



Coatings Sprint Series - Webinar Questions

- **Are these Sprints open to non-US citizens?**

Yes, they are – anyone with a technology that aligns with any of these topics is encouraged to respond. Whether that's an individual researcher in academia or a team at a company - our client is interested in hearing from you.

- **Can you share the identity of your client?**

Not at this time – they've chosen to remain anonymous at this stage in the process. Individuals and organizations with interesting technology will be contacted, either directly by the client or by TechConnect Ventures, to begin the next phase and, at that point, the client can be identified.

- **I'm interested, but I need an NDA in place first. Can I send it to you for signing?**

Since the response only includes non-confidential and non-proprietary information, an NDA is not required at this point. Think of it this way - your response is your introduction to the client: who you are, what you can do, why they should work with you - it's the first step. Then, if the introduction is well-received and your technology is of interest to the client, an NDA could be pursued with them at that stage.

- **Is there any cost to respond to these Sprints?**

No – the cost of running these Sprints is borne by the client and not by solvers.

- **What kind of metal substrates are expected for the corrosion project?**

There are a handful of different substrates that the client expects to coat: aluminum, aluminum alloys, steel, galvanized steel and galvalume steel. Those are the main ones of interest but if your corrosion prevention technology is suitable for other metallic substrates, I think the client would still be interested.

- **If I've got several technologies, can I submit more than one response?**

Absolutely! If you have several different technologies to address more than one Sprint, by all means, respond to as many different Sprints as you'd like. If, on the other hand, you have multiple technologies of interest to a single Sprint, please consider submitting a response for each technology individually as opposed to a one omnibus response that contains all the technologies. By submitting a response for each technology by itself, you'll have more room to extol the virtues and advantages of that particular technology and the client will be able to determine their level of interest in that specific approach.

- **How do I know if my technology is in scope for these Sprints?**

Great question – questions about applicability are very common for projects like this. First off, take a look at the details for the Sprint, or Sprints, that interest you – that should help determine suitability. Second, at this point in the Sprints, the client is pretty open to a myriad of approaches, so if you have a technology that can address one of the Sprints, they'd like to hear from you. And lastly, if you're still uncertain about the suitability of your technology, you could always send us an email to ask.

- **What sort of information should I include in my response?**

Okay, thanks for this question as I'm sure that other listeners in the audience are wondering the same thing. To begin, you can use the Word document I mentioned earlier to build your response offline – it contains all the same questions as the online version, so it's a great tool for preparing your submission. Next, you can also take advantage of the Sprint pitch template – that's the PowerPoint document. It's a fantastic tool for getting an additional good, compelling information in front of the client's eyes. I just want to note, once again, that while the Sprint Pitch document isn't required, TechConnect Ventures has noticed that clients do tend to engage more with Solvers who include the Sprint Pitch document in their response

So, both of those documents will help you build your response and get information in front of the client. In terms of content to include, here are some general tips that might be helpful for you:

1. Keep your response on point: be sure to only include information that has a direct bearing on the topic at hand.
2. Picture is worth a 1000 words: okay, it's a cliché but if you've got charts, graphs or images showing the impact of your technology, consider including them. It's a great way to demonstrate your technology.
3. Be persuasive: present compelling, detailed information that demonstrates the value and impact of your technology to the client team
4. Tell the client what your technology can do, not how it does it - keep your information non-confidential and non-proprietary. This is for the protection of everyone - no one can be accused of stealing your IP if none gets shared.

Overall, I think it's important to keep this in mind: the goal of your response is to share interesting & compelling information that makes the client want to learn more about you and your technology. If you build your response with that goal in mind, I think you'll create an effective response.

- **Will there be different projects within the Coatings Series?**

Yes, after this initial round of Sprints, we've got more topics that will come online - 10 total. I've got a slide coming up after the Q&A session that will introduce them, so stay tuned. Not all of the upcoming Sprints will be launched at once, instead, we'll be launching them in at least two further groups.

- **What do I do if I'm working with a university research team – can I list more than one person?**

Teams are definitely welcome to respond, whether that's a completely academic team, a team from a private organization or some combination thereof! The person who submits the response should be the principal Solver and also should be prepared to function as the primary communication point regarding the response. As part of the response form, you'll have the opportunity to identify other members of your team.

- **You mentioned a “pitch event” – what is that?**

A pitch event is an invitation-only engagement conducted by TechConnect Ventures that allows Solvers to promote their technology to potential commercial partners. In a nutshell, a pitch event is an opportunity to talk up your technology to other companies that might be interested in your technology. Whether it's an in-person event or a virtual one, TechConnect Ventures puts together an audience of external Technology seekers, organizations like our client for these Sprints, and then we bring in interested members of the Solver community to present a brief pitch for their technology.

- **I have a new pigment line that I'd like your client to consider - can I submit a response?**

With the limited information available, I think your technology might be out of scope for these projects. That said, if your pigment line also has some other applicability to the topics in this round, it could be of interest. For example, if your pigment also provided a degree of antimicrobial resistance, that could be within scope of the Multi-Functional Compounds Sprint.

- **Is it okay if my team includes non-US citizens?**

Definitely. As I mentioned, these Sprints are open to anyone with a viable technology. So if your team is all US citizens, no US citizens or a combination thereof, you're still welcome to respond.

- **For Multi-Functional Compounds for Coatings, you gave examples of primary functions in a coating. Would the client be interested in other primary functions as well?**

I think so, yes. The goal is to identify compounds that do dual duty in a formulation - providing anti-microbial or biocidal performance while also doing something else in the formulation. So if you've got a compound that fits that bill, please consider submitting a response - I think the client would like to hear from you.

- **I have a new coatings technology that I want your client to consider but it doesn't fit into these Sprints, can I submit it anyway?**

The topics for these Sprints, as well as the upcoming ones, were selected by the client team - these represent focus areas for the client for which they're interested in finding new partners. As a result, I think your technology would be of less interest to the client at this time.

- **The Sprint for surface durability - is it wet or dry burnish?**

Ideally, the client would like both but if you've got an approach that can make an improvement to just one, I'd imagine that they'd still like to hear from you.

- **Is your client more interested in academic researchers or in industry partners?**

Truthfully, they're interested in responses from both groups. While there is a preference for establishing new connections with academic researchers, the client is nevertheless still interested in connecting with anyone or any organization that has a viable technology related to these Sprints.

- **I don't want to fill out some form - can't you just have your client contact me?**

This is the process our client has decided to use. By using our process, the client can gain useful information about the technologies that our Solvers are proposing and then determine which Solvers are of greatest interest for further engagement. Having all interested Solvers using the same format and responding to the same questions enables the client team to better compare and contrast technologies.

- **The Cure on Demand project - would encapsulation be in-scope?**

Great question - that's actually addressed on the Sprint page itself. The client is willing to consider raw material encapsulation technologies, if sufficient performance improvements can be documented. So, if you're going to propose that particular route, you'll need to be able to show your effectiveness.

- **Can I get the contact email again?**

Sure. It's info@techconnectventures.com. If you submit a question that way, be sure to let us know which Sprint in particular you're asking about - that'll help us get you the information you're looking for.

- **What type of collaboration innovation seekers are looking for? Does it need to be purely business or can it be academic?**

Both - while the client is primarily interested in making connections with academic researchers, they are nevertheless also interested in hearing from corporate researchers as well.

- **What does cure on demand mean to you?**

For the Cure on Demand Sprint, the client is interested in technologies that will bring innovations to two-component coating systems, namely innovations that impact the curing aspect of those coatings. That could be innovations that allow for longer pot life, shorter cure times, or lower curing temperatures. As I mentioned, the client is open to novel resins, crosslinkers, catalysts or additives or technologies adapted from other industries.

- **Why such short time frames?**

These Sprints, along with the other Sprints in this series that will come online in the coming weeks, are designed as rapid identification projects, hence the short timeline. The goal isn't to present an in-depth exploration of your technology. Instead, the goal is to share enough interesting introductory information that you attract the interest of the client. We keep the response form relatively brief to facilitate ease & speed of response.

- **What are the average awards/collaboration funding?**

That's to be determined - the client will review all submissions, determine their level of interest in those proposed technologies and then reach out to selected respondents. Once that initial contact is made, the respondent and the client can then begin to discuss, jointly, the nature of the collaboration and, if appropriate, the funding.

- **You've discussed citizenship. What about outside of the USA? / Are Canadian companies also eligible to apply?**

Yes, researchers and organizations outside the United States are definitely welcome to submit a response to these Sprints.

- **Is there a maximum amount of additives or is it related to efficiency?**

Given the number of potential different parameters involved (including cost, efficiency, effectiveness, availability and more), the simplest answer is that, if you have a technology that can deliver the performance the client is seeking, consider submitting a response so that questions related to formulation can be addressed at a later stage.

- **What about the time scale? When would an answer from the client be expected?**

The client will begin reviewing submissions shortly after the close date. How long it takes to review all submissions will, of course, impact when the client is able to reach out to prospective collaborators. As a general rule of thumb, though, you can assume that the client will reach out within 3-4 weeks. That said, please bear in mind: the client has your contact information along with the content of your response, so even if they don't reach out right away, they may choose to do so in the future, as projects and priorities shift. Additionally, TechConnect Ventures may also contact you as well for participation in a Pitch Event.

- **Can you tell more about Enhanced Surface Durability for Coatings. Should it be specific properties (thickness, wear, corrosion and so on)?**

Yes, the client is primarily interested in technologies that provide superior mar, burnish (wet and dry), and/or abrasion resistance. When creating your response, you should indicate what property/properties your technology improves. If your approach can provide one (or more) of those desired improvements, consider submitting a response. Likewise, if your technology can provide one of those and some other surface performance, consider submitting a response.

- **Will it be possible to get access to the pitch document (word document and powerpoint document) that you mentioned a couple of minutes ago?**

Yes - both documents are available online. If you click on "Submit Now", either on the main page for the Coatings Series or on an individual Sprint, you can access both forms at the top of the page.

- **Will TechConnect be involved after a client decided to be interested in a certain proposal?**

By and large, no. Once those initial conversations begin, the discussions take place exclusively between the client and Solver. That said, TechConnect Ventures may reach out to you directly regarding a Pitch Event.

Coatings Sprints Series homepage: <https://www.techconnectventures.com/sprints/coatings/>