



Third Frontier

Innovation Creating Opportunity

Open Innovation Incentive

One way the Ohio Third Frontier is catalyzing the growth of existing and emerging industry clusters throughout the state is by cultivating a highly collaborative and innovative environment that encourages Ohio's community of technology seekers and solvers to regularly exchange new knowledge in pursuit of targeted market driven commercial opportunities.

The goal of the Open Innovation Incentive is to incentivize and assist Ohio middle market companies (Seekers) in externally sourcing innovations needed to overcome specific technical obstacles encountered with the development of a next-generation or new product, service, or process, thus accelerating the time to market and resulting in positive economic activity in Ohio. A Seeker must be an Ohio for-profit company, while a solution provider (Solver) may be located within Ohio or outside of the state.

In order to achieve this goal and overcome the potential barriers to Open Innovation for Ohio middle market companies, the program objective is to assist Ohio Seekers with a portion of the transactional costs of utilizing the services of one or more Open Innovation Intermediaries selected through this RFP. The remaining transactional costs and the full cost of the solution are to be borne by the Seeker. The types of services provided by an Open Innovation Intermediary may include:

- As part of its online marketplace, provide a prominent and easily accessible venue for innovation challenges issued by Ohio Seekers
- Screen Seeker/problem eligibility and evaluate probable Ohio economic impacts
- Refine and target innovation challenges, and reach out to a global network of Solvers
- Filter and manage solutions
- Facilitate any intellectual property transfer/ agreements/payment
- Promote Open Innovation in Ohio, and recruit as many new Ohio Seekers and Solvers into the marketplace as possible



John R. Kasich, Governor

Department of
Development

Christiane Schmenk, Director

Preference will be given to Seeker innovation challenges in targeted technology focus areas. As such, the Intermediaries are asked to describe organizational capabilities and their track records in the following areas:

- Advanced Materials related to advanced polymers, ceramics, composites, carbon fibers and nanotubes, and specialty metals and alloys
- Aeropropulsion Power Management
- Fuel Cells and Energy Storage
- Medical Technology related to imaging, surgical instruments/equipment, implant devices, and regenerative medicine
- Software Applications for business and healthcare
- Sensing and Automation Technologies
- Situational Awareness and Surveillance Systems
- Solar Photovoltaics

Lead Applicant

The Lead Applicant is an established Open Innovation Intermediary organization with an existing broad and deep global network of Solvers, an online marketplace for Seekers and Solvers, and a strong track record of successfully executed deals resulting in positive business impacts for the Seeker organization. The Lead Applicant must have, or commit to establishing, a Principal Place of Business in Ohio.

Funding

\$8 million is available for Fiscal Year 2012.

RFP Timeline

- RFP Released – April 2, 2012
- Bidder's Conference – 2:00 p.m. on April 11, 2012
- Letters of Intent Due – By 2:00 p.m. on April 18, 2012
- Proposals Due – By 2:00 p.m. on May 4, 2012
- Awards – Approximately June 2012

Program website

<http://www.ohiothirdfrontier.com/OII.htm>

Program contact

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