

**Next generation test bed for upscaling of microfluidic devices   
based on nano-enabled surfaces and membranes**

**Open Call application form**

**NGM Lean Canvas**

**Applicant:**

Company name: ..

Responsible person: ..

Email: ..

Phone: ..

**Document issuing date:** t.b.d 2021

**Issuer:** MIH

**Nature of Deliverable:** Application form for NGM open call - Screening

**Dissemination level:** Confidential, only for members of the consortium (including the Commission Services)

**Intention:** Description of new NGM project proposal

# Guideline

This Application form shall help the Microfluidic Innovation Hub to understand your proposal and have an efficient follow up call with you.

Therefore we ask you to consider the following guidelines:

* Keep it simple & smart, short and crisp
* If you don’t answer a question please help us to understand why.
  + Maybe add comments such as
    - n.a. not applicable
    - tbd: to be defined,
    - NDA: need an NDA to share details
* Having no NDA in place shouldn’t prevent you from providing first information that helps us to understand your proposal.
* If you have any questions please contact [ronald.tingl@joanneum.at](mailto:ronald.tingl@joanneum.at)

In order to complete your application you will need to upload filled in Application Form.

Next Steps:

We will confirm the receipt of your application and invite you for a an introductory call.

All the best

Ronald Tingl

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| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 1. NGM – Lean Canvas: | | | | Applicant (Company Name): …  Project Title: ….  Date: … | | | | |
| PROBLEM | | YOUR SOLUTION | | | VALUE PROPOSITION | | SCALABILITY | CUSTOMER SEGMENT |
| *Which Problem(s) are you addressing? What is the Use Case?*  … | | *Describe how your solution solves the problem of your target customer.*  … | | | *What is the benefit of your solution and why will your customers buy from you rather than competition?*  … Unfair advantage? *Something in your solution that cannot be easily copied, bought, or otherwise substituted?*  … | | *How will you demonstrate your solution and then take it to the next level?*  … | *List your primary Market Segments, Target Customers & End Users. Estimate the Market Potential (units, €)*  .. |
| ALTERNATIVES | | CHALLENGES | | | CHANNEL | EARLY ADOPTER |
| *How is the problem solved today?*  *By you and by others.*  *..* | | *How can we help you to realize your future solution? Which services do you need, which hurdles do you need to overcome?*  *.* | | | *List your path to Customers.*  . | *Who is your ideal customer? Estimated product Launch Date?*  .. |
| TEAM Cost Structure | | | | | | | REVENUE STREAMS | |
| *Key team members, experience*  .. | | | *List your main cost drivers and costs as well as your current financing sources (Rev, VC , subsidies) and their contribution*  … | | | | *List your sources of revenue. How will you make money?*  … | |
|  |  | |  | | |  |  | |

1. Technical requirements of your current/future solution:

Please provide a brief technical description of your current solution as well as your envisioned future solution. Please include drawings, pictures, physical requirements & constraints, critical design parameters, operating conditions, and the actual use case. Please clearly state what you hope to achieve by engaging Microfluidic Technology.

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| --- | --- |
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1. What is the status of your current solution?

TRL, MRL level? What is the feedback you received so far? From whom? *If possible, add pictures, graphs, drawings.*

1. Will the solution’s manufacturing or placement on the market require specific certifications or standards?

e.g. ISO13485

1. Expectations

What is your expectation regarding the cooperation with the OITB. What is the perfect desired outcome you are looking for? When shall the outcome be available to you?

1. OITB-NGM Consortium Support

Please help us to understand your company’s expertise and the area where you will need support realizing your future solution

|  |  |  |
| --- | --- | --- |
| Soultion Design & Production STeps | Your area of expertise, i.e.(definitely no support needed | Support potentially needed or desired |
| Assay Development  (Process-Reactant-Sensors-Transducer-Readout) |  |  |
| Microfluidic Elements - Design |  |  |
| Microfluidic Elements - Simulation |  |  |
| Electronic Sensor |  |  |
| Replication of Microfluidic Chip (Printing) |  |  |
| Microfluidic Chip assembly, packaging |  |  |
| System Integration & Test |  |  |
| Others – pls specify |  |  |

1. Funding

Is there interest in future financial support (Venture Capital, Substitution programs)

1. NMG Open Call Participation

Why did you apply for this call? What kind of support triggered your interest? What were you thinking when you first saw the services offered by the consortium?