BOSTON ENGINEERING™
Imagine the Impact ™

Application Form
Boston Engineering Innovation Center

Dear Applicant:

Thank you for your interest in MassDevelopment's Manufacturing Innovation Grants program. The MassDevelopment program connects Massachusetts original equipment manufacturers (OEMs) with one of four Innovation Centers – including Boston Engineering – to provide discounted services and expertise to help small-to-mid-sized companies grow.

The program is open to Massachusetts companies in need of expertise and equipment to support product development, prototyping, scaling production, cost reduction, and other assistance.

MassDevelopment selected the Innovation Centers based on their specific assets, their ability as individual organizations, and the broad based ability as a group. Together, the Innovation Centers offer a means to solve diverse technical problems in an effort to turn vision into reality, reduce production costs, and define process improvements.

Eligible companies will contract directly with one of four Innovation Centers and are free to contact more than one in an effort to maximize their efforts. The Innovation Center will evaluate each project independently. Additionally, each Innovation Center will have the final decision on which projects it undertakes, based on each Innovation Center's understanding of a project and its own internal capabilities.

Grant Background

If selected, MassDevelopment will pay up to the lesser of 75% or $75,000 of the cost of a contract between a manufacturing company and chosen Innovation Center. Companies will pay the remaining percent. The exact percentage may vary.

Applicants will be evaluated on a number of factors, including potential value to the program's overall success. However, if your organization is not selected initially, we will keep your application on file and will review it based on funding appropriations.

Grant Eligibility Requirements

- Companies must be located in Massachusetts
- Companies must have 100 or fewer employees
- Companies must be new customers of the contracting Innovation Center
- Recipients are required to complete a survey at the end of the contract. A second survey will be required at a later date regarding the impact on the number of employees, net income, sales revenue, and number of customers. While all company-specific data will be held confidential, aggregate numbers on total impact of this fund will be used by MassDevelopment

Application

To be considered for this grant, applicants must complete the form below. All company-specific data will be held confidential.

Contact Information

1. Contact Name:
2. Title:
3. Contact Phone:
4. Contact Email Address:

Company Information

1. Company Name:
2. Street Address:
3. Town/City:
4. State:
5. Zip Code:
6. Year your company was incorporated:
7. North American Industry Classification System (NAICS) code:
8. Number of employees at the end of 2015:
   a. Full-time:
   b. Part-time:
9. Number of employees projected for 2016:
   a. Full-time:
   b. Part-time:
10. Revenues:
    a. Please provide total revenues to date:
    b. Please provide revenues for the following years:
       i. 2014:
       ii. 2015:
       iii. 2016 (projected):

11. Please answer the following if your company serves the defense industry:

    a. Are 10%+ of revenues from the defense industry? (2015) _____

    b. Did you experience a 5% loss of sales? (2015)_____

    c. Do you project a 5% loss of sales?:_____

Company Background and Market Landscape

1. Please provide an overview of your company, product(s), and sales model (300-500 words maximum):

2. What market needs does your product address? (300-500 words maximum):

3. Sales targets:
   a. Identify your sales targets/customer segments:

   b. How many different companies/customers have you sold products to? (total #):

c. Please list your five largest sales accounts (customers):

4. Describe the market landscape [current market size and growth projections, current competitors, and emerging threats] (300-500 words maximum):

5. Please outline the top-three challenges facing your company:
   a. First challenge:

b. Second challenge:

c. Third challenge:

6. Describe the current development stage of your product (e.g., proof of concept, prototype, in production, etc.). Provide current development tools or manufacturing processes that you are currently using (300-500 words maximum):

Scope of Services and Project Impact

1. Please detail the specific scope of services requested from the Boston Engineering Innovation Center [to the best of your ability] (300-500 words maximum):

2. If you received these services, how would it impact your company? (e.g., use proof of concept/prototype to raise additional funding; increase margins through improved product design, etc.). Please quantify the expected impact as much as possible:

3. If needed, is your company willing to invest in the selected project if the scope is projected to exceed $100,000 to accomplish your objectives? Please indicate "yes" or "no." _____

4. If different from the company contact listed on page two, please provide your company's point-of contact for the project (name, title, phone number, and email address).

   _____

Future Commitment

1. If selected for the MassDevelopment Manufacturing Innovation Grants program, the company agrees to complete a survey administered by the Commonwealth of Massachusetts, MassDevelopment, or qualified agent of the Commonwealth that has signed an NDA. To help measure success, the program requires company information for up to two years after the project is complete – such as production costs and product margins.

2. If selected, please indicate a willingness to participate in select promotional activities for the MassDevelopment Manufacturing Innovation Grants program. Please indicate "yes" or "no." _____

Signature

_____

Name (signature)

_____

Name (please print)

_____

Date

_____

Title and Company

By signing this document, I certify that the above information is accurate. Additionally, I agree that this organization will provide feedback at the end of the project, and that I will submit to a survey for MassDevelopment.

Submission Process

Please submit the completed form to the following email address: InnovationCenter@boston-engineering.com. You will receive an email confirmation that we have received your application.

Once we have reviewed and evaluated your submission, we will contact you regarding potential next steps. Thank you for your interest in the Boston Engineering Innovation Center.