateneo de Manila educational resources were leveraged for the success of this program and mentors from the School of Management were tapped to achieve its goals.

3. **Business Modelling and Product-Market Fit (Licensing Track for Researchers)** focuses on comprehensive evaluations of the value proposition and commercial potential of research endeavors, providing essential tools to actively engage with industry partners for field trials, manufacturing collaborations, licensing agreements, and potential investment opportunities.
4. **Leaders in Innovation Program** was a more advanced immersion and training program on business modelling, pitching and business development in partnership with the Royal Academy of Engineering, the Asian Institute of Management and the Newton Fund of the British Embassy.
5. **Licensing Clinic** consisted of three parts: a technology licensing webinar, a licensing simulation, and licensing clinics which helps small groups of research teams in understanding licensing terms, formulating a licensing strategy, targeting markets and preparing financial projections.

The first SPRINT Cycle was run on 2023 which aimed to formalize all the above initiatives under one umbrella program that focuses on educating researchers and transforming their mindsets while they are still in their last year of R&D implementation or immediately at project end. This call for SPRINT 2024 is the second run of the SPRINT Program which aims to replicate the assistance program for researchers and scientists with completed projects or projects in the last year of implementation of their R&D projects.

## Opportunity summary

The Philippine Council for Industry, Energy, and Emerging Technology Research and Development (PCIEERD) is launching it's the second season of SPRINT featuring the offerings on FEC, STEP, SIKLAB, LIFT and the Licensing Clinic.

We would like to invite qualified applicants for **the Call for Proposals for the SPRINT Cycle 2** (Short-term Program for Researchers on Innovation and Technopreneurship).

The program is open to all universities and academic institutions to implement short term programs with the following scope:

Call for Opening from June 1 – 11, 2024

1. **Problem Solution Fit: Customer Discovery**
  - a. PCIEERD researchers of **ongoing projects on the last year** of implementation or **newly completed projects**.
  - b. **Six (6) Batches of at least 10 teams each**, include 5 members: Principal Investigator, 2 Co-lead Investigators, 1 Technology Transfer Officer and

1 RITTD Personnel

- c. **1 FEC Mentor will be assigned** per team
- d. **Hybrid format** with only 1 online session per week, and 4-5 face-to-face events which may include
  - 1. Orientations and graduation exercises
  - 2. Demo day events with private sector partners and investors.
- e. Training time: **96 hours/per participant x 300 participants, including consultation hours**
- a. Total Project Duration: **6-8 months**
- f. Total Project Cost should **include Travel Expenses for trainers and participants**
- g. Topics should include but not limited to:
  - Team familiarization and formation
  - Industry Experience & Success Stories
  - Market Identification and Sizing
  - User Persona and Jobs to be done
  - Value Proposition
  - User Workflow
  - Validating Problem Statements
  - Crafting Interview Questions
  - Customer Discovery Interview and Best Practices
- h. Outputs:
  - **40 or more interviews** accomplished for each technology
  - **Validated Problem Statement for STEP & SIKLAB**
  - **Validated Value Proposition Statement**

## 2. **Business Modelling and Product-Market Fit (Spin-off Track)**

- a. Audience is selected DOST – PCIEERD Researchers from the customer discovery module interested to spin off
- b. Minimum of **10 teams** to include 5 members from the previous module, with mandatory participation of the university technology transfer office
- c. Hybrid format with only 1 online session per week, and 4-5 face-to-face events which may include:
  - 1. Orientations and graduation exercises
  - 2. Demo day events with private sector partners and investors
- d. **Training time: 96** hours/per participant x 50 participants
- e. Maximum of **5 months**
- f. **Maximum grant of 5M including travel expense**
- g. Topics should include but not limited to:
  - IP strategy and Prior Art Search
  - Reiteration of their Value proposition
  - Market Identification and Sizing

- Lean Canvass
  - Beach head markets and customer segments
  - Technology Roadmapping
  - Performance benchmarks and competitive advantage
  - Team formation
  - Validation through product-market fit activities
  - Technology-based entrepreneurship
  - Financial Projections
  - Cost-benefit analysis
  - Acquiring business partners
- h. Outputs:
- 10 technologies with *Lean Canvas Models*
  - At least *5 FASTRAC Proposals*

### 3. ***Business Modelling and Product-Market Fit (Licensing Track)***

- a. Selected DOST – PCIEERD researchers from the customer discovery module interested in licensing.
- b. Minimum of **10 teams** to include 5 members from the previous module, with mandatory participation of the university technology transfer office
- c. Hybrid format with only 1 online session per week, and 4-5 face-to-face events which may include:
  1. Orientations and graduation exercises
  2. Demo day events with private sector partners and investors
- d. **Training time: 96** hours/per participant x 50 participants
- e. Maximum of **5 months**
- f. **Maximum grant of 5M including travel expense**
- g. Topics should include but not limited to:
  - Re-assessment Value proposition Statement
  - Business Model Canvass
  - Manufacturing Standards
  - Basics of Networking
  - Technology Roadmapping
  - Supply Chain Analysis
  - Stakeholder Mapping
  - IP position and strategy
  - Valuation, ROI, Cost-benefit Analysis and Profitability Assessment
  - Preparation for Regulatory Compliance
  - Understanding performance benchmarks
  - Technology-based entrepreneurship
  - Transforming into a Deal-making Mindset

h. Outputs:

- **10 technologies with Letters of Intent** from potential adoptors
- At least **5 FASTRAC LITE Proposals**

## Who can apply

This call for proposal is open to qualified universities and academic institutions

## What we're looking for

The university or academic institution is qualified if it:

- *Has demonstrated capability to organize training programs for researchers and scientists.*
- *Has previous engagement in technology transfer related activities involving technologies funded or monitored by the DOST-PCIEERD, preferably with completed/ongoing joint initiatives formalized through an MOU/MOA with the DOST*
- Has the ability to design/formulate training plans and programs on entrepreneurship and related subject matter

### **Expected Output and Deliverables:**

*General requirements for proposals:*

1. **Audience** for the training program shall be:
  - Researchers & Scientists with PCIEERD-funded and monitored projects.
2. Where applicable and if defined in the call, other participants shall include:
  - a. Research assistants/ research teams
  - b. Tech Transfer Officers
  - c. Entrepreneur partners or Private sector partners
  - d. University admin officials
3. *Shall be implemented in a **Hybrid format:***
  - a. online and face-to-face events
  - b. orientations and graduation exercises

- c. Demo day events with private sector partners and investors
4. Shall **onboard mentors and/or trainers** external to their organization
5. Perform research team needs assessment and technology assessment.
6. Include creation of commercialization strategies as output

## How to apply

**Step 1:** Prepare a Full-Blown Proposal containing the following:

1. Title of the proposed project
2. Duration of the proposed project
3. Objective and scope of the proposed project
4. Training Design, Methodology and expected outputs.
5. Work plan or Gantt Chart of activities
6. Curriculum vitae of the project leader and members
7. Line-Item-Budget

**Step 2:** Submit the Full-Blown Proposal to the **DOST Project Management Information System (DPMIS)** through this link: <http://dpmis.dost.gov.ph> starting **June 1-11, 2024**.

When submitting your application, please follow these steps:

1. Register and create an account in the DPMIS
2. Log in to your DPMIS account
3. Select Type of Proposal: PCIEERD GIA Program/Project (2024 Funding)
4. Select Classification: New Proposal

**The following will automatically be disapproved:**

- a. Proposals from organizations that are not qualified to submit during this Call;
- b. Proposals outside the priority areas of the Call
- c. Proposals submitted to any other call route/Council/s.
- d. Proposals not submitted through DPMIS.

### **Documents Required**

As a summary, your application should include the following documents.

- a. DOST Proposal Form

- b. Supplementary Files
  - Workplan and Endorsement of Head of Agency
  - Gender and Development (GAD) Score Sheet

**No additional attachments are permitted.**

## How we will assess your application

### **A. Review and Selection Process**

Proposals shall be evaluated according to a set of criteria for each level of evaluation: Division Level, PCIEERD Management Team (PMT) level, Technical Panel (TP) level, Governing Council (GC) level, and the DOST Executive Committee (EXECOM) level (for proposals for DOST GIA funding) as shown below. Applicants should directly and explicitly address these criteria as part of their proposal submission.

The project proposal shall be evaluated based on the following criteria:

1. Social and Environmental Impact,
  - Program Design for the Short-term training
2. Management Capability
  - Technical and managerial capacity of the training provider
  - Demonstrates competent and experienced leadership.
  - Availability of competent and reliable workforce and facilities
3. Manageable Timeframe
  - Appropriate workplan to execute the proposed program design.
4. Network Linkage
  - Partner institutions local or abroad, mentors, advisers, and other relevant partners to be involved in the project.



## Contact

DOST-PCIEERD Project Managers are available to provide appropriate assistance to potential applicants interested in competing for this Call for Proposals. This may include assistance to potential applicants in determining eligibility of the applicant or the applicant's proposed project for funding, questions about administrative issues relating to the submission of a proposal, and clarifications on the announcement.

Contacts:

### **Research Information and Technology Transfer Division (RITTD)**

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## Additional information

[PCIEERD Eligibility Criteria Checklist](#)

[PCIEERD Technical Panel \(TP\) Evaluation Criteria/Score sheet](#)

[PCIEERD Management Team \(PMT\) Evaluation Criteria/Score sheet](#)

[PCIEERD Governing Council \(GC\) Criteria/Score sheet](#)

## List any supporting documents you will provide

References for PCIEERD-supported projects:

<http://projects.pcieerd.dost.gov.ph/>

<https://pcieerd.dost.gov.ph/library/annual-reports>

<https://pcieerd.dost.gov.ph/supported-programs-projects/supported-programs-and-projects/on-going-projects>

<https://pcieerd.dost.gov.ph/supported-programs-projects/supported-programs-and-projects/completed-projects>

## List any related content links

AO 011 series of 2020 Revised Guidelines for the [Grants-in-aid Program of the Department of Science and Technology and its Agencies](#)

DOST A.O. 005 s. of 2021 [Guidelines for the DOST Startup Grant Fund Program](#)