

# Who is Right and Ready for the Department of Energy Small Business Voucher (SBV) Pilot?

*This form is to help MEP staff identify companies that will benefit from participating in the DoE SBV Pilot Project*

**Company Name:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Contact:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_  
**MEP Center:** \_\_\_\_\_ **Company Website:** \_\_\_\_\_  
**Completed by:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

## Is the company eligible for SBV? The organization:

Is for profit with less than 500 employees	Is majority owned by US citizens, US owned small business, or US based venture capital hedge fund or private equity	Acknowledges the need for a 20% cost share* upon selection for a voucher	Acknowledges the need to report data up to five years after project start	Acknowledges that the company's R&D effort can only be completed by National Lab resources
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*All must be checked to be considered eligible for SBV Pilot.*

## What challenges does the company face?

*Include how this assistance will help the company overcome the challenge.*

## Which technical area will the company's R&D project fall into?

<input type="checkbox"/> Advanced Manufacturing	<input type="checkbox"/> Fuel Cell	<input type="checkbox"/> Vehicles
<input type="checkbox"/> Bioenergy	<input type="checkbox"/> Geothermal Power	<input type="checkbox"/> Water Power
<input type="checkbox"/> Building Technologies	<input type="checkbox"/> Solar Power	<input type="checkbox"/> Wind Power

## What are the company's expected outcomes?

What impact will the project have on energy? Check all that apply.

<input type="checkbox"/> Cost savings	<input type="checkbox"/> Reduced greenhouse gas emissions
<input type="checkbox"/> Increased performance	<input type="checkbox"/> More efficient energy generation
<input type="checkbox"/> New process or materials	<input type="checkbox"/> Increased regulatory acceptance
<input type="checkbox"/> New products or markets	
<input type="checkbox"/> Reduced life-cycle or process energy use	

Explain the above noted areas.

What actions will the company take once the pilot is complete?

## In what capacity will the company use the lab?

<input type="checkbox"/> Collaboration with scientist
<input type="checkbox"/> Assistance from engineers
<input type="checkbox"/> Access to facility equipment

## Is this company a good fit for the DoE's SBV Program?

	Yes	No
<i>If "Yes", complete the back page.</i>	<input type="checkbox"/>	<input type="checkbox"/>
Is this company better suited for another small/medium business assistance program?	<input type="checkbox"/>	<input type="checkbox"/>
If "Yes", what program? _____		
Who will follow up with the company? _____		

## Does the company acknowledge the following lab constraints?

<input type="checkbox"/> Some projects may take longer than expected due to changes in lab priority of equipment and personnel
<input type="checkbox"/> Equipment use may only occur under the supervision of trained lab staff

*\*Cost share can be in the form of cash or in-kind contributions. Allowable in-kind contributions include but are not limited to personnel costs, indirect costs, facilities and administrative costs, rental value of buildings or equipment and the value of a service, other resources, or third party in-kind contribution.*

SBV Pilot applications will be evaluated by a merit review committee that includes lab staff and external subject matter experts and may include DoE Energy Efficiency and Renewable Energy (EERE) technology office observers or participants. Please make your best estimate of how well the company might score in the following areas. Include a low, medium, or high rating for each section where low indicates the company may not compete strongly and high indicates the company may strongly compete.

	Low	Medium	High	
<b>POTENTIAL FOR IMPACT (33%)</b>	<b>MISSION:</b> Extent to which solving the stated problem will enable the achievement of the goals within the noted technical areas.			
	<b>INNOVATION:</b> Extent to which solving the stated problem represents a significant market improvement with respect to existing commercial products or solutions.			
	<b>MARKET IMPACT:</b> Extent to which solving the stated problem will lead to a commercially successful product and company.			
	<b>MARKET IMPACT:</b> Adequacy, specificity, and reasonableness of the stated commercial impacts of solving the stated problem and the degree to which it convincingly conveys how the applicant will move the current state to the proposed advancement.			
	<b>MARKET IMPACT:</b> Extent to which solving the stated problem will result in either a product or solution that transforms or replaces existing industry approaches or a new product or solution that can be widely used by the existing industry and represents a significant improvement of industry approaches (an improvement leveraged across the entire industry can be as valuable as a new transformational standalone product).			
	Overall Assessment (L,M,H)			
<b>PROBLEM DEFINITION (33%)</b>	<b>PROBLEM IDENTIFICATION:</b> Extent to which applicant discusses and demonstrates understanding of the key technical and commercial challenges involved in the proposed work.			
	<b>QUALITY AND REASONABLENESS:</b> Extent to which the applicant states a valid technical issue which can reasonably be solved within the budget and scope of this program.			
	Overall Assessment (L,M,H)			
<b>TEAM &amp; RESOURCES (33%)</b>	<b>CAPABILITIES:</b> Extent to which the capability of the proposed team can address the relevant aspects of the proposed project with a good chance of success and the extent to which the proposed team is positioned to successfully exploit the results of the proposed project.			
	<b>CONTRIBUTIONS:</b> Clarity, adequacy and completeness of roles and contributions of each team member in development of the project and/or commercialization of the products, including financial support of partners and subcontractors.			
	<b>READINESS:</b> Extent to which the team required to complete this project is fully in place, assembled and committed to the project.			
	<b>RESOURCES:</b> Reasonableness and adequacy of the available budget to meet proposed project objectives.			
	Overall Assessment (L,M,H)			

**RECOMMENDATION:** Given this preliminary screening, the company **SHOULD** or **SHOULD NOT** apply for the DOE SBV Pilot. (Circle one)