

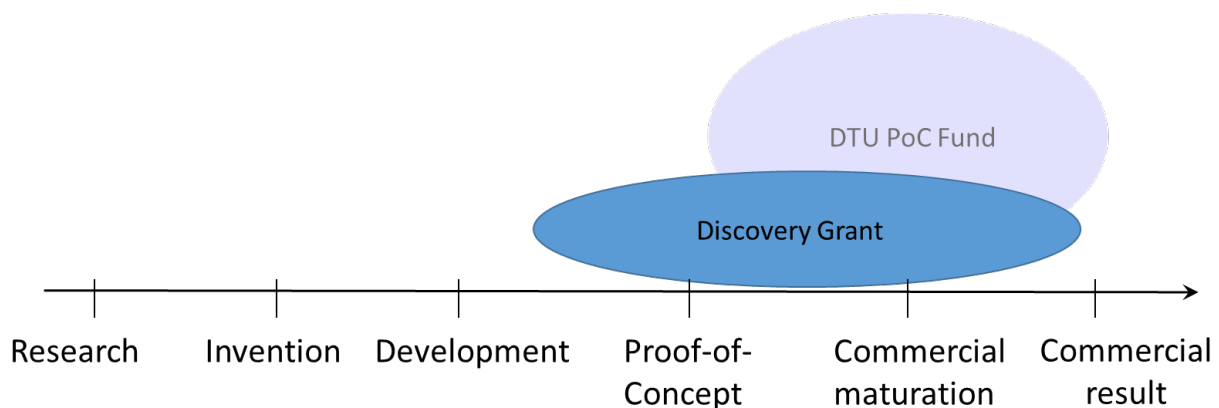
Guidelines for DTU Discovery Grants

These guidelines describe the scope of DTU Discovery Grants, the application criteria and practical information about the process and how to fill in the application form.

Please study the guidelines carefully to make sure that your project is within the scope of Discovery Grants and that the application complies with the guidelines. When preparing the application, make sure to involve your DTU Skylab Innovation Partner, who is the entry point of the application and who will only accept it if deemed complete and within the scope of Discovery Grants. You may also consult with the innovation responsible person at your department.

DTU Discovery Grants

The purpose of DTU Discovery Grants is to encourage DTU startups by providing funding for early development and validation of startup projects. The program is highly agile and includes tight follow-up of the progress of the project. A Discovery Grant is often the first step on a startup journey for researchers and - if successful – will open new funding opportunities and other support for further maturation of the startup project. The grant can be between DKK 50,000 – 150,000 and the project period up to 6 months.



DTU Discovery Grants are targeted projects maturing and validating DTU ideas and innovations with a view to start a startup. It is a requirement that the project activities - including any technical development - are driven by business goals and not research goals. Business milestones and deliverables must be built into the project and the expected steps after the conclusion of the project must also be outlined in the application.

Who can apply?

DTU Discovery Grants are available for employees at DTU. Your project team may include individuals outside DTU and DTU students. You are strongly encouraged to involve external

resources such as users, future customers, mentors, future co-founders as team members etc. to strengthen the project.

Discovery Grants are not available for companies, and employees can not apply with projects for which they have already started a company.

What can be funded?

DTU Discovery grants can be used to reduce business and technical risks in research and innovation projects with a potential for a startup. Typical activities in Discovery projects include:

- validation of the commercial interest
- acquisition of more supporting data to build a startup case
- identification of the most promising use-case or target market for a technology solution
- building and testing prototypes
- user and value validation, market testing, definition of MVP (minimum viable product)
- preparation of the business case
- participation in trade fairs, market reports, market assessment activities
- limited consultancy services for specific tasks where competences are not available at DTU
- other activities that will mature the project from a business and investment perspective and bring it closer to establishing a startup.

DTU Discovery projects must fulfil the following conditions:

- Projects should be based on DTU research or knowledge of DTU employees
- Projects must have demonstrated proof of principle (corresponding to at least TRL 3)
- Applicants should have an initial idea of the application of the end-product (this must be validated further as part of the project)
- Projects must demonstrate a business potential for a startup preferably backed by some kind of documented external validation
- The applicant must demonstrate willingness to form a startup team
- The grant can only cover project specific activities, incl. salaries for project participants, but not bench fees (except special allowances such as access to nano lab, bio facilities etc.)

DTU Discovery funds will not be granted for:

- External partners or companies, except as noted above
- Operational costs at DTU departments
- Research projects, research equipment or research activities not leading to a startup
- Maturing inventions only leading to a license agreement and not a startup
- Writing applications for further funding

Assessment Criteria

The most important criterion is that the activities bring the project closer to a startup. More specifically, the assessment of the project will be based on the following criteria:

Quality of research, development and innovation

- The science, technology, methods and ideas of the project are innovative and well described
- The expected result of the project is clearly different from what is already on the market
- There is a preliminary sense of what end-product the project will ultimately result in (it is the expectation that this will be explored further as part of the project).

Business potential and value creation

- An attractive market and potential customers for the end-product should be identified
- It should be clear how the project will create economic value and/or solve societal challenges.

Project efficiency and implementation

- The degree to which a DTU Discovery Grant project will bring the project closer to the establishment of a startup by reducing uncertainties and focus the project further on its path to an attractive business case
- Initial ideas for the next steps towards a startup after the project must be presented
- The applicant and team behind must demonstrate possession and/or awareness of the competences required to carry out the project and bring it to a startup.

Application process

The Discovery Grant application process and panel meetings are completely internal at DTU.

A complete application consists of a filled-in application form and a pitch deck. The complete application must be submitted through your DTU Skylab Innovation Partner.

Before accepting and filing applications, the Innovation Partner will assess the quality of your project and application and may return it to you with a request for further elaboration if deemed inadequate.

The deadline for submitting (assessed) applications is every Wednesday at 4pm.

You and your team will pitch the project for the Discovery Panel, consisting of the life-science or deep-tech innovation partners and programme managers in the research-based innovation department. The presentation will be followed by a Q&A session with questions from the panel. The language of the presentation can be Danish or English.

The project will be discussed and a decision about your application will be made after you have left the meeting. You will be informed at the latest the following Wednesday of the outcome.

You may apply again for the same project. However, if you apply for a new Discovery Grant for the same project, it must be clearly explained how the former grant was used and the reason for applying again.

Decisions made by the DTU Discovery Grant Board are final. Rejected applicants will be informed about the reasons for rejection upon request.

Application form

The complete application consists of a word document, including an IRL assessment (IRL = Innovation Readiness Level). The max number of pages of the word document is 3 and the font must be minimum 11. All fields in the application form must be filled in.

It is important that the project is divided into milestones and deliverables which clearly shows the expected progression of the project. The budget should be clearly related to the milestones, so it is easy to see which activities and how much funding is needed to reach each individual milestone.

The IRL assessment must include the position of the project at the time of the application and the expected position at the end of the Discovery project. Your Innovation Partner will help you preparing the IRL assessment.

The project and application must be supported by either the Head of Department or the Innovation Responsible from the department. Although a signature is not required, the applicant must be able to present the documentation of the support by mail upon request.

A pitchdeck must be submitted one business day before the meeting. The pitchdeck must be max 10 MB and present the project. The pitch deck may be improved further before the panel meeting, and if an improved version is presented, it must be submitted after the panel meeting.

Panel meeting and Pitchdeck

The Discovery Panel consists of a selection of Innovation Partners and Program Managers from the Research-based Innovation department at Skylab.

For life-science applications the Innovation Partners covering the life-science departments participate together with Program Managers. For deep-tech applications the Innovation Partners covering the deep-tech departments participate together with Program Managers.

At the Panel Meeting, the applicant presents the slide deck.

Panel members prepare for the panel meeting by reading and pre-assessing the applications. Panel members may use a scoring chart in the selection of grant winners. Panel members are encouraged to prepare a couple of specific questions for the Q&A session.

The panel makes a grant decision based on the fulfilment of the assessment criteria. The panel may set up additional conditions for a grant decision. In special cases, the panel may disregard certain assessment criteria and base a decision on the overall need of the project in the specific situation. However, the panel will not disregard the goal of bringing a project closer to a startup.

Project follow-up

If you are granted a Discovery Grant, you must prepare a project slide with key information on the project to be published on the Skylab webpage or on other public platforms. You may also be requested to participate in events where DTU showcases promising startup projects, also after the end of the project period.

During project execution, your Innovation Partner will follow the progression towards a startup and, if necessary, guide you in case of challenges and actions after the completion of the project. An assessment of the IRL position at the end of the project is a part of the required follow-up.

As a recipient of DTU startup grants it is required that you allocate time and participate in regular follow-up meetings with the Innovation Partner.