RESPONSE TO RTEC COMMENTS

SETUP CORE☐ LOCAL GIA☒

Project Title:	Packaging Development for Marble Novelty Products: Part 2-Branding
Beneficiary/Proponent:	CiLearnED@RSU
Province:	Romblon
Amount Requested:	PhP 720,000.00
Date of Evaluation:	September 5, 2024

RTEC Comments	Response
• Include the LGU as a key partner in the project, integrating their involvement into the budget and project planning.	The LGU-Romblon is already a key partner in the project as highlighted in the project proposal, contributing to the coordination with marble producers and other stakeholders. The involvement of LGU will be strengthened by formalizing its role in the project's budget and planning. The budget will allocate resources to support LGU-led activities such as local stakeholder engagements and community awareness campaigns.
• Determine if RSU has the authority to commercialize technology. This could create employment opportunities for graduates and stimulate enterprise development.	RSU holds the authority to commercialize technology, and the Center for Innovative Learning and Enterprise Development (CiLearnED) is also empowered to market its developed products and technologies. Notably, RSU operates a marble processing school factory in collaboration with Hernandez Marble Supply, a local marble supplier. This partnership enables RSU to commercialize its marble packaging products.
• Universities are typically mandated to commercialize technology. Verify if RSU has an established intellectual property office and commercialization policy. This includes profit-sharing arrangements between the university and researchers, using UP's 60/40 model as a benchmark.	The university has recently established the Inetellectual Property Rights Manual and Technology Transfer Protocol in which the IP and Techno Transfer Policy are well defined. It has also established offices that ensure that research outputs and innovations are protected and can be commercialized.
• Since this is Phase 2 focusing on branding, ensure that product testing for the durability of the boxes has been conducted and validated by the industry.	This will be integrated into the project implementation. Prior to mass production, a prototype of the boxes will be fabricated for testing. Once the test results are obtained and validated, full-scale manufacturing of the boxes will commence.
• Explore how the industry can adopt the technology and whether there are interested parties. Successful examples, such as the lagundi project, demonstrate significant revenue potential	Initial discussions with local marble producers will be conducted to generate strong interest in adopting the laminated bamboo packaging technology. The project will maintain ongoing engagement with industry representatives to ensure it meets their needs and expectations. Additionally, outreach will be extended to other potential adopters in sectors such as furniture and gift packaging. This outreach will be facilitated through a techno forum, aimed at highlighting the revenue potential of using the product.
• Consider reaching out to startups or businesses that might integrate bamboo weave into their products, such as digital fashion designs, to enhance the project's sustainability.	RSU is currently establishing the Technology Commercialization and Business Incubation Office (TCBIO), a university-based incubator aimed at supporting the development and growth of technology-driven, high-value startups and spinoffs. The bamboo school factory presents an opportunity to encourage students and faculty to create innovative marble packaging designs that incorporate bamboo weave, potentially leading to the development of new startups.

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• Determine the process for private entities to adopt the technology and if RSU has a mechanism in place for such collaborations. Private sector involvement could enhance production capabilities.	RSU has established mechanisms for technology adoption through the Innovation and Technology Support Office (ITSO) and Extension Services and Community Engagement Office. The project leader will work closely with these offices to establish pathways for collaboration with the private sector, facilitating seamless technology transfer and adoption by interested private entities. One potential private partner is Hernandez Marble Supply, which currently hosts RSU's marble processing school factory. This collaboration allows RSU to commercialize its marble packaging products.
• Explore the possibility of spinning off the technology into a separate enterprise, potentially applying for fast-track programs from agencies like PCIEERD. This is allowed under the Tech Transfer Act.	The potential for a spinoff enterprise is being actively considered. The project will explore applying for fast-track programs such as those offered by PCIEERD to facilitate commercialization and expansion. This would enable scaling production and sustaining the impact beyond the project timeline.
• Laminated bamboo boxes and crates are expensive due to high raw material and production costs. Check the sourcing of bamboo, as Romblon is not a major bamboo supplier. Assess if the cost of packaging surpasses the product's value and consider the impact on the project's sustainability.	Although Romblon is not a primary bamboo supplier, the project has formed partnerships with nearby bamboo farms for raw material sourcing. This was initiated during the implementation of the NEDA-funded project on fabricating engineered bamboo student desks and chairs. A detailed cost analysis of packaging production will be carried out to ensure that costs remain within an acceptable range and do not exceed the value of the marble products. Cost-reduction strategies, such as sourcing bamboo from neighboring areas and optimizing production processes, are already in place.
• Clarify the production cost per unit and per square meter of laminated bamboo products. Provide estimates for the number of boxes that can be produced and the total production cost to ensure financial viability.	The production cost per unit depends on the size of the box. The estimated production cost for laminated bamboo is P180 per square foot, which will be used to determine the cost per unit based on the total surface area. The production capacity is projected at 1000 to 5000 boxes per month, with total production costs expected to be sustainable through the anticipated markup and demand.

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