

## The Kalenian Award

The biennial Kalenian Award is a commercialization prize with an 18-month duration. The prize may be awarded to one or more recipients involved in the invention of a product in order to assist in the process of moving the invention closer to market. The award may be given to support innovative ideas or the development of commercial products. Ideally, recipients should be innovating in either an existing small business or in the process of trying to establish a small business.

**Proposals are encouraged for project types that:** demonstrate the need to provide proof of concept, reduction to practice, or involves products that are in the early stages of commercial development. Proposals may be resubmitted if they did not receive a past Kalenian Award.

For the three-page written proposal, a very concise " who am I--- this is my idea---this is how it will benefit society---this is what I need to achieve my goals " would be much appreciated. This is not a business plan contest. We receive many very high quality ideas and it is a difficult exercise to select one winner.

## Application Guidelines

### STEP 1: INTENT TO COMPETE FORM

**Deadline: Intent to Compete form(s) are due no later than 5:00 p.m. September 30, 2019.**

The Intent to Compete [form](#) is available online. Please review the questions, then submit answers in the form before emailing your three-page proposal. The form will not save responses so that you can return later to complete. You may submit more than one form for more than one idea.

### STEP 2: PROPOSAL COVER PAGE, THREE-PAGE NARRATIVE AND APPENDICES

**Deadline: Narrative proposals are due no later than 5:00 p.m. October 28, 2019.**

#### Required cover page contents:

- 2019 Kalenian Award Proposal
- Name of company, product, or project title
- Business address and web site, if any
- Name of applicant(s)
  - For alumni(ae), include: Year Graduated, WPI Major(s)
  - For faculty, include: Department and title
  - For student(s), include: Major(s) and anticipated year(s) of graduation
- Contact info for all applicants:
  - Address; telephone number; email address

## Kalenian Award Application Guidelines, 2019

The three-page narrative should describe:

- the activity to be undertaken
- the expected outcome in the 18-month award time frame
- the perceived importance and/or market value of the product, and
- longer-term anticipated outcomes

The three-page limit excludes the cover page, space used by graphics, diagrams or images, and appendices. (Graphics may be placed in an appendix, but do not use an appendix to exceed the written narrative page limit.) Do not include CVs, patents, business plans, large appendices or lengthy scientific and/or technical descriptions. Please see the file naming rule below.

**File naming rule:** "Lastname\_Firstname\_KalenianAwardProposal\_2019"

**Email instructions** - Please use "Kalenian Award Proposal 2019" as the email subject and send to: Gina Betti at [gbetti@wpi.edu](mailto:gbetti@wpi.edu). (Note: For an inquiry, use "Kalenian Award Inquiry" as the subject.)

### Proposal Review

Proposals will be reviewed by judges with professional backgrounds and respect for confidentiality. Selection of the award recipient will be based on some or all of the following criteria:

- novelty of the idea
- commercial potential, including market opportunity and societal value
- demonstration of a viable business plan evolving from the idea, product, or process (do not submit a business plan)
- likelihood of success

**Contact:** Gina Betti, Foisie Business School, 508-831-5761, [gbetti@wpi.edu](mailto:gbetti@wpi.edu)