



KEY QUESTIONS FOR DOSSIER – CATEGORY: NON-UNIVERSITY RESEARCH

Quality of Science/Research

- Please describe the state of the art in your field of research and explain how your research differs from other current research results. Please include relevant publications, conference contributions, relevant third-party funding obtained, awards, major career milestones, etc.
- Please explain the methodological research approach.
- What is the TRL level of the research, if applicable?

Innovative content and USP

- How novel and innovative is your project? What real and relevant problem is being solved?
- What is the unique selling proposition (USP) of the submitted project? How does it differ from other projects?

Commercial Feasibility and Initial Commercial Success

- Please explain the commercial implementation of the project and its feasibility. What initial commercial successes can be presented?
- Please explain the underlying business model and provide a market assessment and an explanation of the relevant market. What growth has already been achieved or is being targeted (scaling)?
- What team is behind the project? What competencies does the team cover? Is there access to support and transfer services for commercial exploitation?
- Who are the specific application groups (target groups)? What are the benefits for these groups?
- Which business, application and/or implementation partners in Austria are involved in the project, and why were they selected? Please also upload proof of cooperation from each partner.

Economic relevance for Austria

- What contribution does the project make to Austria as a business location? How relevant is the project to the Austrian economy?
- What market size (TAM – Total Addressable Market) is expected for the current year?

Impact

- What impact has the project achieved? How is this reflected in its output (e.g. licenses, patents, trademarks, copyrights, technology transfer strategies, prototypes, demo versions, etc.) and/or outcome (impact on the target group)?
- What are the foreseeable benefits the project offers to society, and how does it contribute to the UN SDGs?
- What market growth rate (CAGR) is expected over the next three years?