

Please email michael.bettess@ttcf.com.au for the word version of this document



PIP		Preliminary Investment Proposal	
Opportunity Name			
Description			
University	[Insert University Name]		
Manager		Contact	
Date Draft Submitted			
Date Final Submitted			
Stage of Project			
Investment Manager 1	[Insert investment managers name]		
Investment Manager 2	[Insert investment managers name]		
Project Code			

Eligibility Criteria

Are there member University derived IP rights underpinning the technology/opportunity?	
What sort of IP protection is in place (i.e. patent, copyright etc.)?	
Does University own or part own IP rights in the opportunity?	
Does University have pre-existing rights to financial benefit from commercialisation of the technology/IP rights/opportunity?	

Maximum 12 pages in 10 point Arial font plus Appendices

EXECUTIVE SUMMARY (1 PAGE ONLY)	
A	Brief overview of company/project
B	Brief overview of technology opportunity + benefits of approach
C	Brief overview of market opportunity
D	Brief overview of financials <ul style="list-style-type: none"> • <i>Amount capital required to complete current round</i> • <i>Use of proceeds(i.e. activities and defined value accretion milestone linked to go/no go decision points)</i> • <i>Amount of capital required to deliver exit opportunity(ies)</i> • <i>Exit options, timeframe and estimated returns</i>
E	Brief overview of proposed management team
F	Brief overview of IP position

1	CORPORATE OVERVIEW
A	Opportunity: <ul style="list-style-type: none"> • Who is the founding technologist(s) • When was the company formed? • How old is the technology – i.e. how long has the University supported the team? • What is the main problem the technology/solution solves? • Who will buy it and why?
B	Technology: <ul style="list-style-type: none"> • How does the technology work? • How is the technology positioned relative to existing and emerging options? • What is competitive advantage? • What is the Product Profile?
C	Project Applications:
D	Business model and/or market engagement strategy:
D	Current Issues:
2	MARKET / COMPETITION
A	Market: <ul style="list-style-type: none"> • Who is the customer? • What industry can the technology/product be used? • Is there single or multiple market opportunities – platform?
B	Competition:
3	PEOPLE
A	<ul style="list-style-type: none"> • [insert name, position and time commitment for the company] • Brief biographies
4	Collaborations/ Partnerships:
4	IP HOLDINGS AND IP STRATEGY
A	List of Patents:
B	Outline of IP Strategy:
5	FINANCIALS
A	Funding requirements:
B	Proposed structure:
C	Current ownership structure:

D	Project Funding – Period																																																									
E	<p>Milestones for the Project:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Milestone</th> <th style="width: 10%;">Tranche</th> <th style="width: 10%;">A\$</th> <th style="width: 30%;">Completion Date</th> </tr> </thead> <tbody> <tr> <td>develop a proof-of-concept demonstration</td> <td>Initial</td> <td>A\$1 million</td> <td></td> </tr> <tr> <td>Sub-Total</td> <td></td> <td>A\$1 million</td> <td></td> </tr> </tbody> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">TOTAL COSTS per quarter</td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table> <p>GANTT CHART (if appropriate) EXAMPLE ONLY</p> <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr style="background-color: #4F81BD; color: white;"> <th style="width: 15%;"></th> <th style="width: 8%;">Q1</th> <th style="width: 8%;">Q2</th> <th style="width: 8%;">Q3</th> <th style="width: 8%;">Q4</th> <th style="width: 8%;">Q1</th> <th style="width: 8%;">Q2</th> <th style="width: 8%;">Q3</th> <th style="width: 8%;">Q4</th> <th style="width: 8%;">Q1</th> <th style="width: 8%;">Q2</th> <th style="width: 8%;">Q3</th> </tr> <tr style="background-color: #4F81BD; color: white;"> <th></th> <th>2009</th> <th>2009</th> <th>2009</th> <th>2009</th> <th>2010</th> <th>2010</th> <th>2010</th> <th>2010</th> <th>2011</th> <th>2011</th> <th>2011</th> </tr> </thead> <tbody> <tr style="background-color: yellow;"> <td style="width: 15%;"></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td style="width: 30%;">Funding Key</td> <td style="width: 10%; background-color: yellow;">Initial \$x,000</td> <td style="width: 10%; background-color: purple;">Tranche 2 \$x,000</td> <td style="width: 10%; background-color: lightblue;">Tranche 3 \$x,000</td> <td style="width: 10%; background-color: orange;">Tranche 4 \$x,000</td> <td style="width: 10%; background-color: green;">Tranche 5 \$x,000</td> </tr> </table>	Milestone	Tranche	A\$	Completion Date	develop a proof-of-concept demonstration	Initial	A\$1 million		Sub-Total		A\$1 million		TOTAL COSTS per quarter				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3		2009	2009	2009	2009	2010	2010	2010	2010	2011	2011	2011													Funding Key	Initial \$x,000	Tranche 2 \$x,000	Tranche 3 \$x,000	Tranche 4 \$x,000	Tranche 5 \$x,000
Milestone	Tranche	A\$	Completion Date																																																							
develop a proof-of-concept demonstration	Initial	A\$1 million																																																								
Sub-Total		A\$1 million																																																								
TOTAL COSTS per quarter																																																										
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3																																															
	2009	2009	2009	2009	2010	2010	2010	2010	2011	2011	2011																																															
Funding Key	Initial \$x,000	Tranche 2 \$x,000	Tranche 3 \$x,000	Tranche 4 \$x,000	Tranche 5 \$x,000																																																					

6	EXIT STRATEGY
A	Funding requirements to achieve an exit position? What are the proposed milestones?
B	Proposed sources of funding
C	Potential partners for development
D	Potential purchasers: vertical and horizontal options?
E	Precedent transactions: M&A, licensing and other options?

7	INVESTMENT RISKS
A	Key risks to delivering milestones
B	Proposed mitigation strategy

8	ADDITIONAL INFORMATION				
A	<p>History Brief EXAMPLE ONLY</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 15%;">Date</th> <th>Milestone</th> </tr> <tr> <td style="height: 20px;"></td> <td></td> </tr> </table>	Date	Milestone		
Date	Milestone				

Sept 2005	
Feb 2007	
Dec 2007	
Jan 2008	
April 2008	
June 2008	
Sept 2008	
Dec 2008	
Feb 2009	

B	Critical Dates – (including patents)	
	Date	Action
	See list of patents (at end), & priority dates.	

C	Grants and Income to date		
	Date	Amount	Source
	December, 2007	\$	
	April, 2008	\$	
	September, 2008	\$	
	March, 2009 (expected)	\$	

Appendix to TTCF PIP

Appendix 1: Schedule of Patent Applications as at [insert date of PIP]

Appendix 2: Schedule of non-publically disclosed research supporting technology claims of the PIP

Appendix 3: Schedule of publications

Appendix 4: Schedule of market research documents

Appendix 5: Other documents as referenced in the PIP

Appendix 6: Presentation to the Investment Committee