**GrubstakeApplication - Format for Submission**

Grubstake proposals should be a maximum of 3 pages long (excluding the title page, lay abstract, budget, and references) and must contain and answer the following questions:

1. Title page
   * Project title, Caltech PI name, and budget requested
2. Lay abstract
   * Please include a very brief, non-confidential, non-technical (lay) summary of your technology and its practical use/commercial application
   * Note this will not be released to the public but may be shared with prospective donors to the institute, ~150-250 words.
3. What is the ultimate product or service?
   * If your proposal is successful and you start a company or the technology is licensed, what is the product? What would be sold?
   * Example: Cancer therapeutic; imaging chip for cell phones
4. What is the commercialization path - what milestones must be completed in order for your technology to become a product or service?
   * Example: Step 1) in vitro studies, 2) in vivo studies, 3) animal studies/pre-clinical, 4) human trials
5. Which of the above milestones do you intend to achieve using the requested Grubstake funds?
   * Example: complete in vivo/animal studies; build prototype
6. What is the unmet need in the marketplace? What are the current competing technologies? What is the advantage over the competition?
   * Example: Current gene sequencer takes 2 hours, but ours can be completed in 5 minutes
7. In addition to the advantages cited above, will your technology have a cost advantage or at least be competitive with the market?
8. Can you manufacture your technology on a mass scale? What are hurdles to scalability?
   * We understand that this may be very difficult to predict for some technologies, speculate as best you can
   * Example: Feasibility to manufacture 1mg of a chemical versus 1kg
9. What is the funding status for this project?
   * How much funding has your lab received for this project and from what sources?
   * Example: 250K from the DOD; 500K from the Parkinson’s Foundation
10. What is the current IP status of your project?
    * Example: four provisional applications filed and one issued patent
11. As best you can, please provide a rough estimate of the market size.
    * Example: The US non-small-cell lung cancer drug market is currently estimated at 35 billion and is expected to double in the next five years; all cell phone manufacturers
12. A succinct annual budget

* List direct costs only, up to $75K
* budget must include faculty effort at an amount equal to 10% of the total budget request (salary+benefits) and tuition remission and staff benefits if applicable
* DAF approval required and should be included in proposal submission