Technologist-in-Residence Pilot – Webinar Questions and Answers

I. Cost Sharing and Funding

1. Q: To clarify, the DOE funding cannot be used for the agreed upon research project between the lab and company?
Correct. Funding for this Laboratory Call is limited to the research and development (R&D) activities specified in Section E of the Technologist-in-Residence (TIR) Laboratory Call for Proposals. TIR funding may not be used for collaborative R&D proposals developed during the performance period for the TIR pairing. The proposed R&D will then take place outside of the pilot and will not use TIR pilot funds. TIR pilot funds will go towards exchange of priorities and capabilities, participation in the Council of Technologists, formation of agreements and defining scopes of work (SOW). However, the National Labs and the industry partner will execute these scopes of work outside the scope and funding of the TIR pilot itself.

2. Q: What path forward do we offer our industry partners for funding and executing proposed SOW's?
Industry partners selected to participate in the Technologist in Residence pilot will have the opportunity to pursue CRADAs (Cooperative Research and Development Agreement) to carry out the R&D outside of the pilot. To be clear, industry partners and National Labs can pursue CRADAs as ideas develop; there is no requirement to wait until the end of the pilot, only that the Technologists selected for the pilot continue to participate as Technologists in Residence for the duration of the pilot.

3. Q: If proposals come in under the $400k target and funds remain, would EERE fund more than 5 TIR pairs?
If there are remaining funds, DOE may consider funding additional TIR pairs.

4. Q: How will material costs by the industry partner be accounted for? For example, nanoparticle development by the industry partner that might be expensive to develop?
To be clear, funding for this Laboratory Call is limited to the R&D activities specified in Section E of the Technologist-in-Residence Laboratory Call for Proposals. TIR funding may not be used for collaborative R&D proposals developed during the performance period for the TIR pairing. Therefore, the example used, nanoparticle development, would not be within the scope of the TIR activity.

5. Q: Is funding available to support research, or only development of collaborative proposals?
Funding for this Laboratory Call is limited to the R&D activities specified in Section E of the Technologist-in-Residence Laboratory Call for Proposals. TIR funding may not be used for collaborative R&D proposals developed during the performance period for the TIR pairing.

6. Q: With respect to cost sharing, is the industry partner expected to send funds directly to the lab to cover lab costs not covered by the $400K in federal funds?
Yes, funds would be sent directly to the laboratory through the CRADA mechanism.

7. Q: Are companies required to provide 100% of the cost share requirement?
The proposal must specify the amount and source of funding to be contributed to the project to match DOE's federal share in the budget template provided. Note, the industry partner and the Laboratory cannot use federal funds to meet the cost share requirement.

Under the modified cost-share requirement, the private sector partner will provide all of the funds for the salary and expenses of the Industry Technologist. The Energy Department will provide $400,000 for the salary and travel of the Lab Technologist. Should the Lab Technologist require additional funds for salary and travel beyond the federal share, the private sector partner will be required to contribute these funds. The proposal must detail the private sector partner's commitment to contribute these funds as cost share.

8. Q: Industry partner pays for their staff travel to and from labs...Is this the extent of their scope for inkind?
No. The proposal must detail the private sector partner's commitment of any additional funds required for the salary and travel of the Lab Technologist greater than the anticipated federal share of $400,000.

In addition to this cost match to support the salary and travel of the Lab Technologist, it is anticipated that the industry partner will cover 100% of the Industry Technologist's salary and expenses during the TIR pilot. The proposal must specify the amount and source of funding to be contributed to the project to match DOE's federal share in the budget template provided. In addition, the proposal shall include a cost share commitment letter signed by the industry partner.

9. Q: Is the cost-share requirement that the industry partner provides about $400,000 of the Lab Technologist's costs AND also cover the costs of the Industry Technologist in Residence?
The proposal must detail the private sector partner's commitment to contribute the amount necessary to cover any additional salary and travel costs for the Lab Technologist beyond the federal share of $400,000.

In addition to this cost share to support for the salary and travel of the Lab Technologist, it is anticipated that the industry partner will cover 100% of the Industry Technologist's salary and expenses during the TIR pilot. The proposal must specify the amount and source of funding the partner will contribute to the project in the budget template provided. In addition, the proposal shall include a cost share commitment letter signed by the industry partner.

10. Q: Can the cost share component include, for example, time spent by Industrial Technologist and his/her travel expenses?
No. The proposal must detail the private sector partner's commitment to contribute any funds required beyond the anticipated federal share ($400,000) to be used for the salary and travel of the Lab Technologist. In addition to this cost share to support for the salary and travel of the Lab Technologist, it is anticipated that the industry partner will cover 100% of the Industry Technologist's salary and expenses during the TIR pilot. The proposal must specify the amount and source of funding to be contributed to the project to match DOE's federal share in the budget template provided. In addition, the proposal shall include a cost share commitment letter signed by the industry partner.

11. Given the following scenario, could you please clarify the cost share requirements for industry?
Say a technologist pair's total estimated costs for the TIR Pilot collaboration are $1,000,000. The Lab Technologist's activities and the Industry Technologist's activities each total $500,000. Which cost share requirement is correct?
a. EERE to Lab: $400,000
Industry to Lab: $100,000
Total to Lab: $500,000
Industry self-funding: $500,000 for a total cost share commitment of $600,000 to meet or exceed the $400,000 in EERE funds,
- or -
b. EERE to Lab: $250,000
Industry to Lab: $250,000
Total to Lab: $500,000
Industry self-funding: $500,000 for a total cost share commitment of $750,000 to meet or exceed the $250,000 in EERE funds?
Industry is accustomed to Scenario 1.
DOE developed the cost share requirements for this pilot based upon extensive outreach with labs, industry, and stakeholder groups. For this pilot, scenario a is now the model for calculating the required cost share.

12. Under Section II: Funding Information and Eligibility, E. Cost Sharing

- Assuming a proposal is approved for $400,000, this money is sent to Lab to cover costs of the Lab Technologist. Under the Cost Sharing description it states that the private sector partner's commitment is equal to or greater than Fed share ($400,000) to be used for the salary and travel of the Lab Technologist. Is this just a misprint and should read Industry Technologist?

The salary and travel for the Industry Technologist will be funded in full by industry. In addition, DOE will contribute the first $400,000 towards the salary and travel of the Lab Technologist, and industry will contribute any costs over and above this first $400,000.

II. Staffing

1. Q: Can two TIRs from the labs participate as co-leads in this program?
DOE would not be opposed to this scenario but DOE would provide no more than $400,000 total towards the TIR pairing regardless of the number of co-lead Lab Technologists. This scenario would require that the industry partner fund any additional salary and travel costs for the Lab Technologists beyond the $400,000 in federal funds DOE is providing. In addition, each Technologist may represent single or multiple companies or single or multiple laboratories.

2. Q: Similarly, can multiple TIRs from one or more companies participate as co-leads in this program?
DOE would not object to this arrangement provided that the industry partner was contributing 100% of the salary and travel of the multiple industry co-leads. In addition, each Technologist may represent single or multiple companies or single or multiple laboratories.

3. Q: Is there a minimum FTE (Full-Time Equivalent) that will be allowed for the TIR to participate in this program? For
example, can a TIR participate at half time, or even quarter time?
There is no minimum FTE to participate in the program. At the same time, applicants will be reviewed based in part on the following criteria:

- "Degree to which the approach detailed in the work plan will achieve the program goals and expectations;
- Degree to which the proposed activities will result in increased collaborative research and development between the proposed industry partner and DOE National Laboratories;"

4. Q: Is it possible to have two or more part-time or quarter-time lab representatives, from the same or from different laboratories?
Yes, provided the cost share requirements are met.

5. Q: Is an industry consortium or a single company preferred? For consortiums can there be more representatives or should there be only one contact from the industrial consortium?
This lab call does not have a preference about industry consortium or single companies. For consortiums, there can either be a single contact or multiple representatives. However, industry will be responsible for paying the full salary and travel for each industry partner.

6. Q: What is the definition of "senior" technologist? Can you give an example of a level that would be considered sufficiently senior?
The technologist must be able to (1) identify the technical priorities and challenges of the participating company or companies and the resources and capabilities in DOE's National Laboratories that may address them; (2) propose collaborative R&D efforts to develop science-based solutions to the company's most strategic scientific, technological, and business issues; and (3) develop an umbrella agreement and specific scopes of work for the proposed collaborative R&D efforts.

7. Q: Can you explain "senior representative" in details?
Please see question 4, section II.

8. Q: Would the Lab Technologist in the pair also be supported by a team of individuals from tech transfer, legal, etc. to work through deliverables such as streamlining lab interaction?
The vision of the TIR pilot is that the each National Lab participating in the pilot will employ their standard practices and policies support all of these integral functions to develop the framework agreement and scopes of work.

That said, applications will be evaluated, in part, based on the following criteria:
Criterion 2: Team and Resources (40%)
Team Competency:

- The capability of the proposed team and available resources to address all aspects of the work plan with a high chance of success based on the technical credentials of the technologists; qualifications, relevant expertise, and time commitment of the individuals on the team;

- The ability of the Lab Technologist to represent the resources of his or her own laboratory, and to help the pair navigate across the entire National Lab enterprise; and
- Degree to which the Industry Technologist can represent the industry partner's technical challenges and to devise and enact corporate research and development strategies.

Resources and Support:

- How well the supporting resources from the Laboratory and industry partner support the pilot objectives and commitment to the pair's success.

9. Q: Must this strictly be a pair or can more than one industry technologist be coupled with the Lab Technologist? The ability to expand to perhaps two people with complementary skills may make this program more effective.
DOE would not object to this arrangement provided that industry partner was contributing 100% of the salary and travel of the multiple industry co-leads. In addition, each Technologist may represent single or multiple companies or single or multiple laboratories. As mentioned above, each application will be evaluated, in part, based on the capability and resources of the proposed team.

10. Q: It's not clear to me what specific activities the TIR pair would undertake under this program.
These pairs of Technologists will work together for a period of up to two years to (1) identify the technical priorities and challenges of the participating company or companies and the resources and capabilities in DOE's National Laboratories that may address them; (2) propose collaborative R&D efforts to develop science-based solutions to the company's most strategic scientific, technological, and business issues; and (3) develop an agreement and specific scopes of work for the proposed collaborative R&D efforts.

Over the first year of the pilot, a TIR pair will aim to form an agreement broad enough to cover general subject areas and initial specific technical scopes of work to be executed under the agreement. Additional specific tasks may be added under the agreement after it is established based on mutually agreed proposals. The specific tasks and scopes of work for proposed R&D collaborations will be created building on the insight gained through the exchange of information on technical priorities and laboratory capabilities and will be formulated to address the technical priorities identified with relevant laboratory capabilities. The Lab Technologist may draft scopes of work for proposed R&D for their own laboratories, and can facilitate drafting of scopes of work with staff from other National Laboratories.

11. In using the term 'In-Residence' are you implying that a lab person spend the duration of the proposal at the company or visa-versa?
Each application will propose in applying how the pairs will spend their time. As this is a pilot, each selected pair will be given the freedom to determine the best approach, and DOE will learn from their experiences. Pairs could co-locate at the lab, at industry, split their time back and forth, or come together periodically.

III. General

1. Q: What are the guidelines around U.S. vs. Global Manufacturing?
One technical evaluation criteria is the degree to which the identified private sector technical challenges, if solved, will meet the objectives of the Clean Energy Manufacturing Initiative (CEMI). CEMI's core objectives, for this lab call, are to increase U.S. competitiveness in manufacturing clean energy technologies and increase U.S. manufacturing competitiveness across the board by boosting energy productivity.

2. Q: The focus of the technology pair must meet CEMI objectives. Is it fair to say that any EERE-relevant technology focus would also meet CEMI objectives, or is this lab call more AMO-focused?
Applicants will be evaluated based upon how they meet CEMI's core objectives, which are to increase U.S. competitiveness in manufacturing clean energy technologies and increase U.S. manufacturing competitiveness across the board by boosting energy productivity. All EERE-relevant technologies are eligible.

3. Q: Could you define "clean-energy technology" a little better? How broad or narrow is that definition?
Clean energy technology will be defined not only as energy efficiency and renewable energy technologies, but as technologies that increase U.S. energy productivity through the manufacturing process. For the purposes of this lab call, leveraging low-cost domestic feedstocks and fuels will not be considered clean energy technologies.

4. Q: With respect to ensuring additionality, if a company already has a CRADA or WFO in place with a lab, does that preclude the technology area represented by those agreements to be the focus of the pair?
An existing CRADA or WFO would not preclude the possibility of a private company being funded during the TIR pilot, but in the application, the pair must demonstrate a new opportunity to advance the objectives of the program.

5. Q: Do you anticipate a need for a CRADA to support a TIR activity?
Yes, a CRADA is necessary to carry out the TIR activity.

6. Q: How will proprietary information be managed by DOE?
DOE National Laboratories have established and put effective procedures in place for protecting proprietary information. Each Private Sector Partner and Laboratory will enter into a written agreement (i.e., CRADA) that will govern the management of proprietary information between the two.

7. What is the Intellectual Property agreement for the Technology in Residence (TIR) Program?
Individual awardee labs are to use their normal Technology Transfer channels to handle intellectual property matters.

8. Q: The TIR FOA states that DOE will look for proposals that demonstrate new relationships between Labs and private sector industry partner. Please describe what current contacts/relationships with industry partners would be precluded.

Please see question 5, section III.

9. Q: Can you give an example of a partnership project that might fit this request?
The sustained, long-term trusting relationship developed between Los Alamos National Lab and Procter and Gamble in many ways serves as a great example for this pilot.
http://www.lanl.gov/discover/newsrelease-archive/2011/July/07.27-detonation-to-diapers.php

10. Thanks for all the information that you sent out today in the Webinar. I have two questions for you.
Will the PowerPoint presentation be available to save and view?
Yes. It will be posted on the TIR website and on Exchange.
Do we continue to show preference to small business? Or is this more focused on big industry?
This pilot will show no special preference to the type of industry partner that is proposed.

11. Q: Where will the presentation be posted? Thank you.
The presentation will be posted on the TIR webpage. We have posted a link to the raw video from the webinar, and will be posting the official video, slides, and transcript as quickly as possible.

12. Q: How can a technology company apply to participate?
Technology companies interested in participating should reach out to the designated lab point of contact to formulate a pair and develop the application, which the lab will submit.

13. Exchange does not appear to be set up to upload the required PDF document or budget form for this call. Please advise as to how these are to be submitted.
This has been fixed. Please apply through Exchange.