## Applicant & Project Information

Incomplete

## Applicant & Project Questions

<table>
<thead>
<tr>
<th>Question</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>PI First Name</td>
<td>(No response)</td>
</tr>
<tr>
<td>PI Last Name</td>
<td>(No response)</td>
</tr>
<tr>
<td>Academic Rank</td>
<td>(No response)</td>
</tr>
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</table>

### Campus Address

<table>
<thead>
<tr>
<th>Field</th>
<th>Response</th>
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</thead>
<tbody>
<tr>
<td>Address</td>
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<tr>
<td>City</td>
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<tr>
<td>State</td>
<td>(No response)</td>
</tr>
<tr>
<td>Zipcode</td>
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<table>
<thead>
<tr>
<th>Field</th>
<th>Response</th>
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</thead>
<tbody>
<tr>
<td>PI Phone Number</td>
<td>(No response)</td>
</tr>
<tr>
<td>PI Email Address</td>
<td>(No response)</td>
</tr>
<tr>
<td>School</td>
<td>(No response)</td>
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### Race

(No response)
Gender
(No response)

University Department of Primary Appointment (No response)

University Department of any Additional Appointments

<table>
<thead>
<tr>
<th>Appointment #2</th>
<th>University Department</th>
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<tbody>
<tr>
<td>Appointment #3</td>
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<tr>
<td>Appointment #4</td>
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Business Administrator (BA) Information:

<table>
<thead>
<tr>
<th>BA Last Name</th>
<th>(No response)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA First Name</td>
<td>(No response)</td>
</tr>
<tr>
<td>BA Email</td>
<td>(No response)</td>
</tr>
<tr>
<td>BA Phone</td>
<td>(No response)</td>
</tr>
</tbody>
</table>

About Your Project:

PI Name: Sez Giulian

1. Project Title
(No response)

2. Penn facility/location where awarded funds will be expended:
(No response)

3. Are undergraduates participating in this proposal?
(No response)

4. Is this a re-submission of a previously unfunded Accelerating from Lab to Market proposal?
(No response)
5. Has the research being proposed resulted in the formation of a startup company?
(No response)

6. Have you previously commercialized research that resulted in a startup company or commercial product?
(No response)

Budget/Fund Use

PI Name: Sez Giulian
Project Title:

1. Amount Requested:
Grants funding is available up to $400k. Grants will be targeted to creative, out of the box ideas with the potential to alter the trajectory of the given field.
(No response)

2. Is any part of the budget of this proposal being used to fund (even partially) a postdoc?
(No response)

3. Is any part of the budget of this proposal being used to acquire new equipment or instruments?
(No response)

4. Will the grant funding from this proposal be used for any of the following:
No Responses Selected

5. Is the proposed funding anticipated to be used as matching funds for other external funding opportunities, e.g., SBIR/STTR grants, University Science Center QED program, funding from Ben Franklin Technology Partners, etc.?
(No response)
Abstract/Summary

PI Name: Sez Giulian

Project Title: 

Abstract: 200 words max

Do not include your PI name or proposal title; it will automatically be included.

(No response)

Summary: 200 words max

Briefly describe how this funding will specifically translate your research from your lab to the market.

(No response)

Proposal

Incomplete

Upload a single PDF document, maximum 3 pages. Use Times New Roman, size 12 font and one-inch margins.

The goal of the program is to transition exciting new ideas to the point at which they can be commercialized and brought to market. Proposals will be evaluated based on:

- Scholarly merit, creativity, impact, and innovation
- Potential for commercialization
- Feasibility
- Prospects for future capital investment
- Established need for match funding from an outside investment partner (if applicable)

Include:

- **Purpose**: Company name (if established, not necessary), short description of technology/product, mission, and vision
- **Business Proposition**: Define the problem you are approaching, your potential target market, your competitive advantage, and why you are best suited to solve this problem
- **Competitors**: Identify your primary competitors; what is your key competitive position?
- **Customer Profile**: Who are/will be your customers, decision makers, end users, and influencers?
- **Team**: Who are your current team members? Who do you still need on your team?
- **Accomplishments**: describe your three most significant accomplishments to date
- **Additional Funding**: What follow-on funding could result from the success of the proposed work
- **Milestones**: Provide details on your top milestones for the next 12 months, how will this grant get you to the next level?
Please be mindful of the interdisciplinary backgrounds of the reviewers and make the proposals accessible to the readers.

BioSketch/CV

Incomplete

Biosketch/CV

PI Name: Ben Franklin

Project Title: 

Education: Begin with baccalaureate or other initial professional education. For each, include:

- Institution and location
- Degree (if applicable)
- Field of study
- Completion date

(No response)

Positions and employment history:

(No response)

Other experience and professional memberships:

(No response)

Honors:

(No response)

Publications:

(No response)

Sponsored Support

Incomplete
Sponsored Research Support

**PI Name:** Ben Franklin

**Project Title:**

Include: Current annual funding directly related to the proposed discovery, title, award amount, sponsor, grant period, pending applications (include notification of pending applications. **Failure to provide an accurate description of other support available to the PI will disqualify this application from Accelerating from Lab to Market Pre-Seed Grant.**

### Current Support #1

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Grant Type/#</th>
<th>Your Role</th>
<th>Award Start</th>
<th>Award End</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current:</td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>


Amount:

**Add another "Current Support" entry?**

(No response)

### Pending Support #1

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Grant Type</th>
<th>Date Submitted</th>
<th># of Years Requested</th>
<th>Total $ Requested</th>
<th>Comments</th>
<th>Add Another &quot;Pending Support&quot; Entry</th>
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</thead>
<tbody>
<tr>
<td></td>
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<td></td>
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<td>[X]</td>
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</tbody>
</table>

**Budget Form**

Incomplete

**Budget**

**NOTE:** Do NOT use commas when answering budget questions.
PI Name: Ben Franklin

Project Title:

- Allowable Costs- supplies, non-faculty salaries, and travel expenses related to the project.
- Faculty salaries are not allowable.
- Graduate tuition is not allowable.
- Equipment costs up to 100% of the budget may be eligible for funding, but requests must be justified in the application as essential to the research. In addition, if all or most of the budget is for equipment, the applicant must document that other resources will help cover the research. The review will focus not on the equipment being requested but on the scientific program to which it will be applied. Equipment requests for multiple user items will increase the likelihood of funding.
- Because not all projects can be funded fully you must prioritize budget items by order of importance.
- Fringe Benefits are calculated for FY19 full-time employees. Please use 9.7% to calculate part-time EBs.

<table>
<thead>
<tr>
<th>Non Faculty Personnel Name</th>
<th>Role on Project</th>
<th>Appt. Type (months)</th>
<th>% Effort on Project</th>
<th>Inst. Base Salary</th>
<th>Total Salary Requested (including EB)</th>
<th>Add a non-faculty Personnel</th>
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</thead>
<tbody>
<tr>
<td>1</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Salary and Benefits Sub Total</td>
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<td></td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Amount</th>
<th>Add Equipment</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
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<tr>
<td>Equipment Subtotal</td>
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</table>
### Supplies (itemize by category)

<table>
<thead>
<tr>
<th>Amount</th>
<th>Add Supply</th>
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</thead>
<tbody>
<tr>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>

**Supplies Subtotal**: 0

### Other Expenses (itemize by category)

<table>
<thead>
<tr>
<th>Amount</th>
<th>Add Expense Item</th>
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</thead>
<tbody>
<tr>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>

**Expenses Subtotal**: 0

**Total Costs**: $0

If you see "Error: Node not found," please double check that you have not included any commas in your $ fields.

**Prioritization and Comments**

(No response)

**Certification**

- **Incomplete**

**Certification**

- **PI Name**: Ben Franklin

**Project Title:**

**How did you hear about this grant opportunity?**

**No Responses Selected**
By submitting this application, I certify that my Department Chair has been made aware of this submission.

<table>
<thead>
<tr>
<th>Department Chair Name:</th>
<th>(No response)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department Chair Email:</td>
<td>(No response)</td>
</tr>
</tbody>
</table>

By submitting this application, I certify that my Department Business Administrator has been made aware of this submission.

<table>
<thead>
<tr>
<th>BA Name:</th>
<th>(No response)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA Email:</td>
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