



ATTI Highlights

- **Typical awards of \$50,000 (possibly higher) in support of technology development**
- **Open submission (no deadline)**
- **Sixty day review cycle**

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ATTI Application Guidelines

The Aberdeen Technology Transfer Initiative (ATTI) program is a proposal-based technology transfer program for small businesses engaged in collaborative research and development with the federal laboratories and centers at the Aberdeen Proving Ground (APG). The purpose of the program is to stimulate economic development through such cooperation, to enhance military and homeland security technologies with private-sector innovation, and to assist in commercializing technologies under development at APG, generating greater returns on public investments in military R&D. Eligibility for an ATTI award requires a Cooperative Research and Development Agreement (CRADA), Patent License Agreement (PLA), Test Services Agreement (TSA), or Contract with one of the organizations at APG

Each proposal should be clear and concise and provide information about the proposed project that allows ATTI evaluators to assess the project's technical, military, and commercial merit. There is no mandatory format for ATTI proposals, though each should include all the information outlined below. There is no prescribed length for an ATTI proposal, but they typically range from 12 to 15 pages. Each proposal should be as long as necessary to make the case for funding. If existing documents are appended to provide some of the required information, there should be a clear executive summary to highlight the key points. Any critical information in appendices must be referenced explicitly in the proposal narrative.

Proposals submitted by the first of the month will be reviewed by the end of the following month. (i.e. A funding recommendation will be made within 60 days.)

An ATTI Proposal Cover Sheet that includes a non-proprietary abstract of the project shall accompany each proposal. Proprietary information submitted as part of the proposal shall be clearly marked as "proprietary." Proprietary information so identified will be held in confidence.

A letter from the collaborating entity, the APG laboratory or center, confirming that a formal agreement with the company is in place or in process must accompany the proposal. This letter must state the Army need that is to be met by the technology under development or otherwise affirm the Army's interest in the demonstration/development project.

- A. Introduction
- B. Description of the company
 - 1. Explanation of the product/service to be developed
 - 2. Explanation of the collaborative connection with the APG laboratory or center
- C. Commercialization Plan Overview¹
 - 1. Description of the market for the technology being developed
 - i. Who is the target market?
 - ii. What is the size of the potential market?
 - iii. How will the market needs be met with specific products/services?
 - 2. Description of the competition for this market
 - 3. Plans to commercialize the products or services
 - 4. Downstream funding plan
 - i. How much additional funding will be required to bring the technology under development to the commercial marketplace?
 - ii. What specific funding sources will be available and most likely to finance continuation of commercialization plan?
- D. Project Technical Proposal
 - 1. Explanation of how the technology under development fits within the commercialization plan
 - 2. Details of the proposed project, including:
 - i. Specific technical milestones
 - ii. If applicable, a drawing or schematic of the project
 - iii. Description of the work to be performed with sufficient technical detail to enable an expert to assess the project
 - iv. Personnel involved with a summary of their qualifications
 - v. Budget
 - a. Amount of funding requested from ATTI
 - b. Cost breakdown by labor category, materials, travel, and fees
 - c. If a portion of the requested ATTI funds are to be used to reimburse the government for technology transfer, specify the amount requested, the APG organization to receive the funds, and how the funds will be utilized.
- E. Information on related intellectual property (IP) and its protection (usually patents)
 - 1. Description of patents or other IP owned or licensed by the company
 - 2. Major terms of any technology licenses of key IP
 - 3. Brief summary of potential competing IP
- F. Description of the management and technical staff and their experience
- G. Financials
 - 1. Historical statements or projections - cash flow, income statements and balance sheet for 3-5 years (if available)
 - 2. Assumptions on which financial projections are based

¹ It is permissible to attach existing business plans to provide additional information about the commercialization strategy to be employed.