

CALL FOR
PROPOSALS
“MODALITY 3:
TRANSLATIONAL”

In collaboration with the
Technology Transfer Department.

August 2023



Introduction.

- The call in its **modality 3**, invites the scientific-innovative community of the Tecnológico de Monterrey:
 - That have demonstrated disruptive solutions, either with physical prototypes or virtual prototypes (modeling/simulation) that are in **TRL 4 stage or more**,
 - To submit proposal and thus have the possibility **of accessing the economic fund** that allows the maturation of the technology and the development of the first MVP (Minimum Viable Product),
 - **Period of 12 months.**

Objective:

The objectives of this call are:

- Encourage the development of science and technology-based projects aimed at solving problems or taking advantage of opportunities that result in technologies with differentiated intellectual property, aimed at the market, with proofs of concept/prototypes with technical and market relevance.
- Support project leaders to increase technological maturity, identify the market segment where it has more relevance, direct the development of the project, as well as generate a technological road map that integrates:
 - Technological scaling,
 - Intellectual property,
 - Business models for the creation of an EBCT (Empresa de Base Científico y Tecnológica: Science and Technology-Based New Venture).
- Establish the basis for a potential technology transfer, or the generation of an EBCT in liaison with the Technology Transfer Department.

Important elements:

- This call **will support science-technology based projects** (PBCT) aimed at solving problems or taking advantage of opportunities in the priority research areas of Tecnológico de Monterrey, **including the area of education**.
- **Virtual prototypes (modeling / simulation) are accepted**.
- Other requirements: priority criteria for pre-selection of PBCT.
 - **Interdisciplinary work teams**. The work team that makes up the PBCT, in addition to the proponent, should ideally be composed of the following profiles:
 - At least one professor with **experience in the technologies** required by the project.
 - At least one member with **business/commercial experience**.
 - Preferably a member with **experience in technological innovation**.

To participate:

Structured summary of the PBCT containing the following:

1. TRL calculator
2. Description of the problem/opportunity
3. Description of the proposed solution
4. Analysis of the state of the art of the technology
5. Summary of main competitors or "next best alternatives"
6. Main beneficiaries / Customers
7. Defining the value proposition
8. Description of the operating principle
9. Solution requirements and specifications
10. Technological risks
11. Definition of the development team
12. Detail and evidence of the implemented TRL3/4 prototype
13. TRL 3/4 prototype test results and conclusions
14. Plan for scaling up to next TRL's (including budget to be exercised)



Budget:

- The budget should be prepared based on the required elements:
 - Considering only what is needed to meet the proposed objectives and excluding unallowable expenses.
 - Proposals that meet the requirements will be considered regardless of the amount of resources required, until the available funds are met.
 - The committee may request adjustments to the budget if the proposal is selected.

The eligible items for support are:

Travel and per diem strictly associated with the development of the project, trips to congresses, symposiums, etc. are not allowed.

Hiring of exclusively external personnel for professional services. In the case of fee-based contracts for specific services, they must be approved by the Evaluation Committee at the time of execution.

Materials and consumables.

Ineligible expenses:

- **Consultancy fees in areas such as entrepreneurship, intellectual property, commercialization, or technology transfer**: Resources may not be used to hire consultants in the aforementioned areas.
- **Bonuses of scientific personnel and/or the work team, as well as personnel with a contractual relationship with the Tec de Monterrey**: bonuses paid to scientific personnel or the team that postulates the solution are not eligible, whether they carry out direct or indirect activities aimed at within reach of the project objectives.
- **Infrastructure adjustments, as well as equipment purchases**: no investments may be made for the adjustment of laboratories and/or equipment that are directly and/or indirectly related to the purpose of the project.
- **Dissemination of results**: registration to congresses or publication expenses in specialized or other magazines, nor the design, preparation or distribution of technical documents, posters, advertising, among others.
- **Administrative expenses**: expenditures or expenses such as salaries or bonuses of administrative personnel, office materials and supplies, contingencies and general services are not part of the items to be financed by this call for proposals.
- **Software**: The acquisition of software licenses is not allowed.

Allowable expenses:

- **Specialized services**: subcontracting of national or international scientific and/or technological activities or services that are key for the validation and/or scaling of the solution, prototyping, technical-commercial validation of the product or prototype, field tests, technical data sheets to comply with industrial norms or standards, registrations, certifications, among others, making explicit the scope and objective of the service and the different tasks entrusted with their deliverables.
- **Technological services**: consists of the contracting of tests, analysis, laboratory tests, stability, safety and efficacy tests, simulations, or developments as long as Tec de Monterrey does not have the capacity to develop them, and they are necessary for the validation and/or compliance with market regulatory requirements necessary for the scaling of the solution. This point must be perfectly validated and justified, where its request and in its case approval, the applicant will commit to demonstrate the result.
- **Materials and supplies**: includes the cost of acquisition of materials, laboratory and/or field consumables and supplies necessary for the execution of tests and/or validations derived from the needs assessment based on the level of maturity of the technology and the regulatory requirements of the evaluation.



Contact.

- For any doubt related to this call for proposals, please contact Carlos Téllez Martínez (carlos.tellez.martinez@tec.mx).