

Commercialization Plan Evaluation

This scoresheet is used to evaluate applications to license Oak Ridge National Laboratory technologies. Where company resources or capabilities are not yet in place, plans to obtain the necessary resources or capabilities are evaluated.

Management Team (10 points)	
Experience	
Expertise (CEO, CFO, CTO, etc.)	
Ability to Develop Product (10 points)	
Access to Capital (Funds Available; Funding Plan)	
Track Record in Target or Related Market	
Anticipated Time to Market	
Product Development Team Capabilities	
Ability to Market Product (10 points)	
Depth of Market Opportunity Analysis	
Strength of Go-To-Market Plan	
Anticipated Business Volume	
Marketing Team Capabilities	
Ability to Produce, Distribute and Support Product (10 points)	
Strength of Ramp Up Strategy	
Facilities (Actual and Planned)	
Production/Distribution/Support Team Capabilities	
Commitment to Technology (10 points)	
Resources Committed	
Proposed Performance Milestones	
Proposed License Terms (Execution Fee, Minimum Royalties, Running Royalty Rate)	
Commitment to Manufacture in the United States (10 points)	
US Manufacture of materials sold in the United States	
US Manufacture of materials sold in the rest of the world	
US Small Business (5 points)	
Yes/No	
US Based and Controlled Business (5 points)	
US Based? (Y/N)	
US Controlled? (Y/N)	

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