INFORMATION SESSION FOR TSSSU 2020-21
27 SEP 2019

PERKINS HO
HEAD, ENTREPRENEURSHIP & SOCIAL INNOVATION
OFFICE OF RESEARCH & KNOWLEDGE TRANSFER SERVICES (ORKTS)
CONTENT OF THIS SESSION

▪ Learn about TSSSU
▪ Are you ready?
▪ Apply for TSSSU
LEARN ABOUT TSSSU
HKD8,000,000 PER INSTITUTION

HKD700,000 AT MAX. PER YEAR

3 YEARS AT MAX.

Funded 46 TSSSU COMPANIES since 2014-15

TSSSU companies are not owned by CUHK but they facilitate the transfer of CUHK technologies into innovative applications for society.
### Applications vs. Funded Companies

<table>
<thead>
<tr>
<th>Year</th>
<th>Applications</th>
<th>Funded Startups</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014-15</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td>2015-16</td>
<td>26</td>
<td>14</td>
</tr>
<tr>
<td>2016-17</td>
<td>25</td>
<td>17</td>
</tr>
<tr>
<td>2017-18</td>
<td>23</td>
<td>15</td>
</tr>
<tr>
<td>2018-19</td>
<td>23</td>
<td>17</td>
</tr>
<tr>
<td>2019-20</td>
<td>29</td>
<td>17</td>
</tr>
</tbody>
</table>
TSSSU COMPANIES 2019-20 (17)

- Biotechnology/Health Care
  - Intelligent Sensing
  - IMSIGHT
  - DRAGON WAY
  - A-Biotech
  - A-Broaden Solutions
  - Wit
  - mushroom-x

- Adv. Manufacturing/Material Science
  - APT
  - SHAPE DRIVEN TECH
  - MTCURE BIOTECH
  - Foresight
  - 深慧视
  - Bay Jay Ray

- Education/FoodTech/Lifestyle
  - LOOP SPORTS TECHNOLOGY CO., LTD.
  - G.NET
  - n-hop

- ICT/IT
  - BINOVIZ
  - 邁微思智造有限公司

# BENEFITS VS. RESPONSIBILITIES

## Benefits
- Funding support
- Potential to join HKSTP’s Incubation Program (Incu-Tech and Incu-App)
- Mentorship from our experienced Entrepreneurship Consultant
- Access to potential investors and industry partners
- Access to InnoPort located near the University Station and InnoHub in Shenzhen Research Institute

## Responsibilities
- IP Clearance
- Succession Plan
- Timely submission of required documents (e.g. reports, milestones etc.)
- Join CUHK startup and investor matching events
- Attend at least 5 training sessions organized by Pi Centre
ARE YOU READY?
# TECHNOLOGY READINESS LEVEL (TRL)

<table>
<thead>
<tr>
<th>MedTech</th>
<th>TRL 1</th>
<th>Basic Principles Observed</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>TRL 2</td>
<td>Technology Concept Formulated</td>
</tr>
<tr>
<td></td>
<td>TRL 3</td>
<td>Experimental Proof of Concept in Vitro and in Vivo Research Models</td>
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<tr>
<td></td>
<td>TRL 4</td>
<td>Proof of Concept Demonstrated in Defined Laboratory/Animal Models</td>
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<tr>
<td></td>
<td>TRL 5</td>
<td>Product Development Plan</td>
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<tr>
<td></td>
<td>TRL 6</td>
<td>Phase 1 Clinical Trials</td>
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<tr>
<td></td>
<td>TRL 7</td>
<td>Clinical Safety and Effectiveness Trials in Operational Environment</td>
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<td></td>
<td>TRL 8</td>
<td>Overall Risk-benefit Trials</td>
</tr>
<tr>
<td></td>
<td>TRL 9</td>
<td>Medical Device can be Distributed or Marketed</td>
</tr>
</tbody>
</table>

Source: [https://www.ipi-singapore.org/tech-offer/help/field_tech_readiness_level](https://www.ipi-singapore.org/tech-offer/help/field_tech_readiness_level)
# TECHNOLOGY READINESS LEVEL (TRL)

<table>
<thead>
<tr>
<th>Physical Sciences &amp; Engineering</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>TRL 1</td>
<td>Basic principles observed</td>
</tr>
<tr>
<td>TRL 2</td>
<td>Technology concept formulated</td>
</tr>
<tr>
<td>TRL 3</td>
<td>Experimental proof of concept</td>
</tr>
<tr>
<td>TRL 4</td>
<td>Technology validated in lab</td>
</tr>
<tr>
<td>TRL 5</td>
<td>Technology validated in relevant environment</td>
</tr>
<tr>
<td>TRL 6</td>
<td>Technology demonstrated in relevant environment</td>
</tr>
<tr>
<td>TRL 7</td>
<td>System prototype demonstration in operation environment</td>
</tr>
<tr>
<td>TRL 8</td>
<td>System complete and qualified</td>
</tr>
<tr>
<td>TRL 9</td>
<td>Actual system proven in operational environment</td>
</tr>
</tbody>
</table>

*Source: [https://www.ipi-singapore.org/tech-offer/help/field_tech_readiness_level](https://www.ipi-singapore.org/tech-offer/help/field_tech_readiness_level)*
EVALUATION CRITERIA

1. Innovation and technology content (20%)

2. Commercial viability of the business (25%)
   - Well-defined business and budget plan
   - Well thought-out market analysis (e.g. opportunities, entry barriers, competitions, etc.);
   - Viable and realistic milestones and deliverables;
   - Potential in generating economic impact;
   - Whether the Company has secured other sources of funding apart from the TSSSU;

3. Team expertise and commitment (25%)

4. The social and/or community impact of the start-up’s R&D project(s) (15%)

5. CUHK specific requirements (15%)
   - Whether the technology involves CUHK IP
   - Whether the business aligns CUHK’s mission in entrepreneurship and KT
CONSULTANCY MEETING

Meeting with the Industry Consultant

▪ To have a better idea of the stage of your project
▪ To know whether TSSSU is a suitable funding for your project

Scheduling of the Meeting (registration opens until 8 Nov)

APPLY FOR TSSSU
PERSON-IN-CHARGE (PIC) AND TEAM MIX

PIC

- Full-time Students (either UG or PG) or
- Full-time Professors or
- Alumni graduated within the last 36 months

TEAM MIX

- Research Staff, part-time student, non-CUHK individuals can be team members only
- Team members who are staff members and also alumni/students will be considered as staff members
- The number of team members including PIC of the Company must be at least two and can include alumni and non-CUHK individuals
REGISTRATION OF COMPANY

- The applicant must be a company already registered under the Companies Ordinance for no more than 24 months before the date specified by ITC, i.e. 1 Feb 2020.
  - **Earliest registration date:** 1 Feb 2018

- The 24-month eligibility requirement does not apply to a start-up which is recommended for the TSSSU funding for the second or the third year.
SHAREHOLDING STRUCTURE

- Active members of CUHK (current full-time students, full-time professors, or alumni graduated within the last 36 months) should be the effective majority of shareholders, holding more than 50% of the shares of the Company.
CUHK RELATED TECHNOLOGY AND IP

- Ideas originated from CUHK students and/or professors are preferred

- Intellectual Property (IP): “INDICATE ONLY” the technology involved and IP ownership in Section A(d) of Annex A (the application form)
  - Your future investors will have a big concern about IP and we want to get you prepared in advance
ENDORSEMENT

▪ **CUHK staff** (PIC and team members individually) should seek **Departmental & Faculty/Supervising Officer endorsement** via the Appendix to Annex A
  - More personnel related information about Outside Practice (OP) and Outside Business Activities (OBA) will be provided to you by the representative of Human Resources Office in the next part

▪ **CUHK-student PIC or alumni PIC** should seek **Departmental endorsement** via Section F of Annex A
SUBMISSION

Application Documents

1. Application form (Annex A) (PIC and Team mix, share structure, declaration of IP, milestones, Budget, endorsement)
2. Business Proposal
3. Certificate of Incorporation and Business Registration (copy)
4. CV of all team members (max. 4 pages)
5. Agreement on royalties or IP rights with collaborating party (if any)

- The application form, with endorsement and supporting documents as listed in Section C of Annex A in hard copy, must arrive in ORKTS at Rm 301, Pi Ch’iu Building by 5:00pm on Friday, 22 Nov 2019
- Online submission (compulsory) by 22 Nov 2019:
IMPORTANT DATES
**IMPORTANT DATES**

1. **12 Sept 2019**
   Call for Applications

2. **22 Nov 2019**
   Application Deadline

3. **6 Dec 2019**
   Announcement of Shortlisted Applicants for interview

4. **12-13 Dec 2019**
   Interview by Vetting Panel

5. **1st or 2nd week of Jan 2020**
   Announcement of Results

6. **1 Apr 2020 – 31 Mar 2021**
   Funding Period (start date subject to receipt of ITC’s approval)
CONTACT US

EVA LAW
3943 1450/ evalaw@cuhk.edu.hk

KIRS LAU
3943 0812/ kirslau@cuhk.edu.hk

PERKINS HO
3943 1558/ perkinsho@cuhk.edu.hk