

U.S. DEPARTMENT OF
ENERGY

OFFICE OF
Technology Transitions



DE-LC-000L103 FY23 Fall Energy I-Corps Lab Call

Informational Webinar

March 28, 2023, 12 p.m. ET

Housekeeping

- All applicants are strongly encouraged to read the entire lab call and adhere to the stated submission requirements.
- This presentation summarizes the contents of the lab call. If there are any inconsistencies between the lab call and this presentation or statements from DOE personnel, the lab call is the controlling document and applicants should rely on the lab call language and seek clarification from Office of Technology Transitions (OTT) at energyicorps@hq.doe.gov.
- This webinar is being recorded.
- Everyone has been placed on mute.
- Please provide your questions through the Q&A feature. All questions will go into the formal Q&A log and will be answered and publicly posted to Exchange.
- This Informational Webinar recording will posted to Exchange

Webinar Purpose

The purpose of today's webinar is to:

1. Provide an **overview of the lab call**
2. Highlight specific areas in the lab call that are **new for FY23**

Agenda

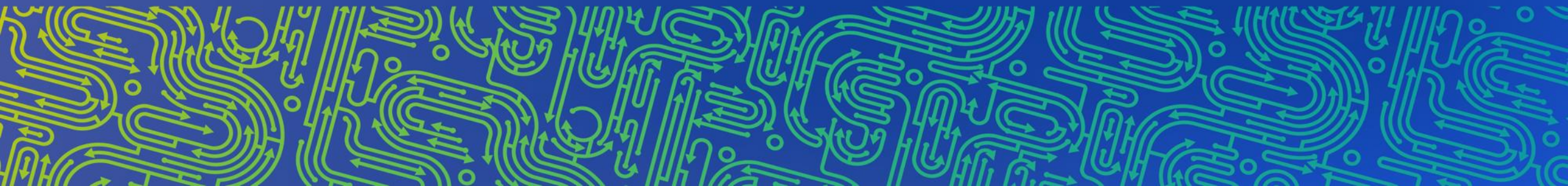
1. **Background**
2. **Lab Call at a Glance**
3. **Topic 1: Pipeline Development**
4. **Topic 2: EIC Cohort Training (Cohort 17)**
5. **Topic 3: Post Energy I-Corps**
6. **Diversity, Equity, Inclusion, and Accessibility**

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BACKGROUND



Background

- EIC focuses on expanding the entrepreneurial and technology commercialization skillsets of researchers at national labs and FFRDCs
- Established in 2015, inspired by the NSF I-Corps™ program
- DOE's OTT is the program administrator



Goals for Energy I-Corps

- Increase the number of national laboratory- and FFRDC-developed technologies that are transferred into commercial development or industry agreements
- Train national laboratory and FFRDC researchers to better understand the commercialization process and private sector needs
- Promote national laboratories and FFRDCs to value commercialization and entrepreneurial activities



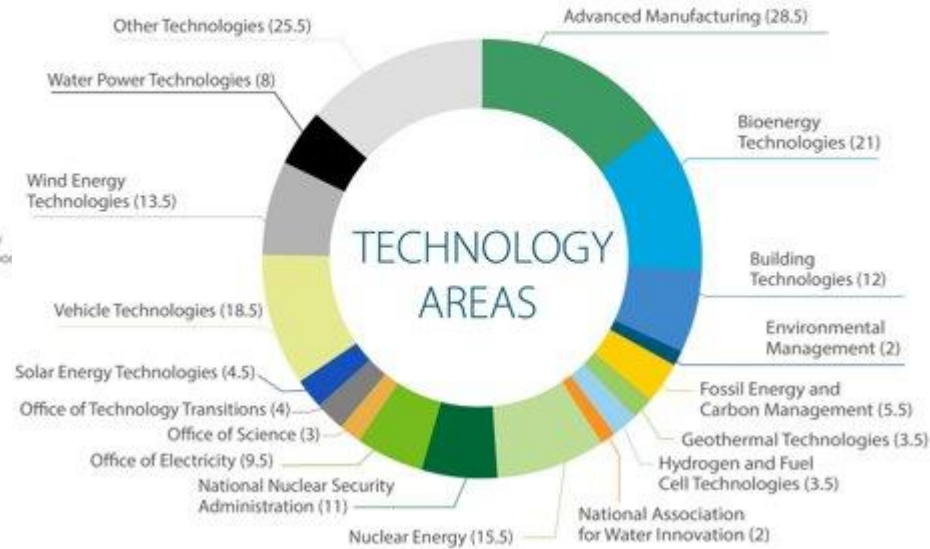
Program Impact since 2015

191 TEAMS | 12 NATIONAL LABORATORIES



Topic 2 statistics

BRINGING ENERGY INNOVATIONS TO



INVESTMENT TOTAL
\$14,345,000

 **\$150M+**
Post Program
Funding

 **20+** New
Businesses

 **13,600+**
Customer Discovery Interviews

 **75+** Licenses Executed

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LAB CALL AT A GLANCE



Program Structure

Goal refocused from previous years



Topic 1: EIC Pipeline Development

Program to fund projects and programming that have the potential to **directly** increase participation in EIC Training Cohorts (Topic 2) in subsequent EIC lab calls.



Participation in Topic 1 is not required to participate in Topic 2

Similar to previous years



Topic 2: EIC Training Cohort

2-month training program to investigate the market potential and accelerate the commercialization of national laboratory and FFRDC technology.



Previous participation in Topic 2 is required to participate in Topic 3

New!



Topic 3: Post EIC

Program to fund EIC Training Cohort (Topic 2) graduates advance towards their next step in technology commercialization

Key Dates

Event or Deadline	Date
Lab Call Issue Date	March 8, 2023
Informational Webinar	March 28, 2023, 12:00 pm (ET)
Application Submission Deadline (All topics)	April 28, 2023, 5:00 pm (ET)
Expected Date for Selection Notifications	May 31, 2023

General Information

Means of submission for Application	Topic 1: EERE Exchange (DE-LC-000L103) Topic 2: Microsoft Forms (link on page 20 of lab call) Topic 3: EERE Exchange (DE-LC-000L103) EERE Exchange use is new for EIC
Total Amount to be provided	OTT expects to award at least \$500k across the three topics combined. However, additional funding may be available based on proposals' alignment with partner Program Office goals. DOE may issue one, multiple, or no awards.
Cost Share Requirement	None
Submission of Multiple Proposals	For all three topics, there is no limit on the number of applications each national laboratory or FFRDC can submit.
Questions	All questions and answers will be recorded in a Q&A log and posted on Exchange. RE: EIC Lab Call Solicitation (all topics): energyicorps@hq.doe.gov RE: EERE Exchange Technical Support: eere-exchangesupport@hq.doe.gov

Budget per Topic



Topic	Available Budget
Topic 1: EIC Pipeline Development	Up to \$100k per laboratory or FFRDC
Topic 2: EIC Training Cohort	\$80k per team
Topic 3: Post EIC	Up to \$100k per EIC graduate team

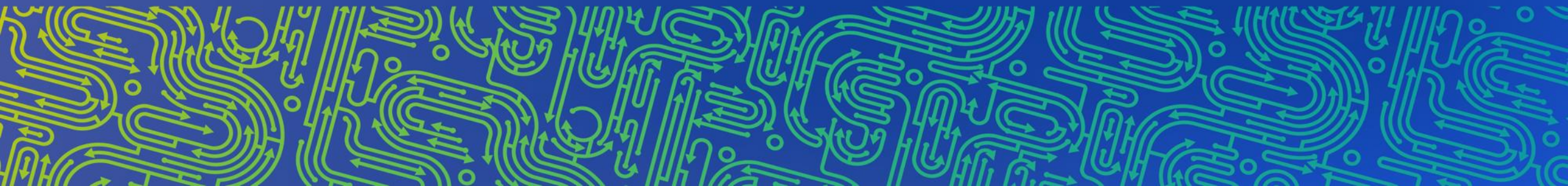
Cost share is not required for any of the three topics. However, national laboratories and FFRDCs may supplement team budgets with internal funding resources if desired. All funding will be provided to the national laboratory or FFRDC as a bill code.

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TOPIC 1: PIPELINE DEVELOPMENT



Topic 1: Pipeline Development

- Topic 1 seeks proposals from national laboratories and FFRDCs for projects and programming that have the potential to **directly increase** participation in subsequent EIC Training Cohorts.
- Successful projects will be able to demonstrate how the funded activity leads to increased EIC Training Cohort applications (Topic 2).
- Individual projects under Topic 1 will be considered up to a total \$100k per laboratory or FFRDC

Key Dates for Topic 1: Pipeline Development

Event	Date
Submission deadline (same for all topics)	Friday, April 28, 2023, 5:00 p.m. (ET)
Expected date for selection notifications	Wednesday, May 31, 2023
Funding transfer complete	Summer 2023

Topic 1: Pipeline Development

Examples of Topic 1 projects include:

- Funding interns to work directly with PIs to develop EIC applications
- Interviewing EIC alumni, analyzing the chain of events that led alumni to apply to EIC, and running a pilot to try to recreate the experience for other PIs
- Hosting or participating in a low cost, lighter lift entrepreneurial program geared towards recruiting for subsequent EIC training cohorts

Examples of activities that would NOT be well-suited for Topic 1 include:

- General trainings on a specific component of the commercialization process such as intellectual property protection
- General talks or lunch-and-learns about the commercialization process

Topic 1: Pipeline Development

Eligibility

Only DOE national laboratories and FFRDCs are eligible to apply for Topic 1. Topic 1 is comprised of three subtopics (1a, 1b, and 1c) listed below. The subtopic appropriate for each national laboratory and FFRDC depends on the status of unspent prior awards from Site Lab, Satellite, or Asynchronous I-Corps Funding.

Topic 1a. Opportunity for national laboratories and FFRDCs that have utilized all prior award funds from OTT Site Lab, Satellite, or Asynchronous I-Corps according to a preestablished plan. **No unexpended funds remain** at the national laboratory and FFRDCs. National laboratories and FFRDCs meeting this criterion **may apply for additional funding**. Those with unspent funds are ineligible for consideration under this subtopic and should, instead, refer to Topics 1b or 1c.

Topic 1b. Opportunity for national laboratories and FFRDCs with **remaining unexpended award funds** from OTT Site Lab, Satellite, or Asynchronous I-Corps **to propose an adjustment or scope change of the unexpended funds**. Any proposed adjustment or scope change should **address the goals of this topic**. Proposals for Topic 1b should **not include requests for additional funds**. (If additional funds are needed, see Topic 1c)

Topic 1c. Opportunity for national laboratories and FFRDCs with **remaining unexpended award funds** from OTT Site Lab, Satellite, or Asynchronous I-Corps **to propose an adjustment or scope change of the unexpended funds**. Any proposed adjustment or scope change should **address the goals of this topic**. **Additional funding may be requested**.

Topic 1: Pipeline Development

Program Deliverables

A concise final report will be required to be submitted at the end of the proposed project.

Period of Performance

A modification to the lab call was made on Thursday, March 30, 2023 which included changes to Topic 1: Energy I-Corps Pipeline Development “Period of Performance”, pg. 12. from: *"The proposed project or programming must be completed within FY 2023. Applications for activities in FY 2024 should be submitted to subsequent EIC lab calls (subject to funding and approval)"* to ***"Proposed projects should seek to support EIC goals efficiently and effectively in FY23. However, applications with projects that expand beyond the end of FY23 will be considered."***

Submission and Review Information

All submissions must conform to the following slide's form and content requirements, and must be submitted via [Exchange](#), unless specifically stated otherwise. DOE will not review or consider submissions that are received through means other than Exchange, submitted after the applicable deadline, or incomplete.

Topic 1: Pipeline Development Application Documents

Document	Format	Description
Detailed narrative	<ul style="list-style-type: none">• 3-page max• 8.5"x 11" pages with 1-inch margin• 11-point font• PDF file	<p>Applicants are required to:</p> <ul style="list-style-type: none">• Describe the proposed project including the leading participants, target participants, resources needed, anticipated level of impact, and overall plan to execute the project.• Explicitly state how the proposed project will directly increase future participation in EIC Training Cohorts (Topic 2) from your laboratory/FFRDC.• Proposals for subtopics 1b and 1c must explicitly explain how unexpended Satellite, Site Lab, or Asynchronous EIC funding will be rescoped to directly increase participation in Topic 2.• List the barrier(s) to participating in EIC training cohorts (time, effort etc.) unique to your national laboratory or FFRDC that is addressed by your proposed project.• Explain any hurdles that may arise when implementing your proposed project and your plans to overcome such hurdles.• Describe how DEIA objectives will be incorporated in the proposed project. Include how the project will support or implement the lab-wide DEIA plan. Include at least one SMART DEIA milestone supported by metrics to measure the success of the proposed action. If DEIA objectives are not applicable to the project, provide an explanation of inapplicability.• Include a timeline for the proposed project.• Describe a plan for implementing the idea with a requested amount of funding, but also include what would be possible with 50% of the requested amount.
Summary presentation slide	<ul style="list-style-type: none">• 1-slide max.• PPT file• Formatting is at applicant's discretion	<p>Applicants are required to succinctly describe the project and its intended impact at a high level. Slides should be structured to be legible when projected during briefings. Informative graphics with well-placed text are more helpful than dense text.</p>

Topic 1: Pipeline Development

Selection Criteria

Criterion 1: Impact (80%) This criterion considers the following factors:

Potential to Increase EIC Training Cohort Participation	Long-Term Viability	Access to Resources	DEIA
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Criterion 2: Quality of Proposed Project (20%) This criterion considers the following factors:

Well-Defined Goals	Challenges Mitigated	Reasonable Assumptions & Timeline	Reasonable Budget
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These criteria are described in detail on **page 14** of the lab call

Topic 1: Pipeline Development

Project Administration and Reporting

Projects selected for award are managed by DOE in accordance with DOE requisite policies and procedures. OTT will provide all required project oversight and engagement with EIC project participants. DOE Program Offices that decide to participate in EIC can also engage with EIC participants.

OTT will establish a regular cadence of required meetings with national laboratory and FFRDC technology transfer offices ranging from every one to three months to meet with OTT and supporting DOE program offices to discuss project progress and budget updates. Additionally, national laboratory and FFRDC technology transfer offices are required to provide monthly progress reporting and budget reporting, in addition to program-specific deliverables.

Topic 1: Pipeline Development

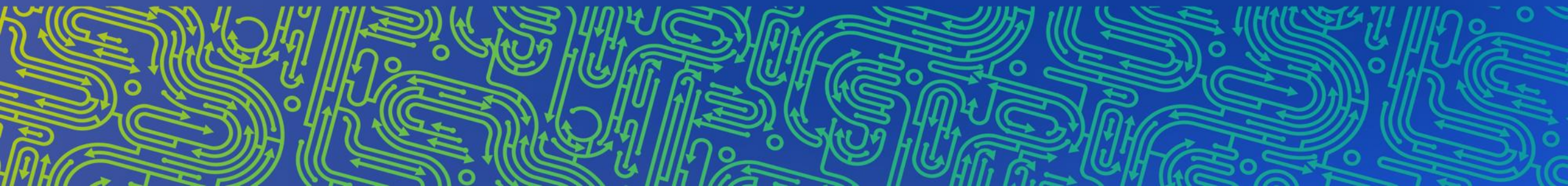
Questions?

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TOPIC 2: EIC COHORT TRAINING (COHORT 17)



Topic 2: Cohort Training (C17)

This topic seeks team applications to participate in EIC Training Cohort 17. Selected teams of researchers and industry mentors will participate in an intensive curriculum-based program to understand market awareness and learn about market pathways for their technology. Over the course of 2 months, selected teams attend in-person and virtual sessions, participate in weekly webinars, and learn from one-on-ones with instructors to systematically identify the most appropriate market application and commercialization pathway for their technology. Participation requires a considerable amount of time spent outside of the classroom conducting 75 stakeholder discovery interviews.

Each selected team will be provided \$80k to support their participation in EIC Training Cohort 17. Historically, DOE program offices have been interested in supporting high potential teams to go through the training.

Topic 2: Cohort Training (C17)

Eligibility

Only DOE national laboratories and FFRDCs are eligible to apply for EIC Training Cohort 17. Teams from any technology area will be considered. Technologies submitted for consideration should be at a stage in development that allows the team to identify potential partners within a target market.

To ensure fairness and maximum reach, DOE is restricting applications to national laboratory and FFRDC researchers who have not already gone through the EIC program. Researchers who have already gone through any previous Cohort of EIC successfully will only be considered if they are applying with **both** a different technology **and** a different team role than they previously held.

Teams do not need to have previously participated in entrepreneurial training programs or activities, including EIC Topic 1, to apply for this topic.

Topic 2: Cohort Training (C17)

EIC Training Cohort 17 consists of three key elements, summarized below:

1. **Lead Lab (aka the Node):** The National Renewable Energy Laboratory (NREL) serves as the Node for this program. The Node is responsible for developing and delivering the training, as well as providing program guidance to participating labs and FFRDCs.
2. **Participating Labs and FFRDCs (aka sites):** Sites recruit, assemble, and send teams to the Node for training. Sites also support teams both during and after the program. Support might include assistance in identifying entrepreneurial leads (ELs) and industry mentors (IMs) during the application period, as well as technology transfer/technology deployment/business development support for potential market pathways identified by the team during training. Each site will also assist with metrics collection during and after their team's participation in the program.
3. **Teams:** Applicants apply to EIC as a team, composed of a Principal Investigator with a commercially relevant technology, an EL, and an IM. **The time commitment to this program is significant for both the PI and the EL, and teams should do their best to organize their workload during the training period accordingly.**

The team is the core unit of each EIC Training Cohort. Each complete team consists of a PI, an EL, and at least one IM. Teams are expected to fully participate in the training program and together, they are expected to meet the requirements set by the Node.

Topic 2: Cohort Training (C17)

PI: The PI is the technical lead and project manager based at the DOE national laboratory or FFRDC, responsible for overall team management. The PI should have a laboratory or FFRDC technology or other form of IP identified, that the team believes has a potential market application. The PI is required to attend the entire opening and closing week in person. During the core training period, at least 20 hours per week of the PI's time should be committed to EIC (excludes opening and closing sessions, which require full time). Prior experience is not required. However, the PI should be committed to pursuing potential market pathways.

EL: The EL may come from inside or outside of the lab. Eligible candidates include, but are not limited to, laboratory staff (beyond the PI), serial entrepreneurs, postdoctoral scholars, or graduate students. The EL is required to attend the entire opening and closing weeks in person. During the core training period, the EL is expected to commit at least 30 hours per week of their time to EIC (excludes opening and closing sessions, which require full time). The EL is expected to lead the team in coordinating stakeholder interviews, delivering team presentations, and developing the business model canvas.

IM: Ideally, the IM is an experienced industry representative or entrepreneur, from outside the laboratory or FFRDC, with substantial expertise in a relevant sector. The IM is responsible for providing mentorship to the EL and PI for the duration of the EIC. IMs are not required to but are highly encouraged to attend the in-person opening week and closing week sessions. The IM is expected to commit up to 6 hours per week of their time during the core training period and to meet with the team on a weekly basis. To ensure unbiased mentorship, the IM should be a volunteer and not have a direct interest in the team's technology or IP. The IM's participation and lack of conflict of interest should be cleared with the lab's POC and Tech Transfer or Business Development Office.

Topic 2: EIC Cohort Training (C17)

Period of Performance

EIC Training Cohorts occur over an eight to ten-week duration. **The PI and EL are required to attend all program events, including the in-person opening and closing session weeks.**

Key Dates for EIC Topic 2

Event	Date
Informational webinar	Tuesday, March 28, 2023, 12:00 p.m. (ET)
Submission deadline for team proposals	Friday, April 28, 2023, 5:00 p.m. (ET)
Expected date for team selection notifications	Wednesday, May 31, 2023
Funding transfers begin	June, 2023
Funding transfer complete	Mid-August, 2023
Fall 2023 program dates PI and EL are required to attend all program events	Orientation webinars –August 31 & September 7 Opening week* – September 11-15 Curriculum webinars – September 21, 28 Curriculum webinars – October 5, 12, 19, 26 Curriculum webinars – November 2, 9 Closing week* – November 13 – 17

Topic 2: EIC Cohort Training (C17)

Submission Information

To be considered for EIC Training Cohort 17, applicants must complete and submit the single document (Microsoft Form) in Table 6 (**page 20**) of the Lab Call. All submissions must be submitted via Microsoft Forms. DOE will not review or consider submissions that are received through means other than Microsoft Forms, submitted after the applicable deadline, or incomplete.

Form Link: <https://forms.office.com/g/S1M4Kt3AcC>.

For Topic 2 applicants, **no documents or submissions are required to be uploaded through Exchange.**

Topic 2: Cohort Training (C17)

Selection Criteria

Criterion 1: Impact (60%) This criterion considers the following factors:

Commercial Potential	Challenges Mitigated	Fit with DOE Program Offices
Learning Impact	Reasonable Budget Plan	DEIA

Criterion 2: Project Team (40%) This criterion considers the following factors:

Collaboration & Capability	Availability	DEIA
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These criteria are described in detail on **page 21** of the lab call

Topic 2: Cohort Training (C17)

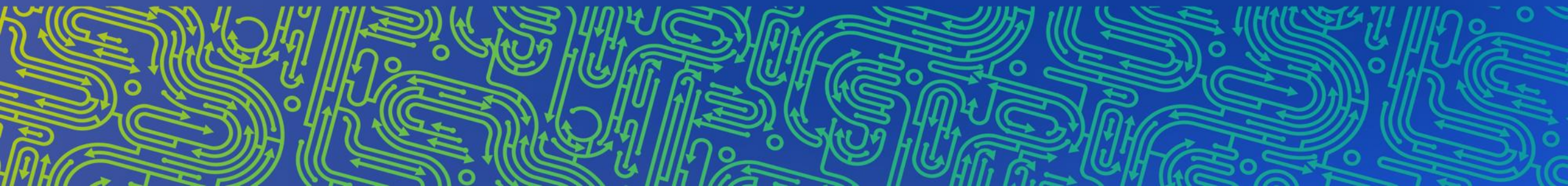
Questions?

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TOPIC 3: POST EIC



Topic 3: Post Energy I-Corps Funding

New Topic

Topic Description

Topic 3 intends to support a small subset of the most promising EIC Training Cohort (Topic 2) graduates with a high likelihood of commercializing their technology. The funds are not meant to support the teams’ full commercialization effort. Instead, the funds are intended to cover costs of the next actionable step in technology commercialization and facilitate the teams in reaching their next source of more substantive support to continue their commercialization journey. An example of a Topic 3 project could be running a pilot technology deployment with a pilot customer who has committed to adopting/selling/working with the technology upon a successful trial. Projects will be considered up to \$100k in funding. Applications will also be shared with relevant program offices for their consideration.

Key Dates for Topic 3: Post EIC

Event	Date
Submission deadline (same for all topics)	Friday, April 28, 2023, 5:00 p.m. (ET)
Expected date for selection notifications	Wednesday, May 31, 2023
Funding transfer complete	Summer 2023

Topic 3: Post Energy I-Corps Funding

Eligibility

Only teams or individuals who a) have previously participated in an EIC Training Cohort (Topic 2) and b) are pursuing the commercialization of the same technology they went through Topic 2 (inclusive of technical pivots) are eligible to apply to this topic.

Program Deliverables

A final report will be required to be submitted at the end of the proposed project.

Period of Performance

A modification to the lab call was made on Thursday, March 30, 2023 which included changes to Topic 3: Post Energy I-Corps Funding "Period of Performance", pg. 23. from: *"The proposed project or programming must be completed within FY 2023. Applications for activities in FY 2024 should be submitted to subsequent EIC lab calls (subject to funding and approval)"* to ***"Proposed projects should seek to support EIC goals efficiently and effectively in FY23. However, applications with projects that expand beyond the end of FY23 will be considered."***

Topic 3: Post Energy I-Corps Funding

Submission and Review Information

All submissions must conform to the following slide's form and content requirements, including maximum page lengths and must be submitted via [Exchange](#), unless specifically stated otherwise. DOE will not review or consider submissions that are received through means other than Exchange, submitted after the applicable deadline, or incomplete.

Should applicants experience technical problems with Exchange prior to the deadline, the applicant should contact the EERE Exchange helpdesk for assistance (EERE-ExchangeSupport@hq.doe.gov).

Topic 3: Post Energy I-Corps Funding

Application Documents

Document	Format	Description
Cover Page	<ul style="list-style-type: none"> 1 page max 8.5"x 11" pages with 1-inch margin 11-point font PDF file 	<p>Applicants are required to include:</p> <ul style="list-style-type: none"> Name of project and technology. Name(s) of individual or team members involved. Cohort number that team members participated in previously. A 200-or-less-word summary of the project suitable for public release if the project is funded.
Detailed narrative	<ul style="list-style-type: none"> 3-page max 8.5"x 11" pages with 1-inch margin 11-point font PDF file 	<p>Applicants are required to:</p> <ul style="list-style-type: none"> Describe the proposed project: the clear, discrete next step to commercialize your technology, and explain how receiving this funding will help you achieve this step. Describe an overview of the technology (including the status of its commercialization), the leading participants for the proposed project and their roles, resources needed, and overall plan to execute the project. Explain how the successful implementation of the proposed project will unlock the potential for much larger public or private funding sources to continue the commercialization process. State any roadblocks that may arise when implementing your proposal and your plans to overcome such barriers. Explain the steps and timeframe needed for full technology commercialization after this proposed project, assuming the proposal is funded. Describe how DEIA objectives will be incorporated in the project. Include how the project will support or implement the lab-wide DEIA plan. Include at least one SMART DEIA milestone supported by metrics to measure the success of the proposed action. If DEIA objectives are not applicable to the project, provide an explanation of inapplicability. Briefly indicate specific experiences or outcomes from EIC Topic 2 participation that influenced this proposal. Describe steps taken to commercialize the technology since participation in Topic 2. If none, state so. Include a timeline for the proposed project. Describe a plan for implementing the proposal with a requested amount of funding, but also include how you would implement the idea with 50% of the requested amount.
Summary presentation slide	<ul style="list-style-type: none"> 1-slide max. PPT file Formatting at applicant's discretion 	<p>Applicants are required to succinctly describe the project and its intended impact at a high level. Slides should be structured to be legible when projected during briefings. Informative graphics with well-placed text are more helpful than dense text.</p>

Topic 3: Post EIC

Selection Criteria

Criterion 1: Impact (80%) This criterion considers the following factors:

Potential of Project Success	Long-Term Viability	Commercial Potential
Access	DEIA	

Criterion 2: Quality of Proposed Project (20%) This criterion considers the following factors:

Well-Defined Goals	Challenges Mitigated	Reasonable Assumptions & Timeline	Reasonable Budget
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These criteria are described in detail beginning on **page 24** of the lab call

Topic 3: Post Energy I-Corps Funding

Topic 3 Selection Notification

All successful and unsuccessful applicant notifications will be communicated to laboratory and FFRDC POCs. It is the responsibility of the POC to distribute the notification information to their laboratory and FFRDC's applicants.

Topic 3 Project Administration and Reporting

Projects selected for award are managed by DOE in accordance with DOE requisite policies and procedures. OTT will provide all required project oversight and engagement with EIC project participants. DOE program offices that decide to participate in EIC can also engage with EIC participants.

OTT will establish a regular cadence of required meetings ranging from every one to three months for national laboratory and FFRDC technology transfer offices to meet with OTT and supporting DOE program offices to discuss project progress and budget updates. Additionally, national laboratory and FFRDC technology transfer offices are required to provide monthly progress reporting and budget reporting, in addition to program-specific deliverables.

Topic 3: Post Energy I-Corps Funding

Questions?

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DIVERSITY, EQUITY, INCLUSION, & ACCESSIBILITY (DEIA)



Diversity, Equity, Inclusion, and Accessibility (DEIA)

New Requirement

Applicants are required to reference, if available, the existing laboratory or FFRDC DEIA plan and describe how DEIA objectives will be incorporated in the project. Specifically, applicants are required to describe the actions the applicant will take to foster a welcoming and inclusive environment, support people from underrepresented groups in STEM, advance equity, and encourage the inclusion of individuals from these groups in the project, and the extent to which the project activities will be located in or benefit underserved communities.

Proposed projects should include at least one SMART (Specific, Measurable, Assignable, Realistic and Time-Related) milestone per budget period supported by DEIA relevant metrics to measure the success of the proposed actions. Because a diverse set of voices at the table in research, design, and execution has an illustrated positive impact on innovation, this implementation strategy for the proposed project will be evaluated as part of the application review process.

Diversity, Equity, Inclusion, and Accessibility (DEIA)

The following is a non-exhaustive list of actions that can serve as examples of ways proposed projects could incorporate DEIA elements:

- Include persons from groups underrepresented in STEM as Principal Investigator (PI), Industry Mentor (IM), Entrepreneurial Lead (EL) (Section G.ii of lab call) and/or overall project team
- Include faculty or students from Minority Serving Institutions as PI, IM, EL and/or overall project team
- Collaborate with students, researchers, and staff in Minority Serving Institutions as part of customer discovery
- Identify Minority Business Enterprises, Minority Owned Businesses, Woman Owned Businesses, and Veteran Owned Businesses to interview as part of customer discovery.
- Enhance or collaborate with existing diversity programs at your home organization and/or nearby organizations

These examples should not be considered either comprehensive or prescriptive. Applicants may include appropriate actions not covered by these examples.

For additional information, refer to the DEIA section starting on **Page 8** of the lab call.

Questions?

Specific questions about this lab call should be submitted via email to energyicorps@hq.doe.gov.

To ensure fairness across all labs, individual DOE staff cannot answer questions while the lab call remains open.

OTT will post all questions and answers on EERE Exchange.

Questions about Exchange: EERE-ExchangeSupport@hq.doe.gov