

APPLICATION INFORMATION

What is the SC Fraunhofer USA Alliance?

The SC Fraunhofer USA Alliance is a collaborative effort between The South Carolina Council on Competitiveness, the South Carolina Department of Commerce, the Fraunhofer USA Center for Experimental Software Engineering CESE, and South Carolina's universities. The Alliance was established to promote applied research that improves the competitiveness of South Carolina companies and results in a positive economic impact within the state. This collaboration underscores the sustainability of the SC Fraunhofer USA Alliance.

The work of the Alliance and the research it supports strive to give South Carolina a competitive edge in advancing applied research and innovation that can move industry forward.

Project Application Criteria

Project proposals will be assessed using seven criteria, each criteria is assessed by members of the review board and each criteria is weighted – resulting in a cumulative score. Each criteria and its respective percentage is below:

- 30%** | **Does the project enhance the client's competitiveness and lead to additional job creation?**
- 20%** | **Does the proposed project match the Alliance's collective competencies/capabilities?**
- 15%** | **Does the project offer other positive secondary impacts?** Example: Is a supply chain strengthened? Will employee skills be enhanced and justify higher wages?
- 10%** | **Does the project offer strategic benefits to overall state goals** such as supporting small and medium enterprises, rural-based companies, growing technology sector, etc.
- 10%** | **Is the organization operating and/or does it have a substantial investment, presence, or workforce in South Carolina?** The more direct impact on the SC economy, the better the project.
- 10%** | **Does the project address one or more of South Carolina's strategic industries targeted for expansion for Commerce?** Projects that build success stories in Manufacturing, Healthcare, or Shipping and Logistics are preferred.
- 5%** | **Can the project serve as a showcase to attract new domestic and international business to South Carolina?**

Project Submission & Approval Process

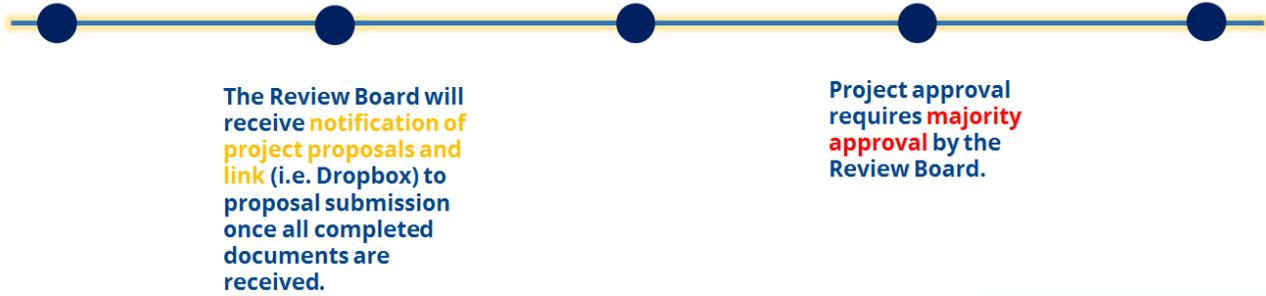
Applications for project proposals will be assessed on a rolling monthly basis. Applications must include the project assessment and a project description in order to be considered complete and ready for review. Once an application is completed, it will be sent to the review board. The board will make every effort to complete the review process within three weeks. If the board reaches a majority decision that that the project proposal should be recommended for approval, the submitting party will be notified directly regarding next steps. If a project is not approved, the submitting party will be notified as such and may be invited to resubmit in the future. Throughout the project life-cycle, ongoing client testimonial and faculty team assessments will be required to assess project performance.

Two completed documents are required:

- 1) Project Assessment
- 2) Project Description

Review Board should aim to approve proposals within 3 weeks of receipt of completed submission.

Both client testimonial and faculty team assessments will be required for Review Board assessment of project performance.



The Review Board will receive notification of project proposals and link (i.e. Dropbox) to proposal submission once all completed documents are received.

Project approval requires majority approval by the Review Board.

Post Approval Steps

- Once projects are recommended for **approval** by Review Board, it is recommended that **50% of funds** be distributed to start the project.
- Review Board will advise all relevant parties on project results immediately following Review Board meeting(s).
- Review board will **review and provide feedback on ongoing projects' milestones and results.**
- **In the case of dissatisfactory project results**, concurrent funding should be delayed or discontinued until such time as project results are considered to be achieved and/or project is discontinued.

About the SC Council on Competitiveness

The South Carolina Council on Competitiveness is a nonpartisan, business-led, nonprofit organization that drives South Carolina's long-term economic growth through managing select industry clusters and providing the research, network, and resources that clusters require to thrive.

Led by President and CEO, Susie Shannon, the Council manages multiple initiatives and industry clusters in South Carolina including SC Aerospace, SC Logistics, TechSC, SC CyberAlley and TransformSC. It also provides resources and support to other clusters and initiatives across the state. Industry clusters are economic ecosystems of linked industries and other entities important to competition, like suppliers of components, machinery, and services. These inter-connected ecosystems cultivate a business environment that fosters innovation. Innovation, in turn, spurs new business ventures.

About S.C. Department of Commerce

As South Carolina's leading economic development agency, the Department of Commerce works to recruit new businesses and help existing business grow. S.C. Commerce has recruited world-class companies to South Carolina such as BMW, Boeing, Continental, Giti Tire, LPL Financial Holdings, Mercedes-Benz Vans, Samsung, Toray and Volvo Cars and also supports startups, small and existing business, innovation and rural development initiatives. S.C. Commerce partners with the S.C. Technical College System via readySC to support workforce training and recruiting, and with the S.C. Department of Employment and Workforce, which provides worker training and employment opportunities within the state. With a strong international footprint, the Palmetto State ranked No. 1 in the nation for attracting jobs through foreign investment on a per capita basis in 2018 -- extending its streak of top three finishes since 2011. Additionally, the state has won the Gold or Silver Shovel Award from Area Development magazine every year since 2011; and, in 2017, the state was recognized as Business Facilities' State of the Year.

About Fraunhofer USA

Fraunhofer USA, Inc. is a 501 (c) (3) not-for-profit charitable organization incorporated in Rhode Island, dedicated to the advancement of applied research. Fraunhofer USA was founded in 1994 to conduct applied R & D for customers from industry and state and the federal government in the United States. Fraunhofer USA can offer both domestic and international resources to enhance its portfolio of R & D services.

Fraunhofer USA CESE, one of seven Centers comprising Fraunhofer USA Inc., conducts applied research to support the software-enabled innovations created by our customers in industry, government, and academia.

PROJECT APPLICATION FORM

General Project Information

Project Title	
Primary Customer	
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Start Date	
End Date	
Budget Request Client Contribution	\$\$

Project Partners

Company/Institute	Name of Contact	Contact Phone and Email Address
Lead University		
Fraunhofer CESE		
Other Partners		

Economic Impact

Size of impact (example: \$, nr of employees)	<i>Example: Cost reductions of 40% for tool line maintenance; reduce production downtime by 80% for target client</i>	Time scale of impact <i>(example: 10% of the growth in first year etc.)</i>	<i>Example: 6 months from project start</i>
Short narrative about impact (Limit 1,000 words)	<p><i>Example: Company X is leading distributor and service provider of smart industrial tools for (enter number) SC manufacturers including OEMs and suppliers to the aerospace and automotive sectors, two of South Carolina's strategic industry sectors and largest employers.</i></p> <p>Though many of the tool lines that Company X distributes and services are capable of transmitting data addressing tool use and condition, most clients are not capturing and using the data to their best advantage. To better serve their clients, Company X proposes to capture the data on behalf of the client, and leverage advanced data analytics to enable predictive maintenance and provide customers with fact-based data, maintenance schedules as well as serve as a consultant helping clients select the best tools for each work application. Rhino would like to see the Beta version of the predictive maintenance system installed at a client site (TBD) by January 2020, and would like to expand to three additional SC clients sites by the end of 2020.</p>		

Expected Continuation After Pilot

Short narrative about expected continuation
(Limit 500 words)

Example: the pilot should prove the technical and economic feasibility of automating data collection, processing and establish Company X as a leading tool line management service provider to South Carolina's manufacturing sector. Once experience has been gained through the pilot, additional applications can be planned in collaboration with Fraunhofer research scientists, SC universities and new targeted SC clients. Once proven, the value added proposition to new and existing SC clients should lead to new revenue streams for Company X and require no further financial assistance from SC Commerce.

Detailed Project Description

Overall Project Description. Must Include:

- Deliverable(s),
- Project Logic,
- Business Case
- Appropriate Date for mid-project review

(Limit 1,500 words)

Learn more about the SC Fraunhofer USA Alliance

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